

PROPOSAL

BOE Board room Audio and Video

DeKalb Co. Schools BOE

1701 Mountain Industrial Boulevard
Stone Mountain, GA 30083

GA State Contract: 99999-SPD-SPD0000210-0004



Presented By:

ASW

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

March 18, 2026



SCOPE OF WORK

INTRODUCTION

ASW is pleased to present a proposal to DeKalb County School District (DCSD). This Statement of Work (SOW) outlines the design, installation, and implementation of a new audio and video system for the DeKalb County School District's Board of Education Boardroom. The goal of this project is to enhance the meeting and live streaming experience by improving audio and video technologies with modern standards and practices.

SOLUTION

General Video System

The video system encompasses three primary initiatives: the replacement of the existing BM ATEM production switcher with a professional-grade **Ross Video Carbonite** switcher, the installation of two new **Infiled LED video walls** to replace aging projection systems, and the deployment of a fully IP-based video distribution network utilizing AVPro Edge MX Net 1G encoders and decoders.

Ross Video Carbonite Production Switcher Installation: The existing DataVideo switcher will be decommissioned and replaced with a Ross Video Carbonite production switcher. The Carbonite platform is a broadcast-grade, multi-bus production switcher designed for live event production and broadcast, offering a dramatic improvement in routing capacity, effects capability, and operational reliability.

Infiled LED Video Wall Installation (x2): Two existing projection systems will be retired and replaced with new 14'x 8', 2.5mm Pitch, Infiled LED video wall displays. LED wall technology eliminates the limitations of projection, including ambient light washout, lamp maintenance, and limited brightness, delivering vibrant, high-contrast visuals suitable for a wide range of lighting environments.

Video over IP Distribution System: The existing analog video distribution infrastructure in the boardroom will be fully replaced with a modern Video over IP (VoIP) network utilizing AVPro Edge MX Net 1G encoders and decoders. This solution transports uncompressed or low-latency compressed video signals across a standard gigabit Ethernet network, providing exceptional flexibility, scalability, and elimination of the distance and degradation limitations inherent to analog systems.

General Audio System

The core audio system will be replaced with a Dante based audio networking system. The FOH console will be replaced with a touch panel to provide simple audio control for meetings and gatherings. Two audio input channels will be provided at the FOH for laptop or other sound sources. The existing wireless microphones will be integrated at the rack in the back stage IDF closet/control room where a new 16:8 digital stage box will be installed. For more advanced mixing, the system will support a mixing App running on an owner furnished mobile tablet. The existing DSP will be replaced by a Qsys Core DSP.

SCOPE OF WORK

Discussion and Conferencing System

ASW proposes the Bosch DICENTIS conferencing system. Bosch introduces a new wireless conference system that makes conferences smoother, more enjoyable and more productive than ever before.

The Dicentis Wireless Conference System consists of a Wireless Access Point and discussion units used to contribute to a meeting. The system operates in frequency bands between 2.4000 and 2.4835 GHz and 5.180 and 5.700 GHz. The wireless devices can be set up for a single-use, dual-use or chairperson Wireless Device. The system supports a maximum number of 120 wireless units. Units are available in a standard and an extended version.

The Wireless Access Point (WAP) controls the system and can be placed or attached almost anywhere such as a wall, a ceiling or on a tripod floor stand. The battery pack life of the Dicentis system is maximum 24 hours (20% speech, 80% listening). The typical charging time of one Battery Pack is 3 hours.

- Based on standard Wi-Fi technology for co-existence with other Wi-Fi networks
- 44 channels in the 2.4/5 GHz spectrum
- Zero audio interference due to Smart Wireless Management (seamless floating between channels)
- High level security using WPA2
- Touch-screen participants devices with built-in NFC reader for a superb meeting experience
- True Wireless Connectivity to configure and control the system via tablet or PC
- Future proof & OMNEO ready
- Easy HD camera configuration
- Intelligent Acoustic Feedback Suppression

Boardroom

The Boardroom will accommodate various meeting types, including community sessions, legislative discussions, and special events. Key features are:

Microphone Stations:

- 15 Bosch Dicentis Multimedia Devices (13 active stations + 2 spares).
- Long Stem Microphones for each station.

Audio Infrastructure:

- Transition from the current proprietary system to a Dante network.
- Integration with QSYS DSP for advanced audio processing and routing.
- Integrate existing wireless microphones.
- Integrate new digital audio console and associated stage box with the existing audio system.
- Install two main column speakers, one 18" powered subwoofer and three board members powered speaker monitors.

Control & Management:

- Master control and microphone management via browser-based interfaces.
- Two desktop touch panels (one located in the control room, one located in the FOH desk)
 - Control features include source and master volume control, audio routing, and audio muting,

SCOPE OF WORK

Features:

- Voting functionality and video display outputs for agenda, tallies, and presentations.
- Import/export document management.
- Recording/archiving of meetings (audio and data).
- Multi-language interpretation (License for one language)
- Secure network-based login.
- Auxiliary Dante-based audio in/out feeds for integration with other systems.

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. ASW will test and verify complete system for optimum performance.

ASW will conduct a training session up to 4 hours total duration on new equipment on site to designated operating personnel.

Following completion, ASW will provide as-built drawings and a comprehensive owner's manual of the system in soft copy (pdf) form. Where existing systems or equipment are to be re-used or re-purposed, only basic signal flow and interconnection of new equipment with existing equipment will be shown. Complete detailed drawings of the entire system(s) are not included in this scope. These can be provided for additional cost, if desired.

All AC power provisions to support the new system(s) are the responsibility of DCSD. ASW will provide requirements for power at all lighting equipment locations.

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

Boardroom

Video

<u>Qty</u>	<u>Make/Model/Description</u>	<u>Unit</u>	<u>Extended</u>
1	LED Wall Package for 2 Walls Allowance for 2x 14' x 8' Video walls	\$77,575.00	\$77,575.00
1	Ross Video ROS-CUF-122 Carbonite SOLO Package.	\$46,112.86	\$46,112.86
1	AVPro Edge AC-MXNET-CBOX-HA Control Box for all MXNET Systems	\$465.95	\$465.95
22	AVPro Edge AC-MXNET-1G-DV2 MXNet 1G Evolution II Decoder	\$989.96	\$21,779.12
14	AVPro Edge AC-MXNET-1G-EV2 MXNet 1G Evolution II Encoder	\$890.83	\$12,471.62
14	*ASW 19.5" Display for council seats HDMI Based Input Displays	\$121.43	\$1,700.02
6	Decimator Design DD-12G-CROSS 12G-CROSS 4K HDMI/SDI Cross Converter with Scaling and Frame Rate Conversion	\$624.44	\$3,746.64
1	Netgear M4350-48G4XF 48-Port Gigabit PoE+ Compliant Managed AV Network Switch	\$3,783.61	\$3,783.61

Equipment: \$167,634.82

Labor: \$0.00

Video Total \$167,634.82

Audio

<u>Qty</u>	<u>Make/Model/Description</u>	<u>Unit</u>	<u>Extended</u>
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1	Allen-Heath AH-SQ-5 96kHz XCVI FPGA processing, 48 Input Channels, DEEP Processing, 17 Faders / 6 Layers, 16 onboard preamp, 12 Stereo mixes+LR, 3 Stereo Matrix, ??? capacitive touchscreen	\$4,729.15	\$4,729.15 *
	1 Allen & Heath AH-M-SQ-SDANTE64-A 64 X 64 Dante card for SQ / AHM Series, 96kHz / 48kHz		
	1 Allen-Heath AH-AP11332 [NB] - Dust cover for SQ-5		
	1 Allen-Heath AH-SQ-5-RK19 Rack mount kit for SQ-5 (12u) - optional		
1	Allen-Heath AH-DT168 16in x 8out Dante audio expander with dLive 96kHz mic preamps, 48kHz / 96kHz	\$2,624.25	\$2,624.25 *
	1 Allen-Heath AH-AB-168-RK19 optional rack mount kit for AB168, DX168, DT168		
2	JBL CBT 70J-1 J-SHAPED 2-WAY LINE ARRAY COLUMN SPK, BLK	\$1,382.81	\$2,765.62
2	JBL Pro CBT 70JE-1 EXTENSION FOR CBT 70J-1 COLUMN SPK, BLK	\$706.99	\$1,413.98
2	JBL MTC-CBT-SUS3 SUSPENSION BRACKET FOR CBT SPEAKERS, BLK	\$95.56	\$191.12
3	QSC CP8-NA Two-Way 8" 1000W Compact Powered Loudspeaker with DSP	\$646.85	\$1,940.55 *
	3 QSC CP8YM-BK Yoke Mount for the CP8 Compact Powered Loudspeaker		
1	EAW RSX18F 18" Self-Powered Subwoofer	\$2,693.75	\$2,693.75
1	EAW FBX200 (RSX212L/RSX18F Flybar) Fly Bar	\$2,717.50	\$2,717.50

BILL OF MATERIALS

2	QSC TSC-70-G3 Q-SYS 7? PoE Touch Screen Controller for In-Wall Mounting. Color - Black only 2 QSC TSC-710t-G3 Table top mounting accessory for TSC-70-G3 and TSC-101-G3.	\$1,865.00	\$3,730.00 *
1	QSC Audio Products, LLC CORE 24f Q-SYS Core Processor with 24 local audio I/O channels, 160x160 total network I/O channels with 8x8 Software-based Dante license included, USB AV bridging, dual Ethernet ports for network redundancy plus two auxiliary Ethernet ports, two RS232 ports, 8x8 GPIO, 24 next-generation AEC processors, 1RU.	\$4,050.00	\$4,050.00
1	QSC Audio Products, LLC SLDAN-64-P Q-SYS Software-based Dante 64x64 Channel (32x32 Flows) License, Perpetual	\$1,432.50	\$1,432.50
1	QSC Audio Products, LLC CX-Q4K4-NA Processing Amplifier	\$3,202.50	\$3,202.50
1	Bosch DCNM-SERVER3 Windows Server pre-installed and configured Windows Server OS, DICENTIS software and DHCP server (additional licenses sold separately).	\$3,262.54	\$3,262.54
15	Bosch DCNM-WDE DICENTIS Wireless Device Extended (mic/battery sold separately)	\$1,109.40	\$16,641.00
15	Bosch DCNM-MICL DCN multimedia long stem microphone for DICENTIS wireless device and DCN multimedia device	\$212.54	\$3,188.10
3	Bosch DCNM-WCH05 DICENTIS Charger for 5 Batteries	\$971.31	\$2,913.93
17	Bosch DCNM-WLIION DICENTIS Battery Pack	\$290.38	\$4,936.46

BILL OF MATERIALS

15	Bosch DCNM-LSID DICENTIS Identification at Seat	\$104.24	\$1,563.60
15	Bosch DCNM-LSVT DCN multimedia voting at seat for DICENTIS wireless device	\$104.24	\$1,563.60
1	Bosch DCNM-LSYS DICENTIS System Server Software (REQUIRED for all systems)	\$1,241.25	\$1,241.25
1	Bosch DCNM-LCC DCN multimedia camera control software module	\$1,016.66	\$1,016.66
1	Bosch DCNM-LVPM DICENTIS Voting Preparation and Management; one license optional per system	\$2,068.50	\$2,068.50
1	Bosch DCNM-LMPM DICENTIS Meeting Prep & Management Software; one license optional per system	\$2,031.75	\$2,031.75
2	Bosch DCNM-TCD DICENTIS Transport case for 10x DCNM-xD	\$1,478.98	\$2,957.96
1	Bosch DCNM-WAP DICENTIS Wireless Access Point	\$3,069.63	\$3,069.63
1	Bosch ACD-MFC-ISO Mifare classic NFC card (50 pcs / pkg).	\$101.53	\$101.53
1	Netgear GSM4230PX-100NAS 24-Port Gigabit PoE+ Compliant Managed Network Switch with SFP+ (480W)	\$1,764.71	\$1,764.71
1	Netgear WAX610-100NAS Dual-Band PoE-Compliant Cloud Managed Access Point	\$224.99	\$224.99
1	Apple iPad Wi-Fi 128GB - Silver [OFE] - iPad Wi-Fi 128GB - Silver	\$0.00	\$0.00

BILL OF MATERIALS

Equipment:	\$80,037.13
Labor:	\$0.00
Audio Total	\$80,037.13

AV System

<u>Qty</u>	<u>Make/Model/Description</u>	<u>Unit</u>	<u>Extended</u>
1	Cables, Connectors, & Misc. Hardware Allowance for miscellaneous cables, connectors, and hardware required for complete installation.	\$3,750.00	\$3,750.00
1	Incoming Freight ASW inbound shipping costs	\$20,628.57	\$20,628.57
1	(St Con) ASW Tech Services General Labor, Engineering & Programming, Project Management, Training, Travel	\$0.00	\$0.00

Equipment:	\$24,378.57
Labor:	\$72,072.00
AV System Total	\$96,450.57

Equipment:	\$272,050.52
Labor:	\$72,072.00

Boardroom Total	\$344,122.52
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MISSION SUMMARY

Subtotal:	\$344,122.52
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Grand Total:	\$344,122.52
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March 18, 2026

DeKalb Co. Schools BOE

1701 Mountain Industrial Boulevard
Stone Mountain, GA 30083

BOE Board room Audio and Video

This Agreement is by and between Atlanta Soundworks, LLC dba ASW, located at 580 Marksmen Ct., Fayetteville, GA 30214, hereinafter called the "Company" and DeKalb Co. Schools BOE 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 for the Amount listed in this Proposal.
- 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 and trenching or coring 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 for the completion of the project and not specifically defined in this Scope of Work shall be the responsibility of the Client.
- 3. Existing Equipment:** 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 during the Company's normal business hours unless otherwise specified in the Scope of Work in this Agreement. Lack of access to the facility and delays of work by others where such work is necessary for the completion of the project causing additional costs to the Company may result in a change order to the Client for recovery of those costs.
- 5. Commencement:** The work to be performed under the terms of this Agreement shall commence on a date agreed to by both parties, after receipt of the signed Agreement and any deposit payment(s) defined in the Payment Schedule.
- 6. Force Majeure:** Company shall not be liable for any loss, injury, delay, damage, or other casualty suffered or incurred by the Client or its Client as a result of any strike, riot, storm, fire, explosion, act of God, war, government action, or other cause that is beyond the Company's control (herein defined as Force Majeure), and any failure or delay in performance of any of its obligations under this Agreement because of one or more of the foregoing causes shall not be considered a breach of this Agreement. Company reserves the right to defer the date of delivery, to cancel the contract, or to reduce the volume of the goods ordered by Client due to Force Majeure without liability. If the performance of any of the material obligations of this Agreement are suspended due to Force Majeure for one hundred and twenty (120) consecutive days and such suspension shall have a material adverse effect on the Client, the Client may give notice requesting consultation concerning such suspension. If the parties hereto fail to resolve such problem by mutually satisfactory written agreement within ninety (90) days after the aforesaid notice, either party hereto shall have the right to terminate this Agreement, effective immediately upon notice to the other party. It is expressly understood and agreed by the parties that in the event of such termination, the party electing to terminate this Agreement will incur no liability to the other for any default in the performance of this Agreement arising from exercise of such right to terminate.
- 7. Entire Contract:** This Agreement and the documents and instruments referred to herein constitute the entire contract

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between the parties to this Agreement and supersede all other understandings, written or oral, with respect to the subject matter of this Agreement.

8. **Warranty:** The Company will provide a limited 90-day installation warranty covering defects in materials and workmanship from the date of system completion or first beneficial use, whichever comes first, for all equipment furnished and installed by the Company. All equipment, labor, and freight for warranty work are included. Some components include a manufacturer's warranty which extends beyond the Company warranty. It is the responsibility of Client to complete and submit any warranty 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 as installed. Removal and re-installation of equipment, changes to software code, network configuration, DSP configuration, or other changes to the installation 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:** Following completion of the project, the Company will provide documentation as defined in the Scope of Work within two (2) weeks after final payment is made by the Client. The Company will provide equipment and warranty information to the customer as part of the deliverables.
11. **Time for Acceptance:** The terms of this Agreement will be valid for fifteen (15) days following the publish date set forth above. If not accepted within that time, the offer of such terms is automatically revoked, unless the Client and Company agree otherwise in writing. If this Agreement is signed by the Client and the Company it shall be valid, remain in force and not be revoked.
12. **Pricing:** Pricing is valid for fifteen (15) 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 because of manufacturers' price increases, Client consents to the increased price of affected equipment at the time of execution of this agreement.
13. **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.
14. **Promotional Materials:** Client grants Company the right and permit to utilize pictures, tributes, contextual analyses and other related work products associated with this Agreement and its fulfillment in Company showcasing and promotional materials without cost to Company.
15. **Non-solicitation:** After the Effective Date and during the term of this Agreement, each Party agrees that neither it nor any of its divisions, operating groups or Affiliates shall recruit, solicit or induce any employee of the other Party directly involved in the activities conducted pursuant to this Agreement to terminate his or her employment with such other Party and become employed by or consult for such Party, whether or not such employee is a full-time employee of such other Party, and whether or not such employment is pursuant to a written agreement or is at-will. For purposes of the foregoing, "recruit", "solicit" or "induce" shall not be deemed to mean: (a) circumstances where an employee of a Party initiates contact with the other Party or any of its Affiliates with regard to possible employment; or (b) general solicitations of employment not specifically targeted at employees of a Party or any of its Affiliates, including responses to general advertisements.
16. **Severability:** Any provision of this Agreement that is prohibited or unenforceable in any jurisdiction shall, as to such jurisdiction, be ineffective to the extent of such prohibition or unenforceability without invalidating the remaining provisions hereof, and any such prohibition or unenforceability in any jurisdiction shall not invalidate or render unenforceable such

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provision in any other jurisdiction.

- 17. Governing Law:** This Agreement shall be governed by and construed in accordance with the laws of the State of Georgia.
- 18. Insurance:** Company shall not commence work under this Agreement until it has obtained all the insurance required under this section and delivered certificates of insurance evidencing such coverages to Client. The insurance required under this Agreement shall be maintained in full force and effect during the performance of the work until this Agreement is terminated. Client shall be named as an additional insured on all policies (except for Worker's Compensation). The insurance coverages required hereunder are as follows:
- Commercial general liability insurance written on an "occurrence" basis, including coverage for premises/operations, products/completed operations, broad form property damage, blanket contractual liability, independent vendors and personal insuring, and sudden and accidental pollution, with no exclusions for explosion, collapse and underground perils, with limits of not less than \$1,000,000 per occurrence for bodily injury (including death) and property damage and a \$2,000,000 aggregate limit.
 - Automobile liability insurance, including coverage for owned, non-owned and hired automobiles for both bodily injury and property damage and in accordance with statutory legal requirements, with a combined single limit of not less than \$1,000,000 per accident with respect to bodily injury (including death) and property damage and a \$2,000,000 aggregate limit; and
 - Workers compensation with statutory limits and employers' liability with limits of not less than \$1,000,000 per occurrence.

Company waives all rights of subrogation, against Client and its board members, officers, employees, agents, insurers, other vendors and subcontractors and consultants for any damages covered by any type of insurance.

- 19. Background Checks:** A criminal background check must be performed on all contractors, consultants, subcontractors, volunteers and vendors ("Individuals") who provide services on Clients' premises, supervise services on Client's premises or have contact with students. All Individuals shall undergo the same criminal background check, within the last 365 days, as required of Client's own employees. Such background checks shall be performed by Client at the expense of the Individual at a cost of \$45.00 per person. Upon receipt and evaluation of the background check, Client may demand that the Individual have no contact with students or parents or exclude such Individual from performing work on Client's premises or otherwise for Client, in its sole and absolute discretion. Client may make such determination regardless of whether such charges may have been dismissed, expunged, sealed, removed from the record, treated under "first offender" status or dead docketed. Any failure by Company to obtain a criminal background check for any Individual as required herein, may result in the termination of this Agreement without penalty to Client.
- 20. Persons Under Investigation:** Client reserves the right to request that Company not permit any Company employee, agent or other of its service providers to provide services under this agreement if said person is under investigation for any wrongdoing. Company agrees to comply with any request from Client to remove said person as a service provider. Company agrees to cooperate with Client to the fullest extent practicable in any investigation of any actual or alleged misconduct of any Company employee or employer in connection with any activity arising out of this Agreement, including allowing access to interviews of Company's employees, agents or service providers or any documents related to alleged or suspected misconduct. Company agrees to inform Client within twenty-four hours that any of its service providers providing services under this Agreement have been arrested, convicted or sued (provided service of summons in a civil action) regarding any allegation related to the performance of their professional duties. Failure to comply with any of the foregoing requests will result in the termination by means of a material default by Company under this Agreement.
- 21. Contract Duration:** The rates and terms of this Agreement are valid for a period of twelve (12) months from the date of

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acceptance.

- 22. Termination:** Either party reserves the right to terminate this agreement with thirty (30) days' written notice to the other party.
- 23. Payment Terms:** Standard payment terms are NET 30 from invoice date. Payment made by credit card is subject to a 3.5% processing fee.
- 24. Payment:** Except as otherwise may be adjusted to comply with other provisions of this Agreement, the Client agrees to 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 in accordance with the following schedule. Payment shall be made as invoiced, without abatement, deduction, discount or setoff.

Wire/ACH Information

Account Holder: Atlanta Soundworks LLC.

Bank: Craft Bank

Routing: 061021471

Acct: 1100002634

Payment Schedule	%	Amount	Due Date
Project Completion	100.0000	\$344,122.52	

Client: DeKalb Co. Schools BOE

Date:

Company: ASW

Date: