



Date: 3/28/2022
Quote #: 10312-44566-67787
Customer: City of Independence
Contact: Chris Johnson
Address: 17221 East 23rd St S
 Independence, MO 64057

Expiration Date: 5/27/2022
Account Executive: Joe Czyz
Phone: 913-535-5062
Email: joe.czyz@skccom.com
Opportunity #: 21-10-84850
Contract: TIPS #210101

Project Summary

Project Total: \$119,355.28

Microsoft Teams POC Room	
Equipment	\$55,882.12
Installation	\$20,847.50
Elite	\$3,134.11
Room Total	\$79,863.73
New Projector Option	
Equipment	\$7,142.38
Installation	\$552.50
Elite	\$500.00
Room Total	\$8,194.88
Additional Camera Option	
Equipment	\$8,436.20
Installation	\$1,445.00
Elite	\$500.00
Room Total	\$10,381.20
Production Switcher Option	
Equipment	\$14,438.30
Installation	\$2,698.75
Elite	\$780.35
Room Total	\$17,917.40
Wireless Presentation Option	
Equipment	\$2,399.95
Installation	\$467.50
Elite	\$130.62
Room Total	\$2,998.07
Project Total	
Total Equipment	\$88,298.95
Total Installation	\$26,011.25
Total Support	\$5,045.08
Project Total	\$119,355.28

Estimated Freight \$3,311.22

City of Independence Utilities Center - IUC 117



Date of Quote: 1/13/2022
Quote #: 10312-44566-67787
Revision #: Original
Customer: City of Independence
Room Name: Microsoft Teams POC Room
Contact: Chris Johnson
Address: 17221 East 23rd St S
 Independence, MO 64057

Expiration Date: 3/14/2022
Account Executive: Joe Czyz
Phone: 913-535-5062
Email: joe.czyz@skccom.com
Opportunity #: 21-10-84850
Contract: TIPS #210101

System Total: \$79,863.73

Room shall function as a meeting space, with two displays, all sources routable to any display, all audio captured by in ceiling, lectern microphones or by wireless gooseneck microphones. There shall be two cameras. All online meetings shall be run from either an owner provided computer, or an owner provided laptop. All meetings captured can be recorded or streamed.

Display Technology					
Qty	Description	List Price	Discount %	Unit Price	Extended Price
1	OFE TV			\$0.00	\$0.00
1	OFE Projector			\$0.00	\$0.00
1	OFE Projection Screen			\$0.00	\$0.00

Section Subtotal: \$0.00

Video Conferencing					
Qty	Description	List Price	Discount %	Unit Price	Extended Price
1	Sony SRG X-400 Camera (black or white color choice)	4,029.00	37.00%	\$2,538.27	\$2,538.27

Section Subtotal: \$2,538.27

Source / Signal Processing / Routing Equipment					
Qty	Description	List Price	Discount %	Unit Price	Extended Price
2	OFE Laptop			\$0.00	\$0.00

4	Crestron DM NVX® 4K60 4:4:4 HDR Network AV Encoder/Decoder	1,800.00	47.00%	\$954.00	\$3,816.00
1	OFE Cable TV			\$0.00	\$0.00
1	OFE Satellite			\$0.00	\$0.00
1	Crestron 4K HDMI® over HDBaseT® Extender w/Analog Audio, White	1,000.00	47.00%	\$530.00	\$530.00
1	OFE Room PC, Running conferencing application			\$0.00	\$0.00
1	Crestron USB over Ethernet Extender with Routing, 4-Port Device Module	600.00	47.00%	\$318.00	\$318.00
1	Crestron Multimode Fiber Extender System	1,300.00	47.00%	\$689.00	\$689.00
1	Extron LC to LC Laser-Optimized Multimode Fiber Optic Cable Assemblies - Plenum	390.00	42.00%	\$226.20	\$226.20
2	Crestron DigitalMedia™ Card Chassis for DM-NVX-C & DMCF, 8 Slots	2,000.00	47.00%	\$1,060.00	\$2,120.00
4	Crestron DM NVX® 4K60 4:4:4 HDR Network AV Encoder Card	1,300.00	47.00%	\$689.00	\$2,756.00
2	Crestron DM NVX® 4K60 4:4:4 HDR Network AV Encoder/Decoder Card with Downmixing	2,000.00	47.00%	\$1,060.00	\$2,120.00
2	Crestron DM NVX® 4K60 4:4:4 HDR Network AV Encoder/Decoder Card	1,800.00	47.00%	\$954.00	\$1,908.00
1	Crestron DM NVX® 4K60 4:4:4 HDR Network AV Encoder/Decoder Card with Downmixing and Dante® Audio	2,400.00	47.00%	\$1,272.00	\$1,272.00
1	Vaddio AV Bridge 2x1	2,917.00	20.00%	\$2,333.60	\$2,333.60
1	Crestron USB Switcher	700.00	47.00%	\$371.00	\$371.00
1	OFE Extron Streaming Media Player			\$0.00	\$0.00
1	Magewell NDI to HDMI converter			\$414.00	\$414.00

Section Subtotal: \$18,873.80

Audio Reinforcement					
Qty	Description	List Price	Discount %	Unit Price	Extended Price
2	Shure Ceiling Array Microphone	4,732.00	30.00%	\$3,312.40	\$6,624.80
2	Shure In-line antenna amplifier for remote mounting. (470-902 MHz)	179.00	30.00%	\$125.30	\$250.60
2	Shure Quad Digital Wireless Receiver with internal power supply, 1/2 Wave Antenna and Rack Mounting Hardware	7,313.00	30.00%	\$5,119.10	\$10,238.20
1	OFE QSC Core 110f			\$0.00	\$0.00
16	OFE In ceiling Speakers			\$0.00	\$0.00
1	OFE Amplifier			\$0.00	\$0.00
2	Shure Cardioid-18" Gooseneck Condenser Microphone, COMES WITH BASE, THERE IS AN OPTION TO MOUNT TO THE PODIUM. THAT WILL REQUIRE A DIFFERENT PART NUMBER.	305.00	30.00%	\$213.50	\$427.00
1	QSC Q-SYS Software-based Dante 32x32 Channel License, Perpetual.	850.00	30.00%	\$595.00	\$595.00
2	Shure 100' UHF Remote Antenna Extension Cable, BNC-BNC, RG213/U Type	268.00	30.00%	\$187.60	\$375.20
1	TRANSMITTER, DIGITAL WIRELESS BODYPACK W/MINI 4-PIN CONNECTOR			\$419.52	\$419.52
6	WIRELESS GOOSENECK MIC BASE FOR ULX-D			\$408.12	\$2,448.72

1	Digital Handheld Transmitter with SM58 Capsule			\$449.16	\$449.16
1	Lavalier Microphone for D1 Transmitter			\$102.60	\$102.60
6	Dualflex 10" Gooseneck microphone			\$185.82	\$1,114.92
1	Assisted Listening System with Wi-Fi connectivity and 2 IR receivers			\$1,606.57	\$1,606.57

Section Subtotal: \$24,652.29

Control					
Qty	Description	List Price	Discount %	Unit Price	Extended Price
1	OFE Wireless Touch Panel			\$0.00	\$0.00
1	Crestron 4-Series™ Control System	2,800.00	47.00%	\$1,484.00	\$1,484.00

Section Subtotal: \$1,484.00

Hardware Housing					
Qty	Description	List Price	Discount %	Unit Price	Extended Price
1	OFE Rack			\$0.00	\$0.00

Section Subtotal: \$0.00

Software & Licenses					
Qty	Description	List Price	Discount %	Unit Price	Extended Price
1	4K License for Camera			\$681.66	\$681.66

Section Subtotal: \$681.66

Standard Components					
Qty	Description	List Price	Discount %	Unit Price	Extended Price
1	Professional Grade Cables, Connectors, Hardware, AV Network Switch and Accessories	-	15.00%	\$7,652.10	\$7,652.10

Section Subtotal: \$7,652.10

Room Support					
Qty	Description	List Price	Discount %	Unit Price	Extended Price
1	1 Year Elite - 8 x 5 CST Unlimited phone support; Live Help button; tech support call priority; travel and onsite fees covered; equipment repair/replacement; and annual preventative maintenance. Extended Poly/Cisco warranties and subscription based content services must be maintained for duration of SMARTCare contract, purchased separately. OPE repair/replacement is not covered by this agreement.	3,604.23	15.00%	\$3,134.11	\$3,134.11

Section Subtotal: \$3,134.11

Labor					
Qty	Description	List Price	Discount %	Unit Price	Extended Price
120	INSTALLATION LABOR	97.75	15.00%	\$85.00	\$10,200.00
1	TECHNICIAN TRAVEL	25.88	15.00%	\$22.50	\$22.50
16	COMMISSIONING LABOR	97.75	15.00%	\$85.00	\$1,360.00
64	PROGRAMMING LABOR	122.19	15.00%	\$106.25	\$6,800.00
9	CAD DRAFTING LABOR	97.75	15.00%	\$85.00	\$765.00
20	PROJECT MANAGEMENT LABOR	97.75	15.00%	\$85.00	\$1,700.00
0	ENGINEERING LABOR	-	15.00%	\$0.00	\$0.00

Section Subtotal: \$20,847.50

System Total\$79,863.73

Estimated Freight

\$2,095.58

Conditions / Exceptions

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SKC is not obligated to provide any services under a service contract (Elite or Elite Advantage) to the extent any programming, equipment or cable is modified or moved without SKC's consent; in such case, Elite or Elite Advantage is deemed null and void, and SKC's current time and materials rate will apply.

Tax and Shipping

Tax and shipping, if quoted above, are estimates.

Applicable sales tax and shipping fees will be added to the project invoice(s). If you are tax exempt, please send exemption certificate(s) to taxexempt@skccom.com or fax to (800) 454-4752, attention Accounts Receivable.



CONTACT THE SKC COMMUNICATIONS EXPERTS
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IUC 117 - New Projector Option



Date of Quote: 1/21/2022
Quote #: 10312-44566-67787
Revision #: 0
Customer: City of Independence
Room Name: New Projector Option
Contact: Chris Johnson
Address: 17221 East 23rd St S
Independence, MO 64057

Expiration Date: 3/22/2022
Account Executive: Joe Czyz
Phone: 913-535-5062
Email: joe.czyz@skccom.com
Opportunity #: 21-10-84850
Contract: TIPS #210101

System Total: \$8,194.88

Optional new Projector Pricing. Must be purchased in addition to main POC room quote.

Display Technology					
Qty	Description	List Price	Discount %	Unit Price	Extended Price
1	7000 lumen Panasonic Lazer projector	11,999.00	43.00%	\$6,839.43	\$6,839.43
1	Custom Projector Mount	249.00	30.00%	\$174.30	\$174.30
Section Subtotal:					\$7,013.73

Miscellaneous Supply - Standard Components					
Qty	Description	List Price	Discount %	Unit Price	Extended Price
1	Professional Grade Cables, Connectors, Hardware and Accessories	-	15.00%	\$128.65	\$128.65
Section Subtotal:					\$128.65

Room Support					
Qty	Description	List Price	Discount %	Unit Price	Extended Price
1	1 Year Elite - 8 x 5 CST Unlimited phone support; Live Help button; tech support call priority; travel and onsite fees covered; equipment repair/replacement; and annual preventative maintenance. Extended Poly/Cisco warranties and subscription based content services must be maintained for duration of SMARTCare contract, purchased separately. OPE repair/replacement is not covered by this agreement.	575.00	15.00%	\$500.00	\$500.00
Section Subtotal:					\$500.00

Labor					
Qty	Description	List Price	Discount %	Unit Price	Extended Price
4	INSTALLATION LABOR	97.75	15.00%	\$85.00	\$340.00
2	PROGRAMMING LABOR	122.19	15.00%	\$106.25	\$212.50
0	ENGINEERING LABOR	-	15.00%	\$0.00	\$0.00
Section Subtotal:					\$552.50

System Total

\$8,194.88

Conditions / Exceptions

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Tax and Shipping

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IUC 117 - Additional Camera Option



Date of Quote: 3/28/2022
Quote #: 10312-44566-67787
Revision #: 1
Customer: City of Independence
Room Name: Additional Camera Option
Contact: Chris Johnson
Address: 17221 East 23rd St S
Independence, MO 64057

Expiration Date: 5/27/2022
Account Executive: Joe Czyz
Phone: 913-535-5062
Email: joe.czyz@skccom.com
Opportunity #: 21-10-84850
Contract: TIPS #210101

System Total: \$10,381.20

Replacing Vaddio camera, adding 2 more Sony cams to make a 3 cam system

Video Conferencing

Qty	Description	List Price	Discount %	Unit Price	Extended Price
2	Sony SRG X-400 Camera (black or white color choice)			\$3,226.70	\$6,453.40

Section Subtotal: \$6,453.40

Software & Licenses

Qty	Description	List Price	Discount %	Unit Price	Extended Price
2	4K License for Camera			\$681.66	\$1,363.32

Section Subtotal: \$1,363.32

Miscellaneous Supply - Standard Components

Qty	Description	List Price	Discount %	Unit Price	Extended Price
1	Professional Grade Cables, Connectors, Hardware and Accessories	-	15.00%	\$619.48	\$619.48

Section Subtotal: \$619.48

Room Support

Qty	Description	List Price	Discount %	Unit Price	Extended Price
1	1 Year Elite - 8 x 5 CST Unlimited phone support; Live Help button; tech support call priority; travel and onsite fees covered; equipment repair/replacement; and annual preventative maintenance. Extended Poly/Cisco warranties and subscription based content services must be maintained for duration of SMARTCare contract, purchased separately. OPE repair/replacement is not covered by this agreement.	575.00	15.00%	\$500.00	\$500.00

Section Subtotal: \$500.00

Labor

Qty	Description	List Price	Discount %	Unit Price	Extended Price
12	INSTALLATION LABOR	97.75	15.00%	\$85.00	\$1,020.00
4	PROGRAMMING LABOR	122.19	15.00%	\$106.25	\$425.00
0	ENGINEERING LABOR	-	15.00%	\$0.00	\$0.00

System Total	\$10,381.20
Estimated Freight	\$316.36

Conditions / Exceptions

This Quote is subject to the terms and conditions set forth in the related Statement of Work agreed upon by SKC and Customer and will be attached to such Statement of Work.

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Tax and Shipping

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(800) 882-7779, contact.us@skccom.com

IUC 117 - Production Switcher Option



Date of Quote: 3/28/2022
Quote #: 10312-44566-67787
Revision #: 1
Customer: City of Independence
Room Name: Production Switcher Option
Contact: Chris Johnson
Address: 17221 East 23rd St S
 Independence, MO 64057

Expiration Date: 5/27/2022
Account Executive: Joe Czyz
Phone: 913-535-5062
Email: joe.czyz@skccom.com
Opportunity #: 21-10-84850
Contract: TIPS #210101

System Total: \$17,917.40

Replacing Vaddio camera, adding 2 more Sony cams to make a 3 cam system

Source / Signal Processing / Routing Equipment					
Qty	Description	List Price	Discount %	Unit Price	Extended Price
1	Epiphan Pearl 2			\$9,355.32	\$9,355.32
1	HDMI to SD/HD-SDI Video and Audio Converter			\$552.00	\$552.00
1	Crestron DM NVX® 4K60 4:4:4 HDR Network AV Encoder Card			\$772.20	\$772.20
1	Crestron DM NVX® 4K60 4:4:4 HDR Network AV Encoder/Decoder Card with Downmixing			\$1,009.80	\$1,009.80

Section Subtotal: \$11,689.32

Audio Reinforcement					
Qty	Description	List Price	Discount %	Unit Price	Extended Price
1	Whirlwind Press Box			\$2,114.54	\$2,114.54

Section Subtotal: \$2,114.54

Hardware Housing					
Qty	Description	List Price	Discount %	Unit Price	Extended Price
1	Custom Plate for Audio Output and Network Connection			\$78.14	\$78.14

Section Subtotal: \$78.14

Miscellaneous Supply - Standard Components					
Qty	Description	List Price	Discount %	Unit Price	Extended Price
1	Professional Grade Cables, Connectors, Hardware and Accessories	-	15.00%	\$556.30	\$556.30

Section Subtotal: \$556.30

Room Support					
Qty	Description	List Price	Discount %	Unit Price	Extended Price

1	1 Year Elite - 8 x 5 CST Unlimited phone support; Live Help button; tech support call priority; travel and onsite fees covered; equipment repair/replacement; and annual preventative maintenance. Extended Poly/Cisco warranties and subscription based content services must be maintained for duration of SMARTCare contract, purchased separately. OPE repair/replacement is not covered by this agreement.	897.40	15.00%	\$780.35	\$780.35
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Section Subtotal: \$780.35

Labor					
Qty	Description	List Price	Discount %	Unit Price	Extended Price
16	INSTALLATION LABOR	97.75	15.00%	\$85.00	\$1,360.00
2	COMMISSIONING LABOR	97.75	15.00%	\$85.00	\$170.00
11	PROGRAMMING LABOR	122.19	15.00%	\$106.25	\$1,168.75
0	ENGINEERING LABOR	-	15.00%	\$0.00	\$0.00

Section Subtotal: \$2,698.75

System Total

\$17,917.40

Estimated Freight

\$541.44

Conditions / Exceptions

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Tax and Shipping

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IUC 117 - Wireless Presentation Option



Date of Quote: 3/28/2022
Quote #: 10312-44566-67787
Revision #: 1
Customer: City of Independence
Room Name: Wireless Presentation Option
Contact: Chris Johnson
Address: 17221 East 23rd St S
 Independence, MO 64057

Expiration Date: 5/27/2022
Account Executive: Joe Czyz
Phone: 913-535-5062
Email: joe.czyz@skccom.com
Opportunity #: 21-10-84850
Contract: TIPS #210101

System Total: \$2,998.07

Adding the Air Media Wireless share which also allows for Miracast and Apple Share

Video Conferencing					
Qty	Description	List Price	Discount %	Unit Price	Extended Price
1	AirMedia® Series 3 Receiver 200 with Wi-Fi® Network Connectivity	1,980.00		\$1,188.00	\$1,188.00
					Section Subtotal: \$1,188.00

Source / Signal Processing / Routing Equipment					
Qty	Description	List Price	Discount %	Unit Price	Extended Price
1	Crestron DM NVX® 4K60 4:4:4 HDR Network AV Encoder Card	1,430.00		\$772.20	\$772.20
					Section Subtotal: \$772.20

Miscellaneous Supply - Standard Components					
Qty	Description	List Price	Discount %	Unit Price	Extended Price
1	Professional Grade Cables, Connectors, Hardware and Accessories	-	15.00%	\$439.75	\$439.75
					Section Subtotal: \$439.75

Room Support					
Qty	Description	List Price	Discount %	Unit Price	Extended Price
1	1 Year Elite - 8 x 5 CST Unlimited phone support; Live Help button; tech support call priority; travel and onsite fees covered; equipment repair/replacement; and annual preventative maintenance. Extended Poly/Cisco warranties and subscription based content services must be maintained for duration of SMARTCare contract, purchased separately. OPE repair/replacement is not covered by this agreement.	150.21	15.00%	\$130.62	\$130.62
					Section Subtotal: \$130.62

Labor					
Qty	Description	List Price	Discount %	Unit Price	Extended Price
2	INSTALLATION LABOR	97.75	15.00%	\$85.00	\$170.00
1	COMMISSIONING LABOR	97.75	15.00%	\$85.00	\$85.00

2	PROGRAMMING LABOR	122.19	15.00%	\$106.25	\$212.50
0	ENGINEERING LABOR	-	15.00%	\$0.00	\$0.00

Section Subtotal: \$467.50

System Total

\$2,998.07

Estimated Freight

\$90.00

Conditions / Exceptions

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