



Board of Representatives Upgrade

RFP Number: 2023.0109 - City RFP – Design Build Audio Visual & Voting System Upgrade for the BOR Chambers

Issue Date: Monday, September 18, 2023

Matthew Rose

Inside Sales Representative

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September 13, 2023

Josephine Carpanzano
Deputy Director of Operations
Stamford, City of
888 Washington Boulevard
Stamford, CT 06901

Thank you for the opportunity to present McCann Systems for **the Board of Representatives upgrade**. Our team is excited to partner with you on this important technology upgrade. I strongly believe McCann Systems is the best choice for **the City of Stamford** for the following reasons:

1. **Focus:** McCann Systems' goal is to bring reliable collaboration and conferencing solutions to large organizations. Unlike massive companies who “do everything,” we focus 100% of our talented resources on creating stimulating and collaborative environments that drive workplace efficiency through technology.
2. **History:** McCann Systems is celebrating 25 years of delivering powerful, easy-to-use technology to large organizations across the United States and around the world.
3. **Working Partnership:** From initial concept to ongoing support your McCann account team is with you every step of the way. My personal mission is to exceed your expectations for this project and ensure that the project is delivered both on time and on budget. I will remain your primary point of contact and will actively coordinate all McCann resources/activities throughout the project.

We trust that you will find the scope of work to be thoughtful and complete. Please do not hesitate to contact me with any questions.

Sincerely,



Matthew Rose
Inside Sales Representative

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About Us



McCann Systems, founded over 25 years ago was established to design, integrate, and elevate innovative communications solutions for companies worldwide.

We deliver genuine single-source responsibility with comprehensive break-fix maintenance as well as proactive managed services programs.

We analyze, architect, and implement efficient and effective solutions based on individual business requirements – driving innovation and value to optimize the return on investment.

McCann Systems is an enterprise leader with corporate headquarters in Edison, New Jersey, and Regional Operations Offices across the United States.

Our professional affiliations allow us to leverage our global position to offer our clients software and hardware solutions that surpass industry standards and expectations.

Each office facilitates large-scale success by creating a strong national footprint with global reach, spanning North America and into Europe and Asia.

McCann Systems is an independent design-build firm; not allied with any single manufacturer or brand.



2022 Commercial Integrators Best Casino Project

2022 Commercial Integrators Best Small-Office Project

2021 Commercial Integrators Best Casino Project

2021 Commercial Integrators Best Corporate Campus Project

2021 Commercial Integrators Best Higher Education Project

2020 SCN Best Pro AV Installation of the Year



2020 Commercial Integrators Best Corporate Campus Project

2020 Commercial Integrators Best Corporate Campus & Casino

2019 SCN Best Pro AV Installation of the Year

2019 Best Casino Award for Oceans Resort Casino Sportsbook.

2018 Best Healthcare Integration for Hartford Healthcare Center for Education, Simulation and Innovation

2018 APEX Gold and APEX Installation of the Year for 150 Media Stream



2018 SEG D Global Design Award Winner for 150 Media Stream



2016 Commercial Integrators Best Healthcare Project

2016 Commercial Integrators Best Casino Project

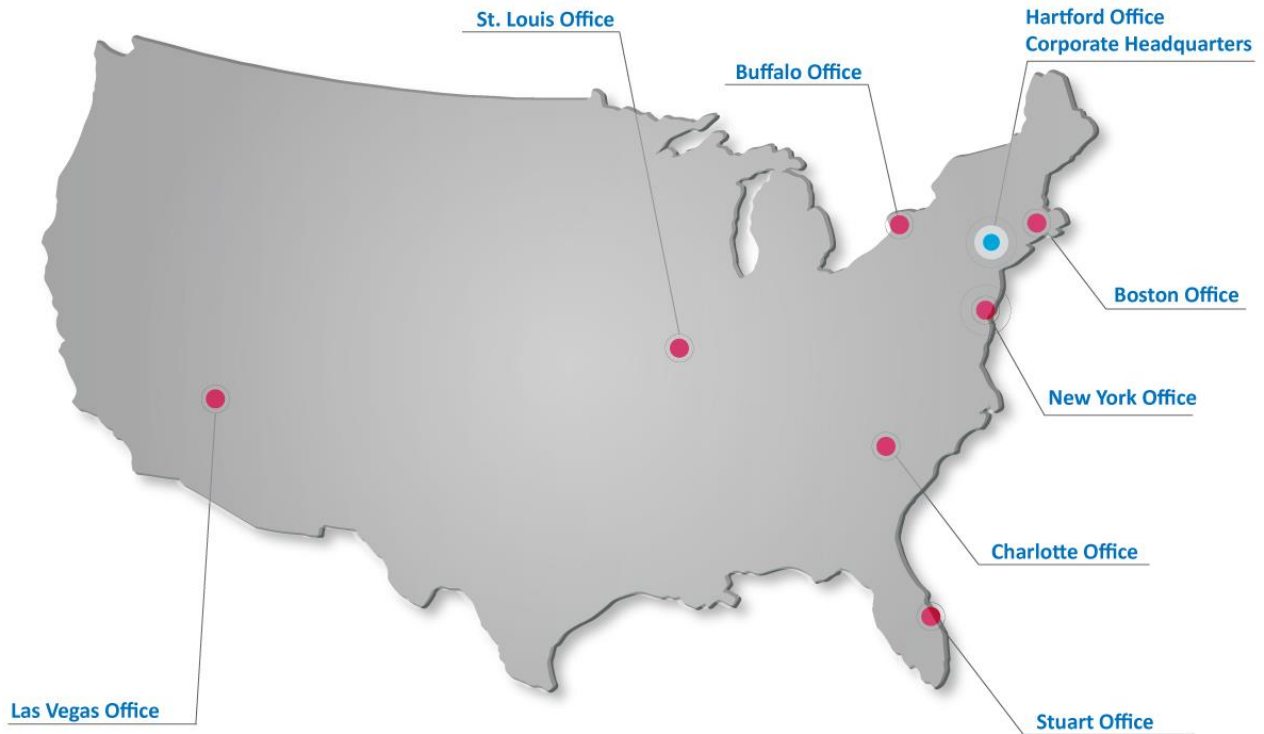
2016 Digital Signage Expo Gold Winner for Viacom "Event Venues & Hospitality"

2015 AV Technology "Out of the Box Award" for Viacom

2014 Digital Signage Expo Bronze Winner for Foxwoods Resort Casino



Office Locations



New York
290 Fernwood Avenue,
Edison, New Jersey
08837

Boston
70 Treble Cove Road,
North Billerica, Massachusetts
01862

**Hartford
Corporate
Headquarters**
68 South Turnpike Road,
Wallingford, Connecticut
06492

Charlotte
2401 Whitehall Park Drive,
Charlotte, North Carolina
28273

St. Louis
2 Hollenberg Court,
St. Louis, Missouri
63044

Las Vegas
3475 W. Post Road,
Las Vegas, Nevada
89118

Buffalo
6010 N Bailey Avenue,
Amherst, New York
14226

Stuart
819 S. Federal Highway,
Stuart, Florida
34994

Project Team



Matt Rose
mrose@mccannsystems.com

INSIDE SALES

Matt Rose helps McCann's Inside Sales team and brings 30+ years of experience in AV. Matt is CTS certified and focuses on the northeastern AV integration business.

Matt is well versed in display technology as well as traditional AV products. His exceptional customer support and manufacturer relationships help strengthen our customers success.

Industry Experience & Certifications

30 years experience in the AV industry and CTS certified



Scott Lee, CTS-D
slee@mccannsystems.com

SYSTEMS DESIGN ENGINEER

Scott Lee is a Systems Design Engineer for McCann Systems is located in Vancouver, Washington and provides support for the St. Louis office. In addition to his experience in fabrication & project management, he moved onto to achieve even greater success in design engineering.

His knowledge of the entire design process allows him to seamlessly work with project stakeholders and other trades to aid in the completion of projects.

Industry Experience & Certifications

24 years of AV industry experience and holds CTS-D, Crestron SIMPL, DMC-E-4K, DM-NVX-N, Dante Level 1 & 2, Shure Integrated Systems Level 1 & 2.



John Kania, CTS-I
jkania@mccannsystems.com

PROJECT MANAGER

John Kania is a Project Manager for McCann Systems and operates out of the Connecticut office. John successfully schedules and maintains every phase of the project lifecycle and manages company resources for implementation.

John spent over a decade as an audiovisual Senior Field Technician, giving him an innate ability to support both his team and the client during project integration.

Industry Experience & Certifications

14 years of industry experience and holds CTS-I and C6 certifications

Project Team



Aaron Birnie, CTS-I
abirnie@mccannsystems.com

FIELD APPLICATION ENGINEER

Aaron Birnie is a Field Application Engineer for McCann Systems and a United States Army Veteran. He holds an Associates Degree from Full Sail Center for the Recording Arts. In his capacity as a Field Application Engineer, Aaron applies new technologies to custom builds for high profile clients, including Viacom, Nasdaq, and several casinos and hospitality projects. Aaron is a decorated member of the technology industry and is a brilliant FAE.

Industry Experience & Certifications

15 Years in the AV Industry with CTS & CTS-I, CT C-6 low voltage electrical license, AMX Nam-Enova Solutions Design & Implementation, Biamp Audia/Nexia, Tesira



Dale Fortin, CTS
dfortin@mccannsystems.com

OPERATIONS MANAGER

Dale Fortin is Operations Manager for the McCann Systems' Connecticut office. He manages the company resources and schedules all phases of project implementation to ensure a successful deployment for a diverse variety of customers and teams.

Dale is very organized and professional, setting a high standard of service for his team at McCann Systems while maximizing project efficiency for clients.

Industry Experience & Certifications

23 years of industry experience and a CTS holder, Connecticut C6 and Rhode Island TST licensing, OSHA30, DMC-E-4K, Extron AV Associate



Chadd Bailey, CTS
cbailey@mccannsystems.com

SENIOR SYSTEM PROGRAMMER

Chadd Bailey is a decorated Senior System Programmer for the McCann Systems team. Working on projects throughout the Northeast, his technical and audiovisual expertise is vital in designing information systems for various clients.

Chadd designs, executes, and maintains multi-platform control systems, as well as creating and managing detailed system documentation.

Industry Experience & Certifications

15 years of AV industry experience and holds CTS, Crestron Programming Certs, Crestron DMC-E, DMC-D, DMC-T, AMX Solutions Master, and OSHA10

References



TIAA

Matthew Van Nortwick
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HARTFORD HEALTHCARE

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Manager, Video Services
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HARVARD BUSINESS SCHOOL

Tony Racioppi
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(617) 495-6217
tracioppi@hbs.edu



NASDAQ

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Managing Director Technical Operations
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john.son@nasdaq.com

Core Focus

Healthcare



Entertainment



Retail & Manufacturing



Financial



FINANCIAL SERVICES ORGANIZATION

WORLDWIDE

McCann has been a strategic partner for this international financial services organization since 2013. In that time, McCann has deployed over 400 video and collaboration rooms around the world for them.

In addition to collaboration rooms, McCann has designed and implemented an enterprise-wide digital signage system that allows the client to quickly communicate with employees and customers at its 100+ locations.

As the sole provider of AV and UC technology, McCann has played an integral role in designing room standards that are easy to use and support, allowing the in-house AV team to scale and handle many rooms.

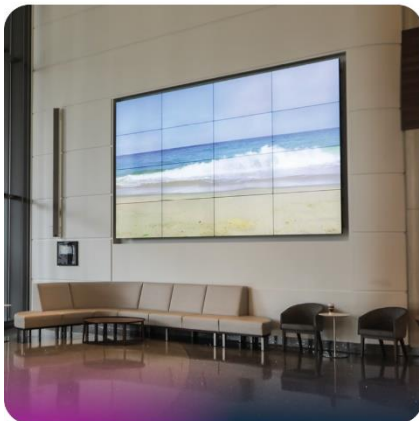


HARTFORD HEALTHCARE

HARTFORD, CT

The Center for Education, Simulation and Innovation (CESI) at Hartford Hospital is an ideal setting to begin to establish a culture of patient safety and open communication among the interdisciplinary team.

Audiovisual technologies refresh the Center's original space built in 1999, while also creating a flexible and future proof technology environment in the newly expanded 10,000 square foot CESI. The new regional training facility is equipped with lecture and debriefing rooms as well as five simulated clinical environments, each with its own control room.



Scope of Work

HARVARD BUSINESS SCHOOL ONLINE BOSTON, MASSACHUSETTS

In 2020, McCann Systems finalized Proscenium, the connected studio environment, and Harvard again contracted McCann to build two new studio classrooms right on campus, called HBS Live.

HBS live includes two massive LED walls with a radius that helps envelop the instructor inside the classroom of up to 96 students. The crisp, clear video walls feature a slim LED panel with a pitch of 1.5mm and directional audio with perspective video for the instructor. An 85" touch video monitor lets the instructor communicate via a virtual chalkboard, and two 43" confidence monitors allow a view of what each student is seeing. Each of the studio classrooms can be supported by an adjacent control room for high-level programs and meetings, and the area in Cumnock Hall also features AV-laden viewing rooms, a green room, a support area, and a lobby.



The Scope of work as proposed for this project is as follows:

RFP/Bid Exceptions, Assumptions, and Clarifications

Exclusions

Please note this proposal does not capture the following scope and should be anticipated and priced by others as part of the overall system installation. Please refer to the build section of this document for additional information regarding work to be performed by others.

This work does not include, and may not be limited to the following:

- AC electrical outlets to power Audio-Visual devices.
- Empty conduits, cable pathways, and low voltage junction boxes.
- Base building structural attachments (if required).
- In-wall blocking to support Audio-Visual devices.
- Floor cores/trenches and floor boxes with appropriate conduit return pathways.
- All voice, data, or cable/satellite/IP TV feeds or cabling are required to support the audiovisual system. All such feeds will be delivered to the specific AV systems as illustrated in the drawing set.
- Changes required to the physical infrastructure of the room, patch/paint, etc.
- Fire alarm relays and low voltage tie-ins to control systems are to be provided by others. Additional charges will be incurred if McCann Systems is responsible for low voltage tie-in.
- Furniture cuts to be completed by others.
- Costs for one or two-man lifts have not been carried as part of this proposal.

Assumptions

This proposal submission assumes the following:

- Work will take place during normal construction hours 6:00 AM to 3:30 PM Monday through Friday.
- Deliveries and freight elevator access will be available, for McCann's use with appropriate prior delivery coordination, between the hours of 6:00 AM and 3:30 PM.
- McCann Systems to furnish any early infrastructure equipment (back boxes, etc.) to the General Contractor as quickly as possible for installation by others.
- Onsite trash debris removal has been estimated as part of this proposal.
- McCann's labor costs are based on final site room buildouts and do not include any temporary technology setups to meet specific timelines.
- Owner-furnished equipment does not fall under the 1-year warranty.
- Longer project duration, due to manufacturer lead times, construction delays, or other influences outside of McCann Systems' control could impact the following:
 - Additional labor costs for McCann Systems Team
 - Multiple union installation deployments, shift work, weekend work, or rate hikes
 - Product availability and sourcing
 - Product pricing is based on shortages, tariffs, etc.
- The ongoing worldwide chip shortage and supply chain issues, as they relate to technology, may impact project duration and pricing, and are considered outside of the control of McCann Systems. McCann will proactively communicate all project timeline delays as they relate to equipment backorders.

Clarifications

- McCann has included their standard terms at the end of this document, however, we are open to working with the project team to find payment terms that suit both parties.
- As an added benefit for our potential clients, McCann Systems offers flexible leasing options. These options allow our end users the ability to finance your audio-video system over time as an operating expense compared to the traditional upfront cost.

RFP/Bid Scope of Work

Board of Representatives

- Remove all existing wired gooseneck microphones & voting button plates from each desk. A new 6"x6" blank plate panel will be installed covering the original plate area.
- Remove all existing audio cabling associated with the wired microphone system.
- Remove the ceiling-mounted projector & (5) five PTZ ceiling-mounted cameras.
- Remove all equipment from the small rack under the left side of the dias.
- Remove the quad view monitor from on top of the dias.
- The (3) three existing Promethean monitors will remain in place & be reused.
- Two of the existing equipment racks located in the conference room will be removed & reused. The equipment in each rack will be de-installed prior to rack removal.
- The (12) existing ceiling speakers will remain in place & reused.
- (5) Five new Televic PTZ tracking cameras will be installed in the same location as the existing PTZ cameras. These cameras will be set up & configured to work in conjunction with the new Televic wireless microphone & voting system. The new cameras will allow for preset switching between cameras depending upon which microphone(s) are actively being used. This will allow for auto-switching during the meetings without the need for a person to operate the cameras. The cameras will be used with the OFE PC during a Zoom or Teams meeting.
- (45) Forty new Televic wireless microphone base units with voting capability will be installed on each representative desk (38 in total), plus two installed on the dias. (5) Five additional Televic wireless microphone base units (non-voting), will be installed (4 on the dias, 1 on the podium). Each wireless microphone base unit will have a 16" (40CM) gooseneck microphone. Additional rechargeable batteries will be provided for each microphone base unit. The rechargeable batteries are rated for 12 hours of use.
- A new audio amplifier along with audio DSP (Digital Signal Processing) will be installed. The audio signal from the microphones will connect to a Vaddio AV bridge, along with the Televic cameras. The Vaddio AV Bridge will combine the audio & video signal and provide a USB output which will be connected to the OFE PC for the Zoom or Teams meetings. The Zoom / Teams meeting participants & content will be displayed on the (3) three existing OFE Promethean monitors.
- The Public Gallery overflow room would be able to use all existing equipment, connect a computer to the system and join the Zoom / Teams call. The cameras and audio from the BOR room would be displayed & heard through the system via the computer joining the meeting.
- A new Crestron control system will be installed along with (2) two 7" touch panels. One touch panel will be installed near the equipment racks in the conference room. The 2nd touch panel will be installed on the dias near the clerk's position. The control system will control system power, source selection, presentation router control, audio control, and muting. The two sources in the room will be the OFE PC as well as a Mersive wireless presentation system. The Mersive unit will allow additional laptops to connect to the system wirelessly.
- An optional Shure wireless microphone system with (2) handheld microphones and (2) lavalier microphones has been included in the proposal, separate from the Board of Representatives equipment list & pricing.
- Stamford is responsible for providing the proper Zoom and or Teams licenses for use with the system.
- **This proposal will need to be reviewed, in detail, with the appropriate people within the City of Stamford & McCann. This will allow us to make any necessary changes to the equipment list and labor based on desired functionality and or budget.**

Conference Rooms 1 & 2

- All existing equipment will remain in place and be reused. The current functionality of the system will remain the same. This proposal is based upon all existing equipment being in proper working condition. Should any of the existing equipment not work properly, additional hardware, cabling, and or labor charges may apply and would be quoted separately.

Democratic & Republican Caucus Rooms

- All existing equipment will remain in place and be reused. The current functionality of the system will remain the same. This proposal is based upon all existing equipment being in proper working condition. Should any of the existing equipment not work properly, additional hardware, cabling, and or labor charges may apply and would be quoted separately.

Recurring Annual Subscription Costs

- Televic Confero 360 1 Year Subscription - \$ 2,870.00
- Televic Confero CAM 1 Year Subscription - \$ 4,480.00
- Televic 1 Year Service Level Agreement - \$ 5,625.00
- Yearly Subscription Cost is Subject to Change by Televic.

Project Process

McCann Systems ensures that all projects, regardless of size and scope, are completed professionally, on time and on budget by following a detailed process that is executed under the direction of a dedicated project manager.

During this process, the project manager will interface directly with the client, architect, general contractor and associated sub-contractors as needed to ensure

that all aspects of the audiovisual system are integrated as designed.

The narrative below outlines the steps in this process and identifies the various labor categories associated with delivering a turn-key audiovisual system. These categories and associated pricing can be found within the labor section of the attached budget.



Upon creation of a new project, a system design engineer (SDE) and a CAD operator will be assigned to the project. Working under the direction of the engineering manager and overseen by the project manager, this team will work to create a comprehensive Audiovisual Shop Drawing Package.



Once a project is released from the engineering department, all audiovisual equipment will be ordered by our purchasing team. A dedicated storage area will be allocated so that all received equipment can be properly received, inventoried and staged for shop fabrication and equipment assembly.

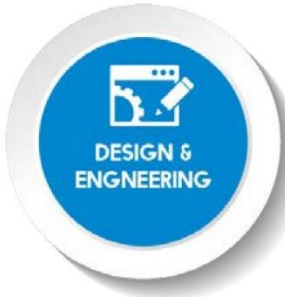


The typical audiovisual field installation consists of four phases: General/Electrical Rough in, Cabling, Installation and Testing & Commissioning. The McCann Systems project manager will coordinate all aspects of these phases with the project team to maximize efficiency and minimize customer stress.



McCann Systems will provide a one (1) year parts and labor warranty on all audiovisual systems provided and installed under this proposal. Upon successful completion of the Testing & Commissioning Phase and formal end user training, the McCann Systems warranty period will begin.

Design & Engineering



Upon creation of a new project, a system design engineer (SDE) and a CAD operator will be assigned to the project. Working under the direction of the engineering manager and overseen by the project manager, this team will work to create a comprehensive Audiovisual Shop Drawing Package.

All drawing packages will be submitted electronically in either .PDF or .DWG format.

All moves, adds and changes to the AV system and/or architectural floor plan will be denoted with revision clouds and noted accordingly in a revision log.

A digital and hardcopy set of final As-Built drawings will be provided after successful completion of the project.

A typical drawing package consists of the following sections:

- **Cover Sheet**
 - Provides project name, location, revision log and sheet index
- **Notes Page**
 - General notes, division of labor matrix and junction box schedule
- **Facility Plan**
 - Provides a scaled representation of all audiovisual devices to be installed.
- **Electrical Plan**
 - Provides information specific to all audiovisual junction boxes, electrical outlets, required for the audiovisual system.
- **Conduit Riser**
 - Provides quantity and size requirements for junction boxes and conduit.
- **Elevations and Sections**
 - Provides detailed installation information for audiovisual equipment.
- **Equipment Details**
 - Provides specifications for all equipment.
- **Cable Pull Schedule**
 - Provides detailed specifications related to every cable specific to the audiovisual system.
- **System Schematics**
 - Provides a graphical representation of all electronic devices associated with the audiovisual system.

Shop Fabrication & Equipment Assembly



Once a project is released from the engineering department, all audiovisual equipment will be ordered by our purchasing team. A dedicated storage area will be allocated so that all received equipment can be properly received, inventoried and staged for shop fabrication and equipment assembly.

Equipment provided by McCann Systems but required by the general and/or electrical contractor will be delivered to the project location as needed to maintain the construction schedule. This includes (but is not limited to) audiovisual system cable, custom back-boxes, projection screens and above ceiling projector brackets.

Parallel to the onsite construction process, all audiovisual systems will be assembled by our fabrication department. This process includes (but is not limited to) the following:

- Unpacking all electronics and entering their serial number, MAC address and IP address into the project's device database
- Installing all equipment within their designated rack enclosure
- Pre-wiring all audio, video, control and power connections as defined in the system schematic drawings
- Assembling and testing all custom cable assemblies

After the audiovisual systems are assembled, a thorough pretesting process will begin. This process includes (but is not limited to) the following:

- Checking and updating firmware and software versions for all electronics to the current manufacturer release
- Loading and testing custom control and audio processor programs
- Verifying communication settings between all connected devices
- Configuring all video components to support the proper EDID strategy and resolution
- Testing signal paths to confirm component functionality and wiring integrity

Installation & On-Site Labor



The typical audiovisual field installation will consist of four (4) phases. Each phase is represented separately in the labor section of the attached budget. Please note that the materials and labor associated with Phase 1 and 2 may not be included within this proposal.

Phase One: General & Electrical Rough-in

The work described in this section is not included in McCann Systems pricing and should be completed by the project's general / electrical contractor or through your company's local facilities team. All requirements, outlined below, will be included in the Audiovisual Shop Drawing Package described in the Design & Engineering section above. All requirements will be coordinated with the appropriate trades by McCann's assigned project manager.

This phase one work will include:

- Low voltage junction boxes to support audiovisual devices
- Rigid and/or flexible conduit to support audiovisual cabling
- Floor cores/trenches and boxes with appropriate conduit return pathways
- Electrical outlets to support powering of audiovisual devices
- In-wall blocking for wall mounted LCD displays
- Structural support assemblies for ceiling mounted projection screens, projectors, lifts, LED displays, etc.
- Installation of McCann furnished hardwired electrical devices such as projection screens, projector lifts, above ceiling projector brackets, etc.

Phase Two: Cabling

Audiovisual system specific cabling will be defined in the Cable Pull Schedule within the Audiovisual Shop Drawing Package created during the Design & Engineering phase described above.

Depending on this project's unique requirements, labor associated with pulling this cable may or may not be included in the McCann Systems project budget. Please reference the Phase Two: Cabling Labor section of the attached budget to determine if this labor category is included in the McCann Systems pricing.

This phase two work will include:

- Pulling of all low-voltage audiovisual system cables defined in the Cable Pull Schedule
- Labeling of all low-voltage audiovisual system cables as defined in the Cable Pull Schedule

Any and all voice, data or cable/satellite TV cabling required to support the audiovisual system is not included within McCann Systems pricing and should be completed by the project's general / electrical / low voltage contractor or through your company's local facilities team.

Phase Three: Installation

Upon successful completion of Phase One and Phase Two, the audiovisual system Installation Phase will begin. The McCann Systems project manager will oversee all aspects of the system installation to ensure successful integration of all audiovisual devices.

This phase three work will include:

- Termination and testing of audiovisual system specific cables
- Installation of wall mounted audiovisual devices
- Installation of ceiling mounted microphones and loudspeakers
- Low voltage connections to hardwired electrical devices installed by the electrical contractor during Phase One
- Install audiovisual devices to ceiling suspended mounting brackets installed by the electrical contractor during Phase One
- Installation of preconfigured audiovisual system racks, credenzas and lecterns
- Installation of table devices such as microphones, touch panels and video connections

Phase Four: Testing & Commissioning

Upon successful completion of the Installation Phase, a comprehensive Testing & Commissioning process will begin.

This scope of work will include:

- Final configuration of all audiovisual devices
- Testing of all physical audiovisual systems
- Network integration for all audiovisual devices slated to reside on the customer's network
- Final system documentation notes for As-Built drawing preparation
- Training on all audiovisual systems



User adoption is paramount to a successful project and training provides a key role in this success. McCann Systems provides up to 4 hours of user training on every project. Additional training options are available which include extended user training, customized user manuals, and in depth technical training for support personnel.

Standard Warranty and Service Options



Upon project completion and client signoff, McCann Systems' one year warranty period will begin. In exceptional circumstances where substantial completion and system usage begins before formal training, the warranty will start on the substantial completion date.

In the event of a system malfunction, McCann Systems will provide, at no additional charge all necessary equipment, hardware, and labor during the manufacturer's warranty period to resolve. Service requests requiring a McCann Systems technician or representative to be on-site will be scheduled and dispatched within five (5) business days from the date of the request.

Expedited response and additional maintenance options are available upon request.

Hardware and/or labor associated with owner furnished equipment are not covered under the standard warranty.



Responsibility Matrix

Responsibility	GC	AV	Client
Site acceptance, unloading, and delivery		✓	
Provide a secure and dust-free holding area	✓		✓
Furnish & Install AC power receptacles	✓		
Field confirmation of AC power receptacles		✓	
Furnish & Install- AV floor boxes, junction boxes, conduit, raceways, and rough-in items	✓		
Field confirmation of AV floor boxes, junction boxes, conduit, raceways, and rough-in items		✓	
Furnish & Install AV related wall plates and floor box plates		✓	
Furnish & Install All AV-related blocking and infrastructure support requirements (ex: Projectors, Flat Panel Displays, Lift, etc.)	✓		
Furnish low-voltage AV cables and connectors		✓	
Install AV cable pulls, terminations, labeling, and continuity Tests		✓	
Furnish motorized front projection screens, low voltage interfaces, and wall switches		✓	
Install motorized front projection screens, low-voltage interfaces, and wall switches	✓		
Furnish projector mounts and/or motorized projector lifts, LVC's and wall switches		✓	
Install projector mounts and/or motorized projector lifts		✓	
Furnish ceiling speakers, backboxes, tile bridges, transformers, and grilles		✓	
Install ceiling speakers, backboxes, tile bridges, transformers, and grilles		✓	
Provide lighting and window treatment systems & associated low-voltage interfaces			✓
Lighting and dimmer presets			✓
Integration of controllable lighting system into AV control system		✓	
Rubbish removal related to AV installation		✓	
Testing, commissioning, training, and closeout documentation		✓	

Payment Terms & Conditions

All prices are guaranteed for a period of thirty (30) days and thereafter are subject to manufacturers' increases prior to equipment order. Upon receipt of the signed purchase order or letter of intent from the client, McCann Systems will assign a project manager and system design engineer to assemble preliminary drawing packages and other related information.

1st Payment

The 1st invoice of 50% of the total project amount will be issued upon acceptance of McCann Systems' proposal or an agreement in writing between McCann Systems and the client agreeing to the timing and amount of this payment. No equipment or hardware will be purchased by McCann Systems until this payment has been received on this invoice or an alternative payment method has been agreed upon. Upon receipt of the client's audiovisual equipment at McCann Systems facility, McCann Systems will proceed to build these audiovisual systems and develop custom software required for these systems.

2nd Payment

The 2nd invoice of 40% of the total project amount will be issued before McCann Systems proceeds with the delivery of the audiovisual systems to the project location.

Final Payment

Upon mutually agreed upon substantial completion of the project, the McCann Systems warranty will commence and a final invoice of 10% of the total project amount will be issued.

Final Payment

Unless otherwise agreed upon, payment on all invoices is required within 30 days of the invoice issue date.

Forms of Payment

Invoice payment is accepted in the form of a check or ACH wire transfer. Credit card payments are accepted and will be charged a 3% fee.

Stamford, City of - Board of Representatives Room Upgrade

Customer: Stamford, City of Contact Name: Kristopher Bottoni Bill To Address: 888 Washington Boulevard 4th Floor City: Stamford State / ZIP: CT 06901 Phone: 203.977.4108 Email: kbottoni@stamfordct.gov Sales Executive: Matt Rose Email: mrose@mccannsystems.com Direct #: 203.666.5811 Cell #: 475.306.1312	Project: Board of Representatives Room Upgrade Contact Name: Josephone Carpanzano Ship To Address: 888 Washington Boulevard 4th Floor City: Stamford State / ZIP: CT 06901 Phone: 203.977.4032 Email: jcarpanzano@stamfordct.gov Date Prepared: 9.13.2023
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Wireless Option

Room Quantity: 1

EQUIPMENT TYPE	MANUFACTURER	MODEL	DESCRIPTION	QTY	UNIT SELL	EXT. SELL	TOTAL SELL
Audio Equipment							
	Shure	ULXD4Q=G50	Dante Wireless Mic Receiver	1	\$5,665.00	\$5,665.00	
	Shure	ULXD2/SM58=G50	Wireless Handheld Microphone	2	\$554.00	\$1,108.00	
	Shure	ULXD1=G50	Wireless Body Pack Transmitter	2	\$517.00	\$1,034.00	
	Shure	WL185	Cardioid TQG Lavalier Microphone	2	\$117.00	\$234.00	
	Shure	SBC200-US	Dual Docking Recharging Station w/ Power Supply	2	\$216.00	\$432.00	
	Shure	SB900B	Rechargeable Lithium-Ion Battery	4	\$105.00	\$420.00	
	Shure	UA834WB	Active Antenna Amplifier	2	\$141.00	\$282.00	
							\$9,175.00
Misc. Hardware, Wire & Cable							
	McCann		Low voltage AV field cables and connectors	lot		\$563.00	
	McCann		Premade cables, adapters, hardware, rack accessories, and general consumables	lot		\$618.00	
							\$1,181.00
Equipment Sub Total							\$11,516.00
TOTAL EQUIPMENT FOR 1 ROOM							\$11,516.00
Project Labor							
	McCann		Design & Engineering, CAD Drafting, Documentation, As-Builts	lot		\$980.00	
	McCann		Shop Fabrication/AV Rack & Equipment Assembly	lot		\$0.00	
	McCann		Onsite Installation	lot		\$1,380.00	
	McCann		Testing and Commissioning	lot		\$1,500.00	
	McCann		Project Management, Coordination, Training	lot		\$980.00	
	McCann		General Conditions - Administrative - Shipping/Handling	lot		\$231.00	
Labor Sub Total							\$5,071.00
Project Sub Total							\$16,587.00
Sales Tax							Not Included
ROOM TOTAL							\$16,587.00

List Price	DISCOUNT OFF LIST
\$9,034.00	37%
\$852.00	35%
\$794.00	35%
\$156.00	25%
\$289.00	25%
\$140.00	25%
\$189.00	25%

Stamford, City of - Board of Representatives Room Upgrade

Board of Representatives Room

Room Quantity: 1

EQUIPMENT							UNIT	EXT.	TOTAL	DISCOUNT	
TYPE	MANUFACTURER	MODEL	DESCRIPTION	QTY	SELL	SELL	SELL	SELL	List Price	OFF LIST	
Video Display Equipment											
	OFE	OFE Display	Promethean Existing Display On Stand	2	OFE	OFE					OFE
	OFE	OFE Display	Promethean Existing Wall Mounted Display @ Seating Area	1	OFE	OFE					OFE
									\$0.00		
Video Source Equipment											
	OFE	OFE GRANICUS	Existing Granicus for Storage & Public Viewing	1	OFE	OFE					OFE
	Mersive	SP-8100-E5	Wireless Presentation System OFE Laptop for Content	1	\$1,797.00	\$1,797.00			\$1,999.00	10%	OFE
	OFE	OFE PC	OFE PC	1	OFE	OFE					OFE
									\$1,797.00		
Video Conferencing Equipment											
	Televic	71.98.1306	IP-CAM CM70 PTZ IP Camera	5	\$3,316.00	\$16,580.00			\$3,700.00	10%	
	PTZ Optics	PT-CM-1-BK	Ceiling Mount PTZ Camera Bracket - Black	5	\$60.00	\$300.00			\$66.00	9%	
	Decimator	DD-LX	HDMI/SDI Bi-Directional Converter for 3G/HD/SD	1	\$124.00	\$124.00			\$149.00	17%	
	Vaddio	999-8240-000	AV Bridge Mini Audio/Video Encoder	1	\$2,139.00	\$2,139.00			\$2,388.00	10%	
	Icron	Raven 3104 Pro	USB 3-2-1 USB Extender Transmitter & Receiver	1	\$1,685.00	\$1,685.00			\$1,802.00	6%	
									\$20,828.00		
Routing and Distribution Equipment											
Encoder with Dante	Visionary Solutions	DuetE-2	A/V Encoder, 4K UHD over IP cinema quality ultra-low latency visually lossless switch matrix routable, with built-in video wall functionality, Expansion Ethernet Port; POE+; Single Port AES67/Dante	2	\$1,209.00	\$2,418.00			\$1,343.00	10%	
Wall Plate Encoder with Dante	Visionary Solutions	DuetE-WP-H-WHITE	A/V Encoder (Wall Plate), 4K UHD over IP cinema quality ultra-low latency visually lossless switch matrix routable, with built-in video wall functionality; POE; AES67/Dante, HDMI Only	1	\$1,452.00	\$1,452.00			\$1,613.00	10%	
Decoder	Visionary Solutions	D4100	A/V Decoder, 4K UHD over IP cinema quality ultra-low latency visually lossless switch matrix routable, with built-in video wall functionality; POE	5	\$804.00	\$4,020.00			\$893.00	10%	
Rack Mount	Visionary Solutions	AVIP-RACKMOUNT-3	Rackmount Kit for up to 3 PacketAV Encoders and/or Decoders	2	\$54.00	\$108.00			\$60.00	10%	
Blank Filler	Visionary Solutions	AVIP-BLNK-1	Rackmount blanking plate	2	\$13.00	\$26.00			\$15.00	13%	
Content to PC bridge	Magewell	32060	USB Capture HDMI Gen 2	1	\$283.00	\$283.00			\$299.00	5%	
									\$8,307.00		
Audio Equipment											
	Televic	71.98.0035	Confidea WAP G4 Wireless Access Point	1	\$3,495.00	\$3,495.00			\$3,900.00	10%	
	Televic	71.98.3100	Plixus Gateway 19" Rack Mountable	1	\$3,674.00	\$3,674.00			\$4,100.00	10%	
	Televic	71.98.2902	Plixus AE-R Audio Engine with Recording Capabilities	1	\$3,725.00	\$3,725.00			\$4,158.00	10%	
	Televic	71.98.2950	Dante Audio Networking Card	1	\$1,165.00	\$1,165.00			\$1,300.00	10%	
	Televic	71.98.0083	Confidea FLEX G4 Wireless Tabletop Conference Unit	45	\$1,305.00	\$58,725.00			\$1,456.00	10%	
	Televic	71.98.0094	16" Gooseneck for Confidea FLEX G4	45	\$212.00	\$9,540.00			\$236.00	10%	
	Televic	78.98.0046	Confidea CHT G4 Charging Station for 10 Batteries	5	\$1,305.00	\$6,525.00			\$1,456.00	10%	
	Televic	71.98.0045	Confidea BP G4 Li-Ion Battery Pack	45	\$180.00	\$8,100.00			\$200.00	10%	
	Televic	71.98.3000	Confero 360 1Y Subscription	1	\$2,870.00	\$2,870.00			\$3,200.00	10%	
	Televic	71.98.3120	Confero CAM 1Y Subscription	1	\$4,480.00	\$4,480.00			\$5,000.00	10%	
	Televic	99.06.0003	TTC Onsite System Commissioning - 1 Day	1	\$4,000.00	\$4,000.00			\$4,000.00	0%	
	Televic	99.06.0003-1	TTC Onsite System Set Up & Training - 2 Days	2	\$2,500.00	\$5,000.00			\$2,500.00	0%	
	Televic	99.06.0004	1 Year Service Level Agreement	1	\$5,625.00	\$5,625.00			\$5,625.00	0%	
	Biamp	TesiraFORTÉ DAN VT	Audio DSP Processor with Dante	1	\$3,361.00	\$3,361.00			\$5,170.00	35%	
	Biamp	TesiraCONNECT TC-5D	Dante/AVB Switch	1	\$1,289.00	\$1,289.00			\$1,982.00	35%	
	Biamp	EX-UBT	AVB Audio USB Adpater	1	\$552.00	\$552.00			\$848.00	35%	
	OFE	OFE ALS	Existing Listen ALS System	1	OFE	OFE					OFE
	LEA	Connect 88D	8 Channel x 80 watt @ 4Ω, 8Ω, 70V and 100V per channel. Internal DSP w/ Crossovers and Dante, IoT Device with built in Wi-Fi Hotspot, Wi-Fi or FAST Ethernet connectivity and Highly Efficient Power Supply with Class D Output Stage	1	\$2,682.00	\$2,682.00			\$3,858.00	30%	
	OFE	OFE Speakers	Existing Ceiling Speakers Bose16 8 Ohm Speaker	12	OFE	OFE					OFE
	RCI	Custom	Custom Blank Cover Plate for Desk Powdercoat Matte Brown	38	\$38.00	\$1,444.00			\$51.00	25%	
	RDL	RU-ADA8D	Audio Distribution Amplifier	1	\$537.00	\$537.00			\$667.97	20%	
									\$126,789.00		
Control Equipment											

EQUIPMENT TYPE		MANUFACTURER	MODEL	DESCRIPTION	QTY	UNIT SELL	EXT. SELL	TOTAL SELL	List Price	DISCOUNT OFF LIST
	McCann		Custom Control System Programming		lot		\$8,120.00			N/A
	Crestron	CP4N	4-Series Control System		1	\$2,002.00	\$2,002.00		\$3,080.00	35%
	Crestron	TS-770-B-S	7 in. Tabletop Touch Screen, Black Smooth		2	\$1,645.00	\$3,290.00		\$2,530.00	35%
	Netgear	GSM4248PX-100NAS	NETGEAR AV Line M4250-40G8XF-PoE+ 40x1G PoE+ 960W and 8xSFP+ Managed Switch		1	\$2,847.00	\$2,847.00		\$4,367.80	35%
								\$16,259.00		
Furniture and Racks										
	Middle Atlantic	OFE	Reuse Existing Credenza Racks		3	OFE	OFE			OFE
	Middle Atlantic	UPS-S500R	1 RU Select Series UPS Backup power, 500VA		1	\$542.00	\$542.00		\$836.00	35%
								\$542.00		
Misc. Hardware, Wire & Cable										
	McCann		Low voltage AV field cables and connectors		lot		\$5,760.00			
	McCann		Premade cables, adapters, hardware, rack accessories, and general consumables		lot		\$5,453.00			
								\$11,213.00		
Equipment Sub Total								\$185,735.00		
TOTAL EQUIPMENT FOR 1 ROOM								\$185,735.00		
Project Labor										
	McCann		Design & Engineering, CAD Drafting, Documentation, As-Builts		lot		\$13,560.00			
	McCann		Shop Fabrication/AV Rack & Equipment Assembly		lot		\$3,800.00			
	McCann		Onsite Installation		lot		\$32,890.00			
	McCann		Testing and Commissioning		lot		\$8,750.00			
	McCann		Project Management, Coordination, Training		lot		\$7,280.00			
	McCann		General Conditions - Administrative - Shipping/Handling		lot		\$3,715.00			
Labor Sub Total								\$69,995.00		
Project Sub Total								\$255,730.00		
Sales Tax								Not Included		
ROOM TOTAL								\$255,730.00		

Master Recapitulation Sheet

Room Type	Quantity	Hardware	SDE/Drafting	Project Management	Fabrication	Site Installation and Commissioning	G&A Freight	Taxes	Total
Board of Representatives Room	1	\$185,735.00	\$13,560.00	\$7,280.00	\$3,800.00	\$41,640.00	\$3,715.00	Not Included	\$255,730.00
Wireless Option	1	\$11,516.00	\$980.00	\$980.00	\$0.00	\$2,880.00	\$231.00	Not Included	\$16,587.00
Performance Bond (for BOR Room)	1	\$2,687.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	Not Included	\$2,687.00
TOTAL		\$199,938.00	\$14,540.00	\$8,260.00	\$3,800.00	\$44,520.00	\$3,946.00	\$0.00	\$275,004.00

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