

EXHIBIT A
SCOPE OF SERVICES AGREEMENT NUMBER 2025-43 SOSA
Beacon Communications, LLC

THIS SCOPE OF SERVICES AGREEMENT (“SOSA”) is made and entered into is made and entered into this _____ day of _____, 2025, by and between the **BOARD OF COUNTY COMMISSIONERS OF THE COUNTY OF DOUGLAS, STATE OF COLORADO** (the “County”), and **BEACON COMMUNICATIONS, LLC**, authorized to do business in Colorado (the “Consultant”). The County and the Consultant are sometimes collectively referred to herein as the “Parties”.

RECITALS

WHEREAS, the County has an active Master Services Agreement with the Consultant dated October 12, 2021, to perform services for the County governed and executed through Scope of Services Agreements (SOSA); and

WHEREAS, the County would like to consolidate all contractual agreements through a Master Services Agreement; and

NOW, THEREFORE, for and in consideration of the premises and other good and valuable consideration, the Parties agree as follows:

1. **MASTER SERVICES AGREEMENT:** This SOSA is subject and subordinate to the terms and conditions specified in the Master Services Agreement (MSA), executed between the County and Consultant.
2. **SCOPE OF WORK:** All services described in Exhibit 1, attached hereto and incorporated herein, shall be performed by Consultant.
3. **MAXIMUM CONTRACT LIABILITY:** Any other provisions of this SOSA notwithstanding, in no event shall the County be liable for payment under this for any amount in excess of **THREE HUNDRED EIGHT THOUSAND FOUR HUNDRED TWENTY-TWO DOLLARS AND NINETY-FOUR CENTS (\$308,422.94)**. The County is not under obligation to make any future apportionment or allocation to this SOSA.
4. **TERM:** It is mutually agreed by the Parties that the term of this SOSA shall commence as of 12:01 a.m. on **February 28, 2025**, and terminate at 11:59 p.m. on **February 28, 2026**. This SOSA and/or any extension of its original term shall be contingent upon annual funding being appropriated, budgeted and otherwise made available for such purposes and subject to the County’s satisfaction with all products and services received during the preceding term.
5. **COUNTY EXECUTION OF AGREEMENT:** This SOSA is expressly subject to and shall not be or become effective or binding on the County, until execution by all signatories of the County.

Exhibit 1 SCOPE OF WORK



7810 Shaffer Parkway, Suite 120, Littleton, CO 80127
Phone: 303-750-6500 Fax: 303-750-6400

Proposal #250256 REV1

Project:
Douglas County DA23 Satellite Office Lansing Point

Submitted on:
February 26, 2025

Proposed Systems:
Audio Visual Systems

System Scope of Work:

Conference Rooms 254, 255, 299, 304, 306, & 307:

Beacon Communications will provide and install a new audio-visual presentation and control system in Conference Rooms 254, 255, 299, 304, 306, & 307. Each system will support video conferencing, audio conferencing, and video presentations, following Douglas County's standardized configuration for small to medium-sized rooms.

Display & Video System

- One (1) 75" commercial display will be mounted on an articulating mount to allow for easy servicing and troubleshooting of equipment behind the display.
- An owner-furnished PC will be installed behind the display and will handle video conferencing.
- A pan-tilt-zoom (PTZ) camera will be mounted below the display for video conferencing calls.

Audio System

- Two (2) tri-element drop-down microphones will be installed to capture participant audio.
- A digital signal processor (DSP) will manage microphones and other audio inputs/outputs.
- Four (4) ceiling speakers will provide sound reinforcement.

Control System

- A 7" touch panel, mounted on the wall, will control:
 - Display power on/off
 - Video source selection
 - Audio conferencing functions
 - Volume adjustments
- The touch panel interface will be programmed for consistency with other Douglas County conference rooms.

Networking & Cabling

- Beacon Communications will install new cabling for all AV devices.
- Douglas County will provide:
 - A Power over Ethernet (PoE) network switch
 - Necessary data drops for AV equipment
- The Crestron control system, touch panel, and QSC DSP will be integrated into the Douglas County network.
- Beacon will coordinate with the Douglas County team to determine the required number of network drops. This installation will ensure seamless operation and alignment with Douglas County's existing AV standards.

Network drops required for each conference room:

5 Total

x2 at Display

x2 at Ceiling Enclosure

x1 at touch screen location

Conference Room 287:

Beacon Communications will provide and install a new audio-visual presentation and control system for in Conference Room

287. The system will support video conferencing, audio conferencing, and video presentations, following Douglas County’s standardized medium/large room configuration.

Display & Video System

- Two (2) 86” commercial displays with mounts will be installed to accommodate the room size.
- Video conferencing will be conducted via an owner-furnished PC, which will reside in the AV rack.
- One (1) HDMI input plate will be installed on the wall for local presentations.
- A pan-tilt-zoom (PTZ) camera will be mounted between the 2 front displays for video conferencing.

Audio System

- Two (2) ceiling microphone arrays will be installed, each featuring eight highly directional pickup lobes. These lobes automatically adjust in real time to optimize participant voice capture.
- A new digital signal processor (DSP) will manage microphone and audio inputs/outputs.
- Six (6) ceiling speakers will provide sound reinforcement.

Control System

- A 7” touch panel, mounted on the wall, will control:
 - Display power on/off
 - Video source selection
 - Audio conferencing functions
 - Volume adjustments
- The touch panel interface will be programmed for consistency with other Douglas County conference rooms.

Equipment Rack

- A black, 3-bay credenza equipment rack (32” H x 10” D) will be provided, identical to the one installed in Perry Park Conference Room.
- Additional color, finish, and configuration options are available at potential additional cost.

Networking & Cabling

- Beacon Communications will install new cabling for all AV devices.
- Douglas County will provide:
 - A Power over Ethernet (PoE) network switch
 - Necessary data drops for AV equipment
- The Crestron control system, touch panel, and QSC DSP will be integrated into the Douglas County network.
- Beacon will coordinate with the Douglas County team to determine the required number of network drops. This installation will ensure seamless operation and alignment with Douglas County’s existing AV standards.

Network drops required:

7 Total

x4 at AV equipment rack location

x2 in ceiling for microphones

x1 at touch screen location

Divisible Conference Room 311 & 312:

Beacon Communications will provide and install a new audio-visual presentation and control system for the Divisible Conference Room 311 / 312. The system will support video conferencing, audio conferencing, and video presentations, following Douglas County's standardized medium/large room configuration.

- Conference Room 311 will include two (2) 86" commercial displays with mounts.
- Conference Room 312 will include two (2) 86" commercial displays with mounts.
- A wall-mounted HDMI input plate will be installed in each room for presentations.
- An owner-furnished PC will be installed behind one of displays in each room and will handle video conferencing.
- Each room will have one (1) pan-tilt-zoom (PTZ) camera, mounted between the displays, for video conferencing.

Audio System

- Four (4) ceiling microphone arrays will be installed, each featuring eight highly directional pickup lobes for precise voice capture.
- The microphone system includes auto-focus technology, which dynamically adjusts lobe positioning in real time based on participant locations for consistent audio coverage.
- A digital signal processor (DSP) will manage all microphone and audio inputs/outputs.
- Twelve (12) ceiling speakers will be installed for sound reinforcement.

Room Configuration & Automation

- The conference room can function as two separate rooms or be combined into a single space when the partition wall is folded.
- When combined, one of the conference rooms will serve as the primary room.
- The content displayed on the 86" screens will be mirrored on the displays in the rear of the room.
- A partition wall sensor will be installed to automate the configuration process, ensuring seamless routing of audio and video feeds when switching between separate and combined room modes.

Control System

- Each room will have its own 10" wall-mounted touch panel, allowing control over:
 - Display power on/off
 - Video source selection
 - Audio conferencing functions
 - Volume adjustments
- The touch panel interface will be programmed for consistency with other Douglas County conference rooms.

Equipment Rack

- A floor mounted equipment rack will be provided to house the necessary AV components.
- The location of the equipment rack will be determined collaboratively by Beacon and Douglas County to ensure optimal accessibility and functionality.

Networking & Cabling

- Beacon Communications will install new cabling for all AV devices.
- Douglas County will provide:
 - A Power over Ethernet (PoE) network switch
 - Necessary data drops for AV equipment
- The Crestron control system, touch panel, and QSC DSP will be integrated into the Douglas County network.
- Beacon will coordinate with the Douglas County team to determine the required number of network drops.

This installation will ensure seamless operation and alignment with Douglas County's existing AV standards.

Network drops required:

12 Total

x6 at AV equipment rack location

x2 at touch screen location

x4 one at each display

DA23 Satellite Office Lansing Point Total: *\$308,422.94

*This proposal is valid for a period of sixty (60) days. Due to volatility in the semiconductor and copper markets, after 60 days additional charges for inflationary increases or manufacture surcharges may occur. Lead times may be extended depending on supply. Please review project schedules with the Beacon Team to identify any cost impacts.

CONFERENCE ROOM EQUIPMENT:

Qty	Description	Model or Part #	Manufacturer	Unit Price	Material Price
CONFERENCE ROOM 254					
VIDEO					
1	75" COMMERCIAL DISPLAY	4P-B75EJ2U	SHARP	\$1,298.80	\$1,298.80
1	ARTICULATING MOUNT	TS525TU	CHIEF	\$599.64	\$599.64
1	OWNER FURNISHED PC	OFCl	DELL	\$0.00	\$0.00
1	USB PTZ CONFERENCE CAMERA	COM520PR3	AVER	\$1,327.27	\$1,327.27
AUDIO					
2	CEILING MICROPHONE ARRAY KIT	910-001-013-W	CLEARONE	\$284.34	\$568.68
1	DIGITAL SIGNAL PROCESSOR	CORE110F-V2	QSC	\$3,043.38	\$3,043.38
4	6" CEILING SPEAKER	AC-C6T	QSC	\$113.50	\$454.00
1	POWER AMPLIFIER - 250W - 70V	SPA2-60	QSC	\$509.64	\$509.64
CONTROL					
1	CONTROL SYSTEM PROCESSOR	RMC4	CRESTRON	\$662.66	\$662.66
1	7" TOUCH SCREEN CONTROLLER (wall mount)	TSW-770-B-S	CRESTRON	\$1,192.78	\$1,192.78
1	FACE PLATE FOR TOUCH SCREEN	TSw-770-PP-B-S	CRESTRON	\$20.49	\$20.49
1	OWNER FURNISHED NETWORK DROPS (5 TOTAL DROPS - x2 display, x2 ceiling enclosure, x1 TP location)	OFCl	CISCO	\$0.00	\$0.00
1	OWNER FURNISHED WIRELESS KEYBOARD AND MOUSE	OFCl	LOGITECH	\$0.00	\$0.00
HARDWARE, RACKS, CABLE					
1	CEILING ENCLOSURE	CB-22	FSR	\$610.85	\$610.85
1	W/ CB-22FAN	CB-22FAN	FSR	\$108.86	\$108.86
2	COMPONENT STORAGE PANEL	CSSLP15X10	CHIEF	\$180.49	\$360.98
1	APC POWER FILTER 2 OUTLET	RLNK-215	MID ATLANTIC	\$234.94	\$234.94
1	6 OUTLET POWER STRIP	PZ62B	APC	\$18.08	\$18.08
1	USB OVER CATEGORY CABLE EXTENDER	USB-EXT-2 KIT	CRESTRON	\$662.66	\$662.66
1	DISPLAY PORT (M) TO HDMI (M) 6-FT	WII-91-729-06	WINDY CITY	\$21.87	\$21.87
2	6' HDMI CABLE	AHH2 0-6	WINDY CITY	\$13.26	\$26.52
1	AUDIO SUMMING ADAPTER	80-804-01	EXTRON	\$49.40	\$49.40
1	3.5MM TO RCA-F	ASMM2RCAF-5	WINDY CITY	\$3.02	\$3.02
200	70V SPEAKER CABLE	16-2C-P-BLK	LIBERTY	\$0.29	\$58.00
200	CONTROL AND MIC/LINE WIRE	22-2C-PSH-BLK	LIBERTY	\$0.16	\$32.00
200	CATEGORY 6 SHIELDED PLENUM CABLE	24-4P-P-L6SH-WHT	LIBERTY	\$0.75	\$150.00
				\$0.00	\$0.00
CONFERENCE ROOM 255					
VIDEO					
1	75" COMMERCIAL DISPLAY	4P-B75EJ2U	SHARP	\$1,298.80	\$1,298.80
1	ARTICULATING MOUNT	TS525TU	CHIEF	\$599.64	\$599.64
1	OWNER FURNISHED PC	OFCl	DELL	\$0.00	\$0.00
1	USB PTZ CONFERENCE CAMERA	COM520PR3	AVER	\$1,327.27	\$1,327.27
AUDIO					
2	CEILING MICROPHONE ARRAY KIT	910-001-013-W	CLEARONE	\$284.34	\$568.68
1	DIGITAL SIGNAL PROCESSOR	CORE110F-V2	QSC	\$3,043.38	\$3,043.38
4	6" CEILING SPEAKER	AC-C6T	QSC	\$113.50	\$454.00
1	POWER AMPLIFIER - 250W - 70V	SPA2-60	QSC	\$509.64	\$509.64
CONTROL					
1	CONTROL SYSTEM PROCESSOR	RMC4	CRESTRON	\$662.66	\$662.66
1	7" TOUCH SCREEN CONTROLLER (wall mount)	TSW-770-B-S	CRESTRON	\$1,192.78	\$1,192.78
1	FACE PLATE FOR TOUCH SCREEN	TSw-770-PP-B-S	CRESTRON	\$20.49	\$20.49
1	OWNER FURNISHED NETWORK DROPS (5 TOTAL DROPS - x2 display, x2 ceiling enclosure, x1 TP location)	OFCl	CISCO	\$0.00	\$0.00
1	OWNER FURNISHED WIRELESS KEYBOARD AND MOUSE	OFCl	LOGITECH	\$0.00	\$0.00
HARDWARE, RACKS, CABLE					
1	CEILING ENCLOSURE	CB-22	FSR	\$610.85	\$610.85
1	W/ CB-22FAN	CB-22FAN	FSR	\$108.86	\$108.86
2	COMPONENT STORAGE PANEL	CSSLP15X10	CHIEF	\$180.49	\$360.98
1	APC POWER FILTER 2 OUTLET	RLNK-215	MID ATLANTIC	\$234.94	\$234.94
1	6 OUTLET POWER STRIP	PZ62B	APC	\$18.08	\$18.08
1	USB OVER CATEGORY CABLE EXTENDER	USB-EXT-2 KIT	CRESTRON	\$662.66	\$662.66
1	DISPLAY PORT (M) TO HDMI (M) 6-FT	WII-91-729-06	WINDY CITY	\$21.87	\$21.87
2	6' HDMI CABLE	AHH2 0-6	WINDY CITY	\$13.26	\$26.52
1	AUDIO SUMMING ADAPTER	80-804-01	EXTRON	\$49.40	\$49.40
1	3.5MM TO RCA-F	ASMM2RCAF-5	WINDY CITY	\$3.02	\$3.02
200	70V SPEAKER CABLE	16-2C-P-BLK	LIBERTY	\$0.29	\$58.00
200	CONTROL AND MIC/LINE WIRE	22-2C-PSH-BLK	LIBERTY	\$0.16	\$32.00
200	CATEGORY 6 SHIELDED PLENUM CABLE	24-4P-P-L6SH-WHT	LIBERTY	\$0.75	\$150.00
				\$0.00	\$0.00
CONFERENCE ROOM 299					
VIDEO					
1	75" COMMERCIAL DISPLAY	4P-B75EJ2U	SHARP	\$1,298.80	\$1,298.80
1	ARTICULATING MOUNT	TS525TU	CHIEF	\$599.64	\$599.64
1	OWNER FURNISHED PC	OFCl	DELL	\$0.00	\$0.00
1	USB PTZ CONFERENCE CAMERA	COM520PR3	AVER	\$1,327.27	\$1,327.27
AUDIO					
2	CEILING MICROPHONE ARRAY KIT	910-001-013-W	CLEARONE	\$284.34	\$568.68
1	DIGITAL SIGNAL PROCESSOR	CORE110F-V2	QSC	\$3,043.38	\$3,043.38
4	6" CEILING SPEAKER	AC-C6T	QSC	\$113.50	\$454.00
1	POWER AMPLIFIER - 250W - 70V	SPA2-60	QSC	\$509.64	\$509.64
CONTROL					
1	CONTROL SYSTEM PROCESSOR	RMC4	CRESTRON	\$662.66	\$662.66
1	7" TOUCH SCREEN CONTROLLER (wall mount)	TSW-770-B-S	CRESTRON	\$1,192.78	\$1,192.78
1	FACE PLATE FOR TOUCH SCREEN	TSw-770-PP-B-S	CRESTRON	\$20.49	\$20.49
1	OWNER FURNISHED NETWORK DROPS (5 TOTAL DROPS - x2 display, x2 ceiling enclosure, x1 TP location)	OFCl	CISCO	\$0.00	\$0.00
1	OWNER FURNISHED WIRELESS KEYBOARD AND MOUSE	OFCl	LOGITECH	\$0.00	\$0.00
HARDWARE, RACKS, CABLE					
1	CEILING ENCLOSURE	CB-22	FSR	\$610.85	\$610.85
1	W/ CB-22FAN	CB-22FAN	FSR	\$108.86	\$108.86
2	COMPONENT STORAGE PANEL	CSSLP15X10	CHIEF	\$180.49	\$360.98
1	APC POWER FILTER 2 OUTLET	RLNK-215	MID ATLANTIC	\$234.94	\$234.94
1	6 OUTLET POWER STRIP	PZ62B	APC	\$18.08	\$18.08
1	USB OVER CATEGORY CABLE EXTENDER	USB-EXT-2 KIT	CRESTRON	\$662.66	\$662.66
1	DISPLAY PORT (M) TO HDMI (M) 6-FT	WII-91-729-06	WINDY CITY	\$21.87	\$21.87
2	6' HDMI CABLE	AHH2 0-6	WINDY CITY	\$13.26	\$26.52
1	AUDIO SUMMING ADAPTER	80-804-01	EXTRON	\$49.40	\$49.40
1	3.5MM TO RCA-F	ASMM2RCAF-5	WINDY CITY	\$3.02	\$3.02
200	70V SPEAKER CABLE	16-2C-P-BLK	LIBERTY	\$0.29	\$58.00
200	CONTROL AND MIC/LINE WIRE	22-2C-PSH-BLK	LIBERTY	\$0.16	\$32.00
200	CATEGORY 6 SHIELDED PLENUM CABLE	24-4P-P-L6SH-WHT	LIBERTY	\$0.75	\$150.00

CONFERENCE ROOM 287					
VIDEO					
2	86" COMMERCIAL DISPLAY	4P-B86EJ2U	SHARP	\$2,379.52	\$4,759.04
2	TILT MOUNT	XTMTU	CHIEF	\$383.73	\$767.47
1	PRESENTATION SWITCHER	DMP53-4K-350-C	CRESTRON	\$6,560.24	\$6,560.24
1	DMP5 POWER SUPPLY PODM	PW-5430DUS	CRESTRON	\$198.80	\$198.80
2	DM RECEIVER	DM-RMC-4KZ-100-C	CRESTRON	\$591.57	\$1,183.13
1	DM HDMI TRANSMITTER WALL	DM-TX-4KZ-100-C-1G-B-T	CRESTRON	\$662.65	\$662.65
1	OWNER FURNISHED PC	OFCl	DELL	\$0.00	\$0.00
1	USB PTZ CONFERENCE CAMERA	COM520PR3	AVER	\$1,327.27	\$1,327.27
AUDIO					
2	MICROPHONE ARRAY	MXA920W-S	SHURE	\$3,796.39	\$7,592.77
1	8X8 DANTE LICENSE	SLDAN-8-P	QSC	\$231.33	\$231.33
1	DIGITAL SIGNAL PROCESSOR	CORE110F-V2	QSC	\$3,043.38	\$3,043.38
6	6" CEILING SPEAKER	AC-C6T	QSC	\$113.50	\$681.00
1	POWER AMPLIFIER - 250W - 70V	SPA2-60	QSC	\$509.64	\$509.64
CONTROL					
1	17" TOUCH SCREEN CONTROLLER (wall mount)	TSW-770-B-S	CRESTRON	\$1,192.78	\$1,192.78
1	FACE PLATE FOR TOUCH SCREEN	Tsw-770-FF-B-S	CRESTRON	\$20.49	\$20.49
1	OWNER FURNISHED NETWORK DROPS (7 TOTAL DROPS - x4 AV rack, x2 in ceiling mics, x1 TP location)	OFCl	CISCO	\$0.00	\$0.00
1	OWNER FURNISHED WIRELESS KEYBOARD AND MOUSE	OFCl	LOGITECH	\$0.00	\$0.00
HARDWARE, RACKS, CABLE					
1	C3 CREDENZA AV RACK BLACK	C3K3D1MHASD4BKNOO	MID ATLANTIC	\$4,507.23	\$4,507.23
3	POWER DISTRIBUTION	PD-919R	MID ATLANTIC	\$132.53	\$397.59
2	APC POWER FILTER 2 OUTLET	RLNK-215	MID ATLANTIC	\$234.94	\$469.88
2	COMPONENT STORAGE PANEL	CSSLPT15X10	CHIEF	\$180.49	\$360.98
2	6 OUTLET POWER STRIP	P262B	APC	\$18.08	\$36.16
1	USB 3.2 OVER CATEGORY CABLE EXTENDER	C2G54266	C2G	\$552.55	\$552.55
1	USB-C TO USB-B CABLE	CG28867	C2G	\$18.49	\$18.49
1	DISPLAY PORT (M) TO HDMI (M) 6-FT	Wii-91-729-06	WINDY CITY	\$21.87	\$21.87
4	6" HDMI CABLE	AHH2-0-6	WINDY CITY	\$13.26	\$53.04
1	20" HDMI CABLE	CHL-HD-20	CRESTRON	\$66.27	\$66.27
300	70V SPEAKER CABLE	16-2C-P-BLK	LIBERTY	\$0.29	\$87.00
300	CONTROL AND MIC/LINE WIRE	22-2C-PSH-BLK	LIBERTY	\$0.16	\$48.00
300	CATEGORY 6 SHIELDED PLENUM CABLE	24-4P-P-L6SH-WHT	LIBERTY	\$0.75	\$225.00
				\$0.00	\$0.00
VISIBLE CONFERENCE ROOM 311 & 312					
VIDEO					
4	86" COMMERCIAL DISPLAY	4P-B86EJ2U	SHARP	\$2,379.52	\$9,518.07
4	TILT MOUNT	XTMTU	CHIEF	\$383.73	\$1,534.94
2	OWNER FURNISHED PC	OFCl	DELL	\$0.00	\$0.00
2	USB PTZ CONFERENCE CAMERA	COM520PR3	AVER	\$1,327.27	\$2,654.54
2	DM NVX ENCODER HDMI WALL PLATE	DM-NVX-E20-2G-B-T	CRESTRON	\$722.89	\$1,445.78
4	DM NVX ENCODER (display)	DM-NVX-360	CRESTRON	\$1,372.29	\$5,489.16
2	DM NVX ENCODER (pc's)	DM-NVX-360	CRESTRON	\$1,372.29	\$2,744.58
AUDIO					
4	MICROPHONE ARRAY	MXA920W-S	SHURE	\$3,796.39	\$15,185.54
2	DIGITAL SIGNAL PROCESSOR	CORE110F-V2	QSC	\$3,043.37	\$6,086.75
2	8X8 DANTE LICENSE	SLDAN-8-P	QSC	\$231.33	\$462.65
12	6" CEILING SPEAKER	AC-C6T	QSC	\$113.50	\$1,362.00
2	POWER AMPLIFIER - 250W - 70V	SPA2-60	QSC	\$509.64	\$1,019.28
CONTROL					
1	CONTROL PROCESSOR	CP4N	CRESTRON	\$1,855.42	\$1,855.42
1	DM NVX DIRECTOR	DM-NVX-DIR-80	CRESTRON	\$3,810.84	\$3,810.84
1	AV NETWORK SWITCH	GSM4248P	NETGEAR	\$2,069.88	\$2,069.88
1	PARTITION SENSOR	GLS-PART-CN	CRESTRON	\$533.73	\$533.73
2	10" TOUCH SCREEN CONTROLLER (wall)	TSW-1070-B-S	CRESTRON	\$1,837.35	\$3,674.70
1	OWNER FURNISHED NETWORK DROPS (12 TOTAL DROPS - x4 displays, x6 AV rack, x2 TP location)	OFCl	CISCO	\$0.00	\$0.00
2	OWNER FURNISHED WIRELESS KEYBOARD AND MOUSE	OFCl	LOGITECH	\$0.00	\$0.00
HARDWARE, RACKS, CABLE					
1	AV EQUIPMENT RACK	ERK-3528	MID ATLANTIC	\$810.84	\$810.84
1	FRONT DOOR	PFD-35	MID ATLANTIC	\$535.54	\$535.54
2	POWER DISTRIBUTION	PD-919R	MID ATLANTIC	\$132.53	\$265.06
2	APC POWER FILTER 2 OUTLET	RLNK-215	MID ATLANTIC	\$234.94	\$469.88
2	COMPONENT STORAGE PANEL	CSSLPT15X10	CHIEF	\$180.49	\$360.98
2	6 OUTLET POWER STRIP	P262B	APC	\$18.08	\$36.16
2	USB 3.2 OVER CATEGORY CABLE EXTENDER	C2G54266	C2G	\$552.55	\$1,105.11
2	USB-C TO USB-B CABLE	CG28867	C2G	\$18.49	\$36.98
2	DISPLAY PORT (M) TO HDMI (M) 6-FT	Wii-91-729-06	WINDY CITY	\$21.87	\$43.74
6	6" HDMI CABLE	AHH2-0-6	WINDY CITY	\$13.26	\$79.56
2	20" HDMI CABLE	CHL-HD-20	CRESTRON	\$66.27	\$132.54
600	70V SPEAKER CABLE	16-2C-P-BLK	LIBERTY	\$0.29	\$174.00
500	CONTROL AND MIC/LINE WIRE	22-2C-PSH-BLK	LIBERTY	\$0.16	\$80.00
750	CATEGORY 6 SHIELDED PLENUM CABLE	24-4P-P-L6SH-WHT	LIBERTY	\$0.75	\$562.50

CONFERENCE ROOM 304					
VIDEO					
1	75" COMMERCIAL DISPLAY	4P-B75EJ2U	SHARP	\$1,298.80	\$1,298.80
1	ARTICULATING MOUNT	TS525TU	CHIEF	\$599.64	\$599.64
1	OWNER FURNISHED PC	OFCI	DELL	\$0.00	\$0.00
1	USB PTZ CONFERENCE CAMERA	COMS20PR3	AVER	\$1,327.27	\$1,327.27
AUDIO					
2	CEILING MICROPHONE ARRAY KIT	910-001-013-W	CLEARONE	\$284.34	\$568.68
1	DIGITAL SIGNAL PROCESSOR	CORE110F-V2	QSC	\$3,043.38	\$3,043.38
4	6" CEILING SPEAKER	AC-C6T	QSC	\$113.50	\$454.00
1	POWER AMPLIFIER - 250W - 70V	SPA2-60	QSC	\$509.64	\$509.64
CONTROL					
1	CONTROL SYSTEM PROCESSOR	RMC4	CRESTRON	\$662.66	\$662.66
1	7" TOUCH SCREEN CONTROLLER (wall mount)	TSW-770-B-S	CRESTRON	\$1,192.78	\$1,192.78
1	FACE PLATE FOR TOUCH SCREEN	TSw-770-FP-B-S	CRESTRON	\$20.49	\$20.49
1	OWNER FURNISHED NETWORK DROPS (5 TOTAL DROPS - x2 display, x2 ceiling enclosure, x1 TP location)	OFCI	CISCO	\$0.00	\$0.00
1	OWNER FURNISHED WIRELESS KEYBOARD AND MOUSE	OFCI	LOGITECH	\$0.00	\$0.00
HARDWARE, RACKS, CABLE					
1	CEILING ENCLOSURE	CB-22	FSR	\$610.85	\$610.85
1	W/ CB-22FAN	CB-22FAN	FSR	\$108.86	\$108.86
2	COMPONENT STORAGE PANEL	CSSLP15X10	CHIEF	\$180.49	\$360.98
1	APC POWER FILTER 2 OUTLET	RLNK-215	MID ATLANTIC	\$234.94	\$234.94
1	6 OUTLET POWER STRIP	PZ62B	APC	\$18.08	\$18.08
1	USB OVER CATEGORY CABLE EXTENDER	USB-EXT-2 KIT	CRESTRON	\$662.66	\$662.66
1	DISPLAY PORT (M) TO HDMI (M) 6-FT	WHI-91-729-06	WINDY CITY	\$21.87	\$21.87
2	6" HDMI CABLE	AHH2 0-6	WINDY CITY	\$13.26	\$26.52
1	AUDIO SUMMING ADAPTER	90-804-01	EXTRON	\$49.40	\$49.40
1	3.5MM TO RCA-F	ASMM2RCAF-5	WINDY CITY	\$3.02	\$3.02
200	70V SPEAKER CABLE	16-2C-P-BLK	LIBERTY	\$0.29	\$58.00
200	CONTROL AND MIC/LINE WIRE	22-2C-PSH-BLK	LIBERTY	\$0.16	\$32.00
200	CATEGORY 6 SHIELDED PLENUM CABLE	24-4P-P-L6SH-WHT	LIBERTY	\$0.75	\$150.00
				\$0.00	\$0.00
CONFERENCE ROOM 306					
VIDEO					
1	75" COMMERCIAL DISPLAY	4P-B75EJ2U	SHARP	\$1,298.80	\$1,298.80
1	ARTICULATING MOUNT	TS525TU	CHIEF	\$599.64	\$599.64
1	OWNER FURNISHED PC	OFCI	DELL	\$0.00	\$0.00
1	USB PTZ CONFERENCE CAMERA	COMS20PR3	AVER	\$1,327.27	\$1,327.27
AUDIO					
2	CEILING MICROPHONE ARRAY KIT	910-001-013-W	CLEARONE	\$284.34	\$568.68
1	DIGITAL SIGNAL PROCESSOR	CORE110F-V2	QSC	\$3,043.38	\$3,043.38
4	6" CEILING SPEAKER	AC-C6T	QSC	\$113.50	\$454.00
1	POWER AMPLIFIER - 250W - 70V	SPA2-60	QSC	\$509.64	\$509.64
CONTROL					
1	CONTROL SYSTEM PROCESSOR	RMC4	CRESTRON	\$662.66	\$662.66
1	7" TOUCH SCREEN CONTROLLER (wall mount)	TSW-770-B-S	CRESTRON	\$1,192.78	\$1,192.78
1	FACE PLATE FOR TOUCH SCREEN	TSw-770-FP-B-S	CRESTRON	\$20.49	\$20.49
1	OWNER FURNISHED NETWORK DROPS (5 TOTAL DROPS - x2 display, x2 ceiling enclosure, x1 TP location)	OFCI	CISCO	\$0.00	\$0.00
1	OWNER FURNISHED WIRELESS KEYBOARD AND MOUSE	OFCI	LOGITECH	\$0.00	\$0.00
HARDWARE, RACKS, CABLE					
1	CEILING ENCLOSURE	CB-22	FSR	\$610.85	\$610.85
1	W/ CB-22FAN	CB-22FAN	FSR	\$108.86	\$108.86
2	COMPONENT STORAGE PANEL	CSSLP15X10	CHIEF	\$180.49	\$360.98
1	APC POWER FILTER 2 OUTLET	RLNK-215	MID ATLANTIC	\$234.94	\$234.94
1	6 OUTLET POWER STRIP	PZ62B	APC	\$18.08	\$18.08
1	USB OVER CATEGORY CABLE EXTENDER	USB-EXT-2 KIT	CRESTRON	\$662.66	\$662.66
1	DISPLAY PORT (M) TO HDMI (M) 6-FT	WHI-91-729-06	WINDY CITY	\$21.87	\$21.87
2	6" HDMI CABLE	AHH2 0-6	WINDY CITY	\$13.26	\$26.52
1	AUDIO SUMMING ADAPTER	90-804-01	EXTRON	\$49.40	\$49.40
1	3.5MM TO RCA-F	ASMM2RCAF-5	WINDY CITY	\$3.02	\$3.02
200	70V SPEAKER CABLE	16-2C-P-BLK	LIBERTY	\$0.29	\$58.00
200	CONTROL AND MIC/LINE WIRE	22-2C-PSH-BLK	LIBERTY	\$0.16	\$32.00
200	CATEGORY 6 SHIELDED PLENUM CABLE	24-4P-P-L6SH-WHT	LIBERTY	\$0.75	\$150.00
				\$0.00	\$0.00
CONFERENCE ROOM 307					
VIDEO					
1	75" COMMERCIAL DISPLAY	4P-B75EJ2U	SHARP	\$1,298.80	\$1,298.80
1	ARTICULATING MOUNT	TS525TU	CHIEF	\$599.64	\$599.64
1	OWNER FURNISHED PC	OFCI	DELL	\$0.00	\$0.00
1	USB PTZ CONFERENCE CAMERA	COMS20PR3	AVER	\$1,327.27	\$1,327.27
AUDIO					
2	CEILING MICROPHONE ARRAY KIT	910-001-013-W	CLEARONE	\$284.34	\$568.68
1	DIGITAL SIGNAL PROCESSOR	CORE110F-V2	QSC	\$3,043.38	\$3,043.38
4	6" CEILING SPEAKER	AC-C6T	QSC	\$113.50	\$454.00
1	POWER AMPLIFIER - 250W - 70V	SPA2-60	QSC	\$509.64	\$509.64
CONTROL					
1	CONTROL SYSTEM PROCESSOR	RMC4	CRESTRON	\$662.66	\$662.66
1	7" TOUCH SCREEN CONTROLLER (wall mount)	TSW-770-B-S	CRESTRON	\$1,192.78	\$1,192.78
1	FACE PLATE FOR TOUCH SCREEN	TSw-770-FP-B-S	CRESTRON	\$20.49	\$20.49
1	OWNER FURNISHED NETWORK DROPS (5 TOTAL DROPS - x2 display, x2 ceiling enclosure, x1 TP location)	OFCI	CISCO	\$0.00	\$0.00
1	OWNER FURNISHED WIRELESS KEYBOARD AND MOUSE	OFCI	LOGITECH	\$0.00	\$0.00
HARDWARE, RACKS, CABLE					
1	CEILING ENCLOSURE	CB-22	FSR	\$610.85	\$610.85
1	W/ CB-22FAN	CB-22FAN	FSR	\$108.86	\$108.86
2	COMPONENT STORAGE PANEL	CSSLP15X10	CHIEF	\$180.49	\$360.98
1	APC POWER FILTER 2 OUTLET	RLNK-215	MID ATLANTIC	\$234.94	\$234.94
1	6 OUTLET POWER STRIP	PZ62B	APC	\$18.08	\$18.08
1	USB OVER CATEGORY CABLE EXTENDER	USB-EXT-2 KIT	CRESTRON	\$662.66	\$662.66
1	DISPLAY PORT (M) TO HDMI (M) 6-FT	WHI-91-729-06	WINDY CITY	\$21.87	\$21.87
2	6" HDMI CABLE	AHH2 0-6	WINDY CITY	\$13.26	\$26.52
1	AUDIO SUMMING ADAPTER	90-804-01	EXTRON	\$49.40	\$49.40
1	3.5MM TO RCA-F	ASMM2RCAF-5	WINDY CITY	\$3.02	\$3.02
200	70V SPEAKER CABLE	16-2C-P-BLK	LIBERTY	\$0.29	\$58.00
200	CONTROL AND MIC/LINE WIRE	22-2C-PSH-BLK	LIBERTY	\$0.16	\$32.00
200	CATEGORY 6 SHIELDED PLENUM CABLE	24-4P-P-L6SH-WHT	LIBERTY	\$0.75	\$150.00

Material	
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Description	Customer Price
Material	\$171,801.93
Sub Total	\$171,801.93

Labor Cost	
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Description	Customer Price
Field Labor	\$58,992.00
Shift Differential	\$0.00
Project Management	\$13,150.30
Commissioning	\$13,150.30
IT PM	\$0.00
Engineering	\$17,884.41
Programming	\$13,150.30
Project Coordination	\$1,002.86
Testing	\$0.00
Training	\$0.00
Quality Control	\$0.00
Travel Labor	\$0.00
Remaining Support Labor	\$0.00
Sub Total	\$117,330.17

General Expenses	
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Description	Customer Price
Travel Mileage	\$0.00
Travel Lodging	\$0.00
Per Diem	\$0.00
Subcontractor	\$0.00
SMA	\$0.00
Freight	\$6,871.42
Remaining Support Matr'l	\$12,419.42
Sub Total	\$19,290.84

Total	\$308,422.94
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Bond

Tax

Grand Total	\$308,422.94
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Proposal Inclusion and Exclusions

Inclusions and Exclusions Matrix:

	Proposal Includes	Proposal Excludes		Proposal Includes	Proposal Excludes
System Equipment	X		Conduit		X
Device Termination	X		Sleeves		X
System Cable	X		Electrical Back boxes		X
Cable Installation	X		120V Requirements		X
Cable Tray or Ladder Rack		X	Grounding Bus Bar and Conductor		X
J-Hook or Bridle Rings	X		Fire Blocking (i.e. Fire Caulk)		X
Headend Termination	X		Prevailing Wage or Davis Bacon Labor Rates		X
System Programming	X		Applicable Permits		X
Testing	X		Applicable Taxes		X
Owner Training	X		Applicable Fees		X
Submittals and Shop Drawings	X		Termination of Equipment Provided by Others		X
As-Built Drawings	X		Freight to Job Site	X	
Warranty As Specified	X		Software Maintenance Agreement		X
Extended Warranty		X	Computers, Servers, Routers, etc.		X

Inclusions:

1. This proposal is based only on devices shown or as noted herein. Any requirement for additional devices, equipment, wire or labor will be addressed in a separate document.
2. This proposal is based only on devices and/or scope as described above. Any requirement for additional devices, equipment, wire or labor will be addressed in a separate document.
3. Furnish and install system cable and headend equipment as well as terminate system devices shown on drawings for the above referenced system(s).
4. Price is based upon standard labor rates.
5. Based on stated system functionality only. Any expanded functionality will be addressed in a separate scope of work.

Exclusions:

1. Network connectivity and any necessary voice/data.
2. Millwork or furniture modifications.
3. Patching, painting or finishing of architectural surfaces.
4. Firewall, ceiling, roof and floor penetration, patching and/or repair.
5. The removal of existing system devices, cable, and Headend Equipment.
6. Provision or Installation of required system cabling for the above referenced system(s).
7. Provision or Installation of required back boxes for the above reference system(s).
8. The software will be installed on the customer's network. No server, switches or computers are being provided as a part of this proposal.
9. Conduit, electrical boxes, sleeves, cable tray, 120V electrical requirements, computers, servers or routers.
10. Prevailing wage or Davis Bacon labor rates.
11. Furnishing or installing any other system not listed above.

Proposal Inclusion and Exclusions (continued)

Assumptions:

1. Beacon will be furnished with one set of "for construction" drawings and one soft copy of Computer Aided Design drawings (AutoCAD Version 2014) for submittal purposes, working drawings, etc. If CAD files are not provided, a charge of \$120.00/hour will be added to the proposal price to cover the cost of the systems drawing preparation.
2. Allow for a minimum of 21 calendar days for the engineered drawings to be completed from Beacon's receipt of a purchase order and complete CAD files.
3. Beacon will be furnished with a copy of the project schedule with appropriate updates for our use to schedule manpower and lead-time for equipment.
4. Beacon will be kept advised as to inspection dates, completion dates, changes in the work, other contractor coordination, etc., in a timely manner.
5. Beacon will have the ability to store cable and equipment on site in a lockable room.
6. Normal business hours and workweek (7:30am to 4:30pm Monday through Friday). Evenings, weekend and holiday work is to be addressed in a separate document.

Proposal Terms and Conditions

Conditions of Sale:

The proposed special systems equipment information within this document is to be regarded as proprietary. The material contained therein shall not be duplicated in all or part without the written authorization from Beacon Communications, LLC.

Limited Liabilities:

With the exception of and subject to the indemnification provisions in MSA ¶¶ 8a. and 8b., Beacon Communications, LLC shall not be liable for any direct, indirect or consequential damages, including, but not limited to, lost time, lost money, lost profits, or otherwise, whether or not such damages are foreseen or unforeseen, due to the installation and use of any third-party products.

Beacon Communications, LLC does not represent that products sold under this agreement will prevent loss by fire or otherwise, or that the products will in all cases provide protection for which they are installed or intended. The buyer acknowledges that Beacon Communications, LLC is not an insurer and assumes no risk for any loss of or damage to life or property, direct, indirect, or consequential, arising out of the use or, failure of, or inability to use these products. Furthermore, Beacon Communications, LLC shall not be liable for any personal injury or loss of life which arises during, or because of, use of these products or repair of existing products.

Lead Based Paint and Asbestos:

This proposal assumes that all responsibilities related to the identification, isolation, sealing and/or abatement of lead-based paint and/or asbestos are provided by others. Furthermore, this proposal does not include funds for such work or the management of such work. It is the sole responsibility of the proposed to notify Beacon Communications, LLC if such work has not been assigned so that a separate proposal for these measures can be generated. Beacon Communications, LLC complies with all requirements of EPA 40 CFR part 745, Lead; Renovation, Repair, and Painting Program and EPA part 763-Asbestos.

Beacon Employees

Beacon Communications conducts initial background checks on all personnel and requires on-going yearly background checks for all field personnel. Databases including National Criminal Records and Sex Offender Registry Search, Colorado Criminal Records and Sex Offender Registry Search, SSN Trace, Alias Search and MVR are utilized for these inquiries.

Equipment Warranty:

Beacon Communications, LLC warrants products sold under this agreement for a period of twelve (12) months from the date of purchase or as specified by the manufacturer. Beacon Communications, LLC' obligation under this warranty is limited to repairing or replacing any part of the products sold under this agreement that we agree is defective in materials or workmanship under normal use and service during the warranty period.

This warranty is void if products have been altered or subjected to misuse, neglect, accident, damage or improper repair by non-certified personnel.

Warranty repair can be arranged by calling 303-750-6500 during normal business hours, 7:30 a.m. to 4:30 p.m. Monday through Friday.

Non-Solicitation:

During the period commencing on the Effective Date and ending one year following the Termination Date, the Customer shall not, without Beacon Communications, LLC prior written consent, directly or indirectly; (i) solicit or encourage any person to leave the employment or other service of Beacon Communications, LLC or its Affiliates; or (ii) hire, on behalf of the Customer or any other person or entity, any person who has left the employment within the one year period following the termination of that person's employment with Beacon Communications, LLC or its Affiliates. During the period commencing on the date hereof through and ending one year following the Termination Date, the Customer will not, whether for its own account or for the account of any other Person, intentionally interfere with the relationship of Beacon Communications, LLC or its Affiliates with, or endeavor to entice away from Beacon Communications, LLC or its Affiliates, any person who during the term of the Agreement is, or during the preceding one-year period, was a tenant, co-investor, co-developer, joint ventures or other customer of Beacon Communications, LLC or its Affiliates.

Proposal Terms and Conditions (continued)

Terms:

Beacon Communications, LLC will progressively invoice for labor and material, (both stored and installed) each month. Payment is expected net 30 days from date of invoice. Beacon Communications, LLC reserves all lien rights under the provisions and laws of the State of Colorado.

This proposal is valid for a period of sixty (60) days from the date of the proposal.

We hope that the above meets with your satisfaction. Please contact me should any questions or concerns arise.

Respectfully,

Phil Tourney

AV Solutions Manager
Beacon Communications, LLC
7810 Shaffer Parkway, Suite 120
Littleton, CO 80127
303.750.6500 Main
ptourney@beaconcom.com

Acceptance of Proposal

The above prices, scope of work and conditions are satisfactory and are hereby accepted. You are authorizing Beacon to perform the work and payment will be made as outlined per the terms stated above.

Signature of Approval _____

Print Name _____

Date of Approval _____ Purchase Order No. _____

Our Core Offerings

Critical Communications

- Nurse Call
- Mobility, Pagers
- Centralized PBX
- Middleware & Integrations
- Overhead Paging & Mass Notification
 - Automated Code Blue
 - Situational, Tornado, Active Shooter, Lockdown
- Video Intercom Systems
- Digital Signage & Media

Electronic Security

- Access Control
- Surveillance & Video Management
- Camera Analytics
 - Slip & Fall
 - Gun Detection
 - ED Patient Dump & Run
 - Notification
- Acoustic Monitoring
- Integrated Locking Systems
- Concealed Weapons Detection
- Video Walls/SOC
- License Plate Recognition (LPR Cameras)
- Wi-Fi & GSM Staff Duress
- Environmental Monitoring
- Intrusion Detection
- Visitor Management Systems
- Biometrics
- System Monitoring

Custom Integrations

- EMR
- Real-Time Locating
- Nurse Call Systems
- Mobility
- Security System Notifications & Integrations
- Virtual Care, Nurse Call, RTLS, and EMR
- Duress
- Patient Workflow

Virtual Care (EHR Embedded)

- Tele-Sitting
- Tele-Rounding
- Virtual Admissions/Discharges
- 2-way Audio Video Consultations (patient to clinician; caregiver to caregiver)
- Virtual ICU Consultations & Observations
- Staff Safety Monitoring
- High Risk Behavioral Health Observation

Audio/Visual

- Video Conferencing
- Conference Room Scheduling
- Sound Masking
- Overhead Paging
 - Automated Code Blue
- Digital Signage & Media
- Active Monitoring for Offline Devices
- Patient Engagement Systems
- Master & Synchronized Clock Systems
- Campus Intercommunications

Managed Services

- Scheduled Training
- Preventive Maintenance
- Software Updates & Management
- Clinical Training
 - Custom Content Development
 - On-Demand Video Training
- Informatics Review & Setup
- Hardware Maintenance & Service
- Scheduled Code Testing
- Remote Support



Business Intelligence

- Reporting/Analytics
- Custom, Multi-System Data Aggregation & Dashboarding
- Data Management

Location Technology (RTLS)

- Staff Duress
- Automated Nurse Call - cancels when nurse enters room
- Time spent at patient's bedside
- Asset Tracking
- Patient Flow
- Data Analytics

Professional Services

- Clinical Needs Assessments
- LEAN for Healthcare Consultancy
- Clinical Systems Optimization
- Physical Security Assessments
- Critical Systems Visioning, Planning
- Clinical Systems Adoption, Training, and Content Dev
- IT - Remote System Support
- IT - Disaster Recovery (DR)
- Cloud Services/Migration
- Clinical Workflow Analysis & Consulting
- Clinical/Staff Training
- Clinical Informatics- Collection & Review
- Technical Programming & Systems Integrations
- Middleware Notifications & Setup
- Enterprise Consulting & Standardization
- Technology Consulting
 - Problem Solving
 - Best Practices
 - Hospital Initiative