

EXHIBIT A
SCOPE OF SERVICES AGREEMENT 2024-028
Beacon Communications, LLC

THIS SCOPE OF SERVICES AGREEMENT (“SOSA”) is made and entered into is made and entered into this ___ day of _____, 2024, 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 Consultant are sometimes collectively referred to herein as the “Parties.”

WHEREAS, the County has an active Master Services Agreement (the “MSA”) with the Consultant to perform services for the County governed and executed through Scope of Services Agreements (SOSA); and

WHEREAS, the County would like Beacon to design and install an audio-visual system for the Douglas County Justice Center DA23 Quad Divisible Conference Room, and

WHEREAS, the County has budgeted and appropriated the necessary funds to satisfy the financial obligations set forth in this SOSA.

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 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 Two Hundred Five Thousand Three Hundred Thirty-Eight and Seventy-Four Cents (\$205,338.74). The County is not under obligation to make any future apportionment or allocation to this SOSA. Any potential expenditure for this SOSA outside the current fiscal year is subject to future annual appropriation of funds for any such proposed expenditure.
4. **TERM:** It is mutually agreed by the parties that the term of this SOSA shall commence as of 12:01 a.m. on the 6th day of February 2024 and terminate at 11:59 p.m. on the 1st day of February 2025. 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 ONE
Scope of Service



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

Proposal #240046

Project:
DA23 Conference Room

Submitted on:
January 10, 2024

Proposed Systems:
Audio Visual Systems

System Scope of Work

Functional Summary DA23 Conference Room:

- Audio Visual system allows presentations, audio, and video calls within all 4 conference rooms in a separate or combined state.
- Audio Visual system allows a person to control the meeting from the wall mounted touch panel. Video Teams calls will be controlled thru the owner furnished PC via wireless keyboard & mouse.
- Audio Visual system allows participants to view meetings remotely by joining a team's call. System also allows participants to share content remotely while on a call or share content from within the room.
- Ability to present in person via HDMI wall plate in each room. Presenters have ability to share audio and video.
- Remote attendees have ability to view and listen to presenters and presentations while joining a meeting remotely and not be seen or heard by in room & remote participants.
- User interface is intuitive and user friendly.
- Wireless microphone for flexible meetings.

Functional Description DA23 Conference Room:

In this proposal Beacon Communications is proposing an audio-visual system for Douglas County Justice Center DA23 Quad Divisible conference room. This conference space will incorporate the latest audio-visual technology available today. This proposed system will allow Douglas County easier expansion for future needs and create an up-to-date system using an audio and video over IP solution. The main advantage of a video over IP system is scalability by allowing easy expandability to accommodate more devices and sources at any point in the future. The system will have the ability for 4K video if there is ever a need in the future.

The quad divisible room will have the ability to be set up in any configuration desired by the end user. Each of the 4 spaces will have 2 (two) 86" commercial 4k displays, 2 (two) pan tilt auto following cameras, in ceiling microphone arrays, in ceiling speakers for sound reinforcement, and 1 (one) HDMI wall input plate for presentations. Additionally, one set of wireless microphones which includes 1 handheld microphone, and 1 lavalier microphone can be utilized within the space. Each room can function individually on Teams calls, presentations, or audio calls. Also, the rooms can be combined in any fashion and have the same functions as previously stated. Control of the rooms will have a user friendly 10" wall mounted touch panel to control volume, cameras, video routing system on/off. Beacon will work with the DC Justice Center team on the programming and how the touch screen user interface functions within the system. Partition sensors will be installed to eliminate the confusion of room setup and automatically route audio and video signals in the proper rooms.

The idea of having 2 displays and 2 cameras in each of the rooms is to allow the end user flexibility within the space based on table and chair setup due to the many types of scenarios and configurations. The displays will mirror what is being presented.

For teams video calls the owner furnished PC's will be utilized. Each room will have its own PC which will be mounted behind the display for ease of servicing. The locations of the cameras will be determined by DC and Beacon.

The audio-visual equipment will reside in a new AV equipment rack which will be located down the hall in the IDF.

DA23 Conference Room Labor:.....*\$56,281.38
 DA23 Conference Room Material:.....*\$149,057.36
 DA23 Conference Room TOTAL :.....*\$205,338.74

*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.

| Qty | Description | Model or Part # | Manufacturer | Unit Price | Material Price |
|-----------------------------|--|-------------------|--------------|------------|----------------|
| DA23 CONFERENCE ROOM | | | | | |
| VIDEO | | | | | |
| 8 | 86" COMMERCIAL DISPLAY | 4P-B86EJ2U | SHARP | \$2,470.00 | \$19,760.00 |
| 8 | DISPLAY MOUNT | XTM1U | CHIEF | \$398.13 | \$3,185.00 |
| 4 | DM NVX HDMI WALL PLATE ENCODER | DM-NVX-E20-2G-B-T | CRESTRON | \$750.00 | \$3,000.00 |
| 4 | DM NVX ENCODER (FOR PC BEHIND DISPLAY) | DM-NVX-E30 | CRESTRON | \$893.75 | \$3,575.00 |
| 8 | DM NVX DECODER | DM-NVX-D30 | CRESTRON | \$893.75 | \$7,150.00 |
| 4 | USB EXTENDER | USB-EXT-2 KIT | CRESTRON | \$687.50 | \$2,750.00 |
| 8 | PTZ NETWORK 12X ZOOM 80 DEGREE FoV CAMERA | NC-12X80 | QSC | \$3,468.75 | \$27,750.00 |
| 4 | I/O BRIDGE | I/O-USB BRIDGE | QSC | \$1,563.75 | \$6,255.00 |
| 4 | OWNER FURNISHED PC (MOUNTED BEHIND DISPLAYS) | DELL | DELL | \$0.00 | \$0.00 |
| | | | | \$0.00 | \$0.00 |
| AUDIO | | | | | |
| 4 | AUDIO DSP | CORE110 F V2 | QSC | \$3,157.50 | \$12,630.00 |
| 16 | IN CEILING SPEAKERS | AC-C6T | QSC | \$117.75 | \$1,884.00 |
| 4 | MICROPHONE ARRAY | MXA920W-S | SHURE | \$3,938.75 | \$15,755.00 |
| 1 | WIRELESS HANDHELD & LAVALIER COMBO | QLXD124/85 | SHURE | \$1,535.00 | \$1,535.00 |
| 2 | ACTIVE ANTENNA AMPLIFIER | UA834WB | SHURE | \$156.25 | \$312.50 |
| 1 | 2 BAY NETWORK DOCKING CHARGER | SBC220 | SHURE | \$296.25 | \$296.25 |
| 2 | RECHARGEABLE LITHIUM-ION BATTERY | SB900B | SHURE | \$100.00 | \$200.00 |
| 2 | AUDIO AMPLIFIER | SPA4-100 | QSC | \$866.25 | \$1,732.50 |
| 4 | PARTITION SENSOR | GLS-PART-CN | CRESTRON | \$553.75 | \$2,215.00 |
| | | | | \$0.00 | \$0.00 |
| CONTROL | | | | | |
| 1 | DM NVX DIRECTOR | DM-NVX-DIR-80 | CRESTRON | \$3,953.75 | \$3,953.75 |
| 1 | CONTROL PROCESSOR | CP4N | CRESTRON | \$1,925.00 | \$1,925.00 |
| 4 | 10" WALL TOUCH SCREEN | TSW-1070-B-S | CRESTRON | \$2,117.50 | \$8,470.00 |
| 1 | 48 PORT POE++ MANAGED NETWORK SWITCH | GSM4248UX | NETGEAR | \$4,618.75 | \$4,618.75 |
| 4 | OWNER FURNISHED KEYBOARD & MOUSE | TBD | TBD | \$0.00 | \$0.00 |
| 4 | SCRIPTING LICENSE (FOR CAMERA AUTO TRACKING) | SLQSE-110-P | QSC | \$348.75 | \$1,395.00 |
| | | | | \$0.00 | \$0.00 |
| AV EQUIPMENT RACK | | | | | |
| 1 | AV EQUIPMENT RACK | ERK-3525-AV | MID ATLANTIC | \$1,859.38 | \$1,859.38 |
| 2 | POWER SURGE PROTECTION | PD-915RC-20 | MID ATLANTIC | \$150.00 | \$300.00 |
| 1 | MISC AV EQUIPMENT RACK PARTS | TBD | MID ATLANTIC | \$750.00 | \$750.00 |
| 4 | COMPONENT STORAGE PANEL | CSSLP15X10 | CHIEF | \$187.25 | \$749.00 |
| 2 | 100' ANTENNA CABLE | UA8100 | SHURE | \$240.00 | \$480.00 |
| 2 | 25' ANTENNA CABLE | UA825 | SHURE | \$52.50 | \$105.00 |
| 2,000 | CAT6 SHIELD PLENUM CABLE | 24-4P-P-L6SH-BLK | LIBERTY | \$0.78 | \$1,550.00 |
| 800 | CAT5E PLENUM CABLE | 24-4P-P-L5-EN-BLK | LIBERTY | \$0.30 | \$240.00 |
| 1,000 | 18/2 PLENUM SPEAKER CABLE | 18-2C-P-BLK | LIBERTY | \$0.22 | \$218.75 |
| 400 | 22/1 + 18/2 PLENUM CABLE | AXLINK | LIBERTY | \$0.38 | \$150.00 |

Material

| Description | Customer Price |
|--------------------|-----------------------|
| Material | \$136,749.88 |
| Sub Total | \$136,749.88 |

Labor Cost

| Description | Customer Price |
|-------------------------|-----------------------|
| Field Labor | \$29,848.10 |
| Project Management | \$8,347.35 |
| Commissioning | \$4,148.38 |
| IT PM | \$0.00 |
| Engineering | \$4,148.38 |
| Programming | \$8,347.35 |
| Project Coordination | \$720.91 |
| Testing | \$0.00 |
| Training | \$720.91 |
| Cable Management | \$0.00 |
| Travel Labor | \$0.00 |
| Remaining Support Labor | \$0.00 |
| Sub Total | \$56,281.38 |

General Expenses

| Description | Customer Price |
|--------------------------|-----------------------|
| Travel Mileage | \$0.00 |
| Travel Lodging | \$0.00 |
| Per Diem | \$0.00 |
| Subcontractor | \$0.00 |
| SMA | \$0.00 |
| Freight | \$5,470.00 |
| Remaining Support Matr'l | \$6,837.49 |
| Sub Total | \$12,307.49 |

| | |
|--------------|---------------------|
| Total | \$205,338.74 |
|--------------|---------------------|

| | |
|------|--|
| Bond | |
| Tax | |

| | |
|--------------------|---------------------|
| Grand Total | \$205,338.74 |
|--------------------|---------------------|

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 next 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. _____