

EXHIBIT A
SCOPE OF SERVICES AGREEMENT 2026-56
Beacon Communications, LLC

THIS SCOPE OF SERVICES AGREEMENT (“SOSA”) is made and entered into this _____ day of _____, 2026, 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 collectively referred to herein as the “Parties”.

RECITALS

WHEREAS, the Parties entered into an active Master Services Agreement dated October 12, 2021, (the “MSA”) for the Consultant to perform services for the County governed and executed through Scope of Services Agreements (SOSA); and

WHEREAS, the County would like our AV Vendor to provide and install a new audio-visual presentation and control system for four conference rooms at Lansing point; 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 Parties.
- 2. CYBERSECURITY REQUIREMENTS:**
 - a. If the Contractor has access to the Douglas County Network systems, the Contractor and its associated personnel shall complete the Douglas County Cyber Security Awareness training prior to the start of work and access to any Douglas County facility or information system. This training is issued up to four (4) times per year.
 - b. If the Contractor has access to County facilities or systems that may contain Criminal Justice Information, the Contractor and its associated personnel must pass state and federal fingerprint and background checks prior to the start of work and access to any Douglas County facility or information system.
 - c. To complete the required fingerprinting, the Contractor and/or its associated personnel must set up vendor accounts with the Colorado Bureau of Investigations (CBI) at <https://cbi.colorado.gov/sections/biometric-identification-and-records-unit/new-accounts>. The Contractor shall be responsible for assigning all associated personnel to the account and complying with the section (b) fingerprint requirements under the CBI process.
 - d. Depending on access requirements, the Contractor and/or its associated personnel may be required to sign additional CJIS security addendum.
- 3. SCOPE OF WORK:** All services described in Exhibit 1, attached hereto and incorporated herein, shall be performed by the Consultant.
- 4. 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 **ONE HUNDRED THIRTY-TWO THOUSAND SEVENTY-TWO DOLLARS AND ZERO CENTS (\$132,072.00)**. 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.

5. **TERM:** It is mutually agreed by the Parties that the term of this SOSA shall commence as of 12:01 a.m. on **May 25, 2026**, and terminate at 11:59 p.m. on **May 24, 2027**. 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.

6. **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.

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Exhibit 1
SCOPE OF WORK



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

Proposal #260240 REV1

Project:
Douglas County Lansing Point 1st Floor

Submitted on:
February 5, 2026

Proposed Systems:
Audio Visual Systems

System Scope of Work:

Conference Rooms 167, 169:

Beacon Communications will provide and install a new audio-visual presentation and control system in Conference Rooms 167, 169. Each system will support video 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:*

7 Total

X3 at Display

X4 at Ceiling Enclosure

Conference Room 131:

Beacon Communications will provide and install a new audio-visual presentation and control system for in Conference Room 131. The system will support video conferencing, and video presentations, following Douglas County's standardized medium/large room configuration.

Display & Video System

- One (1) 86" & one (1) 75" commercial displays 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 for video conferencing.
- Two (2) A pan-tilt-zoom (PTZ) cameras. One will be mounted below the display for video conferencing calls, 2nd camera location at 2nd display pointing at whiteboard.

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

- New credenza rack will be provided and installed to house the audio-visual equipment.

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 conference room:

8 Total

X5 at Credenza Equipment Rack

X2 in Ceiling for Microphones

Conference Room 181:

Beacon Communications will relocate and professionally reinstall the existing audio-visual system from the Perry Park conference room into Conference Room 181, preserving familiar operation while enhancing overall performance. To accommodate the larger room size and ensure a high-quality meeting experience, the existing Haining microphones will be upgraded to Shure microphone arrays, delivering superior audio pickup, improved speech clarity, and consistent coverage for both in-room and remote participants. Additionally, two (2) supplemental speakers will be installed to evenly distribute sound throughout the space, resulting in a more immersive and intelligible audio experience for all users.

Network drops required for conference room:

8 Total

X5 at Credenza Equipment Rack

X2 in Ceiling for Microphones

ALTERNATE OPTION – HDMI Wall Input Plate x3:

Beacon Communications will provide and install an HDMI wall input plate for an additional way to make presentations in the room.

Lansing Point 1st Floor Total: *\$128,200.00

*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.

Lansing Point 1st Floor HDMI Wall Input Plate x3 Total: *\$3,872.00

*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.

Material

Description	Customer Price
Material	\$75,881.55
Sub Total	\$75,881.55

Labor Cost

Description	Customer Price
Field Labor	\$25,128.00
Shift Differential	\$0.00
Project Management	\$6,497.68
Commissioning	\$4,481.16
IT PM	\$0.00
Engineering	\$6,497.68
Programming	\$4,481.16
Project Coordination	\$213.59
Testing	\$0.00
Training	\$0.00
Quality Control	\$0.00
Travel Labor	\$0.00
Remaining Support Labor	\$0.00
Sub Total	\$47,299.27

General Expenses

Description	Customer Price
Travel Mileage	\$0.00
Travel Lodging	\$0.00
Per Diem	\$0.00
Subcontractor	\$0.00
SMA	\$0.00
Freight	\$2,276.23
Remaining Support Matr'l	\$2,742.71

Sub Total	\$5,018.94
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Total	\$128,199.76
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Bond	
Tax	

Grand Total	\$128,200.00
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Material

Description	Customer Price
Material	\$1,921.08
Sub Total	\$1,921.08

Labor Cost

Description	Customer Price
Field Labor	\$984.00
Shift Differential	\$0.00
Project Management	\$219.35
Commissioning	\$219.35
IT PM	\$0.00
Engineering	\$219.35
Programming	\$219.35
Project Coordination	\$0.00
Testing	\$0.00
Training	\$0.00
Quality Control	\$0.00
Travel Labor	\$0.00
Remaining Support Labor	\$0.00
Sub Total	\$1,861.40

General Expenses

Description	Customer Price
Travel Mileage	\$0.00
Travel Lodging	\$0.00
Per Diem	\$0.00
Subcontractor	\$0.00
SMA	\$0.00
Freight	\$19.20
Remaining Support Matr'l	\$69.44
Sub Total	\$88.64

Total	\$3,871.13
Bond	
Tax	

Grand Total	\$3,872.00
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CONFERENCE ROOM EQUIPMENT:

Qty	Description	Model or Part #	Manufacturer	Unit Price	Material Price
CONFERENCE ROOM 167					
VIDEO					
1	75" COMMERCIAL DISPLAY	PN-E759	SHARP	\$1,359.04	\$1,359.04
1	ARTICULATING MOUNT	TSS25TU	CHIEF	\$684.82	\$684.82
1	OWNER FURNISHED PC	OFCI	DELL	\$0.00	\$0.00
1	USB PTZ CONFERENCE CAMERA	COM520PR3	AVER	\$1,580.73	\$1,580.73
AUDIO					
2	CEILING MICROPHONE ARRAY KIT	910-001-013-W	CLEARONE	\$284.34	\$568.68
1	DIGITAL SIGNAL PROCESSOR	CORE24F	QSC	\$3,903.62	\$3,903.62
4	6" CEILING SPEAKER	AC-C6T	QSC	\$133.74	\$534.96
1	POWER AMPLIFIER - 250W - 70V	SPA2-60	QSC	\$574.70	\$574.70
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	OFOI	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	\$641.39	\$641.39
1	W/ CB-22FAN	CB-22FAN+	FSR	\$114.34	\$114.34
2	COMPONENT STORAGE PANEL	CSSLPT15X10	CHIEF	\$205.79	\$411.58
1	APC POWER FILTER 2 OUTLET	RLNK-215	MID ATLANTIC	\$287.35	\$287.35
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	WIL-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	60-804-01	EXTRON	\$51.81	\$51.81
1	3.5MM TO RCA-F	ASMM2RCAF-5	WINDY CITY	\$3.02	\$3.02
200	70V SPEAKER CABLE	16-2C-P-BLK	LIBERTY	\$0.35	\$70.00
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 169					
VIDEO					
1	75" COMMERCIAL DISPLAY	PN-E759	SHARP	\$1,359.04	\$1,359.04
1	ARTICULATING MOUNT	TSS25TU	CHIEF	\$684.82	\$684.82
1	OWNER FURNISHED PC	OFCI	DELL	\$0.00	\$0.00
1	USB PTZ CONFERENCE CAMERA	COM520PR3	AVER	\$1,580.73	\$1,580.73
AUDIO					
2	CEILING MICROPHONE ARRAY KIT	910-001-013-W	CLEARONE	\$284.34	\$568.68
1	DIGITAL SIGNAL PROCESSOR	CORE24F	QSC	\$3,903.62	\$3,903.62
4	6" CEILING SPEAKER	AC-C6T	QSC	\$133.74	\$534.96
1	POWER AMPLIFIER - 250W - 70V	SPA2-60	QSC	\$574.70	\$574.70
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	OFOI	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	\$641.39	\$641.39
1	W/ CB-22FAN	CB-22FAN+	FSR	\$114.34	\$114.34
2	COMPONENT STORAGE PANEL	CSSLPT15X10	CHIEF	\$205.79	\$411.58
1	APC POWER FILTER 2 OUTLET	RLNK-215	MID ATLANTIC	\$287.35	\$287.35
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	WIL-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	60-804-01	EXTRON	\$51.81	\$51.81
1	3.5MM TO RCA-F	ASMM2RCAF-5	WINDY CITY	\$3.02	\$3.02
200	70V SPEAKER CABLE	16-2C-P-BLK	LIBERTY	\$0.35	\$70.00
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 131					
VIDEO					
1	86" COMMERCIAL DISPLAY	PN-E869	SHARP	\$1,985.55	\$1,985.55
1	ARTICULATING MOUNT	TSS25TU	CHIEF	\$684.82	\$684.82
1	75" COMMERCIAL DISPLAY	PN-E759	SHARP	\$1,359.04	\$1,359.04
1	ARTICULATING MOUNT	TSS25TU	CHIEF	\$684.82	\$684.82
1	PRESENTATION SWITCHER	DMP53-4K-350-C	CRESTRON	\$6,560.24	\$6,560.24
1	DMPS 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	OWNER FURNISHED PC	OFCI	DELL	\$0.00	\$0.00
2	USB PTZ CONFERENCE CAMERA	COM520PR3	AVER	\$1,580.73	\$3,161.46
1	USB CAMERA SWITCHER	CAM300	INOGENI	\$1,708.49	\$1,708.49
AUDIO					
2	CEILING MICROPHONE ARRAY	MXA920W-S	SHURE	\$3,986.75	\$7,973.50
1	DIGITAL SIGNAL PROCESSOR	CORE24F	QSC	\$3,903.62	\$3,903.62
1	DANTE LICENSE 8X8	SLDAN-8-P	QSC	\$246.99	\$246.99
6	6" CEILING SPEAKER	AC-C6T	QSC	\$133.74	\$802.44
1	POWER AMPLIFIER - 250W - 70V	SPA2-60	QSC	\$574.70	\$574.70
CONTROL					
2	CONTROL PORT EXPANSION MODULE	C2N-IO	CRESTRON	\$198.80	\$397.58
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	OFOI	CISCO	\$0.00	\$0.00
1	OWNER FURNISHED WIRELESS KEYBOARD AND MOUSE	OFCI	LOGITECH	\$0.00	\$0.00
HARDWARE, RACKS, CABLE					
1	CREDENZA RACK	C3K3D1MH5A5B00000	MID ATLANTIC	\$4,870.49	\$4,870.49
2	COMPONENT STORAGE PANEL	CSSLPT15X10	CHIEF	\$205.79	\$411.58
1	APC POWER FILTER 2 OUTLET	RLNK-215	MID ATLANTIC	\$287.35	\$287.35
1	6 OUTLET POWER STRIP	PZ62B	APC	\$18.08	\$18.08
2	USB OVER CATEGORY CABLE EXTENDER	USB-EXT-2 KIT	CRESTRON	\$662.66	\$1,325.32
1	DISPLAY PORT (M) TO HDMI (M) 6-FT	WIL-91-729-06	WINDY CITY	\$21.87	\$21.87
4	6' HDMI CABLE	AHH2 0-6	WINDY CITY	\$13.26	\$53.04
2	AUDIO SUMMING ADAPTER	60-804-01	EXTRON	\$51.81	\$103.62
2	3.5MM TO RCA-F	ASMM2RCAF-5	WINDY CITY	\$3.02	\$6.04
300	70V SPEAKER CABLE	16-2C-P-BLK	LIBERTY	\$0.35	\$105.00
200	CONTROL AND MIC/LINE WIRE	22-2C-PSH-BLK	LIBERTY	\$0.16	\$32.00
400	CATEGORY 6 SHIELDED PLENUM CABLE	24-4P-P-L6SH-WHT	LIBERTY	\$0.75	\$300.00

CONFERENCE ROOM 181 (re-use equipment from perry park)						
VIDEO						
2	RE-USE 65" COMMERCIAL DISPLAY	4P-B65EJ2U	SHARP	\$0.00	\$0.00	
2	RE-USE ARTICULATING MOUNT	TS525TU	CHEF	\$0.00	\$0.00	
1	RE-USE OWNER FURNISHED PC	OFCI	DELL	\$0.00	\$0.00	
1	RE-USE PRESENTATION SWITCHER	DMPS3-4K-350-C	CRESTRON	\$0.00	\$0.00	
1	RE-USE DMPS POWER SUPPLY PODM	PW-5430DUS	CRESTRON	\$0.00	\$0.00	
2	RE-USE DM RECEIVER	DM-RMC-4KZ-100-C	CRESTRON	\$0.00	\$0.00	
2	RE-USE DM HDMI TRANSMITTER	DM-1X-4KZ-100-C-1G-B-I	CRESTRON	\$0.00	\$0.00	
1	RE-USE HUDDLY IQ CAMERA 120 DEGREE FIELD OF VIE	7090043790573	HUDDLY	\$0.00	\$0.00	
1	RE-USE CAMERA MOUNT	7090043790191	HUDDLY	\$0.00	\$0.00	
AUDIO						
2	CANNOT RE-USE CEILING MICROPHONE ARRAY KIT	910-001-013-W	CLEARONE	\$0.00	\$0.00	
2	CEILING MICROPHONE ARRAY	MXA920W-S	SHURE	\$3,986.75	\$7,973.50	
1	RE-USE DIGITAL SIGNAL PROCESSOR	CORE110F-V2	QSC	\$0.00	\$0.00	
2	RE-USE 6" CEILING SPEAKER	AC-C6T	QSC	\$0.00	\$0.00	
2	6" CEILING SPEAKER	AC-C6T	QSC	\$113.50	\$227.00	
1	RE-USE POWER AMPLIFIER - 250W - 70V	SPA2-60	QSC	\$0.00	\$0.00	
CONTROL						
1	RE-USE 7" TOUCH SCREEN CONTROLLER (Table Top)	TS-770-B-S	CRESTRON	\$0.00	\$0.00	
1	RE-USE OWNER FURNISHED WIRELESS KEYBOARD AN	OFCI	LOGITECH	\$0.00	\$0.00	
HARDWARE, RACKS, CABLE						
1	RE-USE CREDENZA RACK	C3K3D1MHA5D4BKNOO	MID ATLANTIC	\$0.00	\$0.00	
1	RE-USE POWER DISTRIBUTION	PD-371R	MID ATLANTIC	\$0.00	\$0.00	
2	RE-USE APC POWER FILTER 2 OUTLET	APC-C2	APC	\$0.00	\$0.00	
1	RE-USE USB OVER CATEGORY CABLE EXTENDER	USB-EXT-2 KIT	CRESTRON	\$0.00	\$0.00	
1	RE-USE Huddly USB 3 Type Angled C to A 5.0m	7090043790368	HUDDLY	\$0.00	\$0.00	
300	70V SPEAKER CABLE	18-2C-P-BLK	LIBERTY	\$0.35	\$105.00	
200	CONTROL AND MIC/LINE WIRE	22-2C-P5H-BLK	LIBERTY	\$0.16	\$32.00	
300	CATEGORY 6 SHIELDED PLENUM CABLE	24-4P-P-L6SH-WHT	LIBERTY	\$0.75	\$225.00	
1	DEMO EXISTING EQUIPMENT	BEACON	BEACON	\$0.00	\$0.00	

Qty	Description	Model or Part #	Manufacturer	Unit Price	Material Price
WALL PLATE					
2	HDMI WALL PLATE TRANSMITTER/DM DIYE	HD-1XC-4KZ-101-1G-B	CRESTRON	\$295.16	\$590.36
2	HDMI RECEIVER DM DIYE	HD-RXC-4KZ-101	CRESTRON	\$259.04	\$518.07
1	DM HDMI WALL PLATE TRANSMITTER	DM-1X-4KZ-100-C-1G-B-I	CRESTRON	\$662.85	\$662.85
200	CATEGORY 6 SHIELDED PLENUM CABLE	24-4P-P-L6SH-WHT	LIBERTY	\$0.75	\$150.00

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. _____