

V. ITEMS FOR APPROVAL

- a. Accept the donation of a sensory chair for the Autistic support classroom at Bushkill Elementary School (Donation from James and Nicole Johnson)



V. ITEMS FOR APPROVAL

- d. Approve High Schools' TV Studio Upgrades - Visual Sound - \$348,904.67 - CoStars Contract #034-E22-167

High Schools' TV Studio Replacement

A. Why are you requesting the service/needs?

Why: The TV studios at each high school are aging and need to be replaced. HS South is 16 years old and HS North is 15 years old.

Need: Support the needs of programming in the TV Studios for daily announcements as well as other media productions. Have similar TV Studios for consistent professional development, training, usage, and support at both high schools.

B. Cost Estimate: if over \$5,000, were 3 quotes obtained? If yes, please list the vendors and the amounts. No. Visual Sound

- Visual Sound - \$348,904.67 - CoStars Contract #034-E22-167

C. Procurement Method:

- ESASD researched and reviewed vendors who work with schools to design, install, and integrate TV Studios. The district selected Visual Sound as its partner. Visual Sound met with the tech ed teachers at both high schools to conduct a needs assessment, as well as with technical staff, to create a solution to support the current and future needs of programming in the TV Studios.
- Visual Sound provided pricing as per the CoStars Contract #034-E22-167.

D. Funds account to be charged for Procurement (Was this purchase budgeted?)

- Yes – 2024-2025 Fiscal Year
- Fund 10 - Tech Initiatives
- Account #'s - 10-2844-650-000-00-000-006-000-0600

E. Selection of winning proposal

- It is recommended to proceed with the proposal from Visual Sound in the amount of \$348,904.67 - CoStars Contract #034-E22-167/



PROPOSAL DATE: February 08 2024

Proposal Number 11843

EAST STROUDSBURG AREA SCHOOL DISTRICT

TV STUDIOS

EAST STROUDSBURG AREA SCHOOL DISTRICT

PRESENTED TO: BRIAN BOROSH

PREPARED BY:
DANA WHITSEL
ACCOUNT MANAGER
(717) 516 1417
dwhitsel@visualsound.com



The Source for Audio Visual Solutions!®

VISUAL SOUND, INC
4700 WESTPORT DRIVE
SUITE 1500
MECHANICSBURG, PA 17055
PHONE: (717) 620 5400
WWW.VISUALSOUND.COM

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February 08, 2024

East Stroudsburg Area School District
Brian Borosh
Director of Technology
50 Vine Street
East Stroudsburg, PA 18301

Re: Proposal - TV Studios

Dear: Brian Borosh

Visual Sound, Inc is pleased to present this proposal for this project outlined in the scope of work of this proposal.

Job site is located at East Stroudsburg Area School District, 50 Vine Street, East Stroudsburg, PA 18301.

Since 1967 Visual Sound, Inc. (Visual Sound, or VSI) has been designing, building, and servicing innovative AV solutions. Visual Sound presently has 100 employees and is centrally located in Broomall, Pennsylvania, which is just outside of Philadelphia, with satellite offices in Baltimore, Maryland, Mechanicsburg, Pennsylvania, and Cypress, CA. After decades of experience, our ability to grow and adapt to the latest technology and customer needs has made us a leader in the industry. Our flexibility allows us to provide a variety of services to a wide range of industries. From classroom to courtrooms, boardrooms to lecture halls, and corporate complexes to mission critical control spaces, we can create the ideal audio/visual solutions that fit your needs and budget.

If you have any questions regarding this information please do not hesitate to call me at (717) 516 1417 or send me an email at dwhitsel@visualsound.com. I look forward to answering any questions you may have and to your favorable consideration of this proposal.

Warm regards,

Dana Whitsel

Dana Whitsel
Account Manager

VISUAL SOUND | SCOPE OF WORK

East Stroudsburg TV Studio North and Sound Upgrade

Executive Summary

East Stroudsburg has two TV studios used for internal programming and student instruction that is in need of a technology refresh. The programming is distributed internally and also streamed to YouTube. These spaces are named TV Studio North and TV Studio South.

Currently there are many disparate, interconnected system appliance components that are used. They are manually operated by assigned operators to produce the content either live or recorded. One of the main objectives of this upgrade is to offer the students individual experience in editing assigned aspects of the production in a collaborative way. This will foster involvement and implement a parallel production process rather than the current serial process.

To accomplish the expressed technology upgrades to TV Studio North Visual Sound will:

Furnish and install One (1) Video mixer / server appliance with dedicated, physical user interface.

Note: This device will allow multitrack recording of all content audio and video and simultaneous editing of stored content by multiple versions of editing software offered by the manufacturer.

Furnish and install One (1) HDMI to SDI 12G converter to allow PC content to be used in the broadcast.

Furnish and install Two (2) SDI 12G to HDMI converters to allow connection to the displays.

Furnish and install One (1) hard drive storage dock and high-speed USB dock appliance.

Furnish and install Ten (10) 8TB SSD hard drives

Furnish and install One (1) Dedicated AV ethernet switch with multiple 10G links to the two local edit bays with three editing computers located at each.

Furnish and install Two (2) 49" 4K displays for the video mixer. One for Multiview and one for content preview.

Furnish and install Three (3) 4K cameras appropriate for both studio and field use. The same model is planned for use to provide continuity. All cameras are NDI capable and can transport video over wired or wireless infrastructure allowing remote use when needed.

Note: it was noted that the field audio equipment is existing and suitable for use with the new cameras. Lav microphones and wind protected shotgun microphones, etc.

Audio

Furnish and install Two (2) Audio monitor speakers for critical listening

Furnish and install One (1) Dedicated PC with DAW software and plug-ins to provide broadcast ready audio

Furnish and install One (1) expandable audio interface for use with the DAW with at least 16 microphone preamps

Furnish and install One (1) DAW controller for adjusting the inputs to the DAW (Operates like a digital mixer)

Furnish and install Two (2) Headphones for audio monitoring without disrupting communications

Furnish and install One (1) audio communication system with two selectable channels for communication with talent in the studio and operators in the studio and in the control room.

NOTE: Visual Sound is including a power supply, Eight (8) wired belt packs and headsets, Four (4) talent receivers and Ten (10) Earbuds. Note. We have included a few spares because of the nature of these products. Some products are usually assigned to people such as earbuds.

Furnish and install One (1) option to replace existing lighting console and fixtures to suitable, addressable, color selectable, LED fixtures and DMX console for easy recall of preset scenes.

Furnish and install Four (4) led color battens

Furnish and install Two (2) moving light fixtures for positioning control from the control room

Furnish and install One (1) DMX console

Furnish and install One (1) static lighting set of 3 LED lights for talent and remote use when necessary.

To accomplish the technology upgrades to TV Studio South Visual Sound will:

The main difference between the components selected for North and South are concerning the capacity and complexity of the Video mixer selected. It is the plan and intention of Visual Sound to select one platform suitable for both locations for continuity of operation noting that the main difference is the planned workflow for each studio. In North, that location needs to record, edit OR produce live content will South is focused mainly on producing live content with "features" which are prerecorded media clips or live cameras that are switched to during the live broadcast. The storage capacity and editing features of the software are secondary to the creation of live content.

Furnish and install One (1) Video mixer / server appliance with dedicated, physical user interface.

Note: This device will allow multitrack recording of all content audio and video and simultaneous editing of stored content by multiple versions of editing software offered by the manufacturer.

Furnish and install One (1) HDMI to SDI 12G converter to allow PC content to be used in the broadcast.

Furnish and install Two (2) SDI 12G to HDMI converters to allow connection to the displays.

Furnish and install One (1) hard drive storage dock and high-speed USB dock appliance.

Furnish and install Ten (10) 8TB SSD hard drives

Furnish and install One (1) Dedicated AV ethernet switch with multiple 10G links to the two local edit bays with three editing computers located at each.

Furnish and install Two (2) 49" 4K displays for the video mixer. One for Multiview and one for content preview.

Furnish and install Three (3) 4K cameras appropriate for both studio and field use. The same model is planned for use to provide continuity. All cameras are NDI capable and can transport video over wired or wireless infrastructure allowing remote use when needed.

Note: it was noted that the field audio equipment is existing and suitable for use with the new cameras. Lav microphones and wind protected shotgun microphones, etc.

Audio

Furnish and install Two (2) Audio monitor speakers for critical listening

Furnish and install One (1) Dedicated PC with DAW software and plug-ins to provide broadcast ready audio

Furnish and install One (1) expandable audio interface for use with the DAW with at least 16 microphone preamps

Furnish and install One (1) DAW controller for adjusting the inputs to the DAW (Operates like a digital mixer)

Furnish and install Two (2) Headphones for audio monitoring without disrupting communications

Furnish and install One (1) audio communication system with two selectable channels for communication with talent in the studio and operators in the studio and in the control room.

NOTE: Visual Sound is including a power supply, Eight (8) wired belt packs and headsets, Four (4) talent receivers and Ten (10) Earbuds. Note. We have included a few spares because of the nature of these products. Some products are usually assigned to people such as earbuds.

Furnish and install One (1) option to replace existing lighting console and fixtures to suitable, addressable, color selectable, LED fixtures and DMX console for easy recall of preset scenes.

Furnish and install Four (4) led color battens

Furnish and install Two (2) moving light fixtures for positioning control from the control room

Furnish and install One (1) DMX console

Furnish and install One (1) static lighting set of 3 LED lights for talent and remote use when necessary.

VISUAL SOUND | PROJECT NOTES

VISUAL SOUND | TERMS AND CONDITIONS

PRICING VALIDITY: The pricing quoted in this proposal shall remain valid for a period of thirty (30) calendar days. Due to our Manufacturer's and Vendor's pricing policies, Visual Sound reserves the right to amend its proposal price to reflect any increased equipment prices or changes. Visual Sound will notify you of these changes prior to processing your order.

PAYMENT TERMS: (Pending Credit Approval and subject to credit terms below). Net 30 per COSTARS 034-E22-167 Contract. Progress billings due net 30 days from invoice date

CREDIT: Visual Sound may, but shall not be obligated to, grant credit terms to Buyer. Acceptance of any order is subject to final credit approval by Visual Sound. Visual Sound reserves the right to cancel any sale if Visual Sound deems Buyer unable to pay for any products. Visual Sound reserves the right, in its sole discretion and without prior notice, to deny, change or limit the amount or duration of credit to be allowed Buyer, either generally or with respect to a particular purchase order, and may require cash payments in advance or security satisfactory to Visual Sound.

ACCEPTANCE: This Proposal and Statement of Work shall be accepted upon Buyer's delivery of a Purchase Order and/or a signed, unrevised Statement of Work. Terms and Conditions of sale as described in this proposal supersede all prior quotations, purchase orders and other prior communications between Buyer and Visual Sound. Any change order to the proposal shall not be effective unless signed by both Buyer and Visual Sound.

CONFIDENTIALITY: This proposal includes information that shall not be used, duplicated, or disclosed to any third parties without the written consent of Visual Sound, Inc. All brands, product names, trademarks, and registered trademarks appearing in this document are the property of their respective owners.

CONFLICT: In the event of a conflict or variance between the terms and conditions herein and Buyer's Purchase Order, the terms and conditions of COSTARS 034E22-167 Contract shall prevail.

CREDIT CARD: If Payment is made by credit card, then a 3% surcharge will be added at the time of processing, per COSTARS 034-E22-167 Contract.

CANCELLATION: Customer is subject to cancellation fees once this proposal has been fully executed and/or Visual Sound is in receipt of a Purchase Order. Please notify Visual Sound immediately if cancellation and or returns are necessary. Product order that is cancelled is subject to a minimum 15% restocking fee. Should the manufacturer charge more or not accept the product for return, then the customer will be charged additionally or in full. If a cancellation of a System installation occurs, then any labor and materials charges that have been incurred, will be invoiced to the customer. Design and consulting fees will be charged to the customer. Postponement of jobs by the customer is subject to storage and finance charges, should the materials have been ordered. General and Administrative fees may be charged to the customer as well. **COLLECTIONS:** Customer agrees to pay any and all attorney's fees, collection fees, and expenses incurred to collect unpaid balances.

ESTIMATED DELIVERY: Typically, 4 to 12 weeks after receipt of order for non-integration quotes. Delivery dates are dynamic, may be extended, and are based on manufacturer supply chain availability. Visual Sound's Project Manager coordinates estimated project timelines and updates as necessary.

FREIGHT: May be quoted as a separate line item per COSTARS 034-E22-167 Contract.

TAXES: Payment of all required taxes remains the responsibility of the Customer. Visual Sound is authorized and obligated to collect sales tax and shall do so unless the Customer furnishes a valid tax exemption certificate or notifies us of their intention to direct pay. Both parties agree that IF sales tax is shown in this proposal, it is an estimated amount and the sales tax included on the invoice(s) will apply.

TITLE AND RISK OF LOSS: Title to the goods shall pass to Buyer only when Buyer has made full payment. Until title passes on receipt by Visual Sound of full payment, Visual Sound shall have the right of repossession in the event of Buyer's default of its payment obligations under this Proposal or should Buyer become insolvent or file for bankruptcy. Visual Sound or its agent shall have the right to enter onto Buyer's premises to repossess the goods. Buyer shall mark or otherwise segregate the goods from other goods. While Buyer has custody of the goods, Buyer shall be responsible for risk of loss and casualty insurance for the replacement value of the goods.

NO SET-OFF: Buyer shall have no right of set-off or withholding, and no deduction of any amounts due from Buyer to Visual Sound shall be made without Visual Sound's prior, express written approval.

DISCLAIMER OF WARRANTIES: Visual Sound's standard and enhanced warranties are listed in the proposal provided to Buyer. THOSE LISTED WARRANTIES ARE THE ONLY WARRANTIES MADE BY VISUAL SOUND IN CONNECTION WITH THE PRODUCTS AND SERVICES CONTEMPLATED AS A RESULT OF THIS SALE. VISUAL SOUND MAKES NO OTHER WARRANTIES OR REPRESENTATIONS TO BUYER OR ANY OTHER PERSON OF ANY KIND, WHETHER EXPRESS OR IMPLIED, WITH RESPECT TO THE PRODUCTS AND SERVICES, AND VISUAL SOUND SPECIFICALLY DISCLAIMS ALL IMPLIED WARRANTIES INCLUDING, WITHOUT LIMITATION, THE IMPLIED WARRANTIES OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE AND NON-INFRINGEMENT. PRODUCTS SOLD HEREUNDER ARE SOLD ONLY TO THE SPECIFICATIONS SPECIFICALLY SET FORTH BY VISUAL SOUND IN WRITING.

LIMITATION OF LIABILITY: No claim by Buyer of any kind including, but not limited to, claims for indemnification, shall be greater in amount than the purchase price for the products and services in respect of which damages are claimed. IN NO EVENT SHALL VISUAL SOUND BE LIABLE TO BUYER FOR ANY INCIDENTAL, CONSEQUENTIAL, INDIRECT, STATUTORY, SPECIAL, EXEMPLARY, OR PUNITIVE DAMAGES, INCLUDING, BUT NOT LIMITED TO, LOST PROFITS, LOSS OF USE, LOSS OF TIME, INCONVENIENCE, LOSS BUSINESS



OPPORTUNITIES, DAMAGE TO GOODWILL OR REPUTATION, OR LOSS OF DATA, ARISING OUT OF, OR AS A RESULT OF, THE SALE, DELIVERY, SERVICING, USE OR LOSS OF THE PRODUCTS SOLD HEREUNDER, REGARDLESS OF WHETHER SUCH LIABILITY IS BASED ON BREACH OF CONTRACT, TORT, STRICT LIABILITY OR OTHERWISE, AND EVEN IF ADVISED OF THE POSSIBILITY OF SUCH DAMAGES OR SUCH DAMAGES COULD HAVE BEEN REASONABLY FORESEEN.

DISPUTES: The contract shall be governed by the Terms and Conditions outlined within COSTARS 034-E22-167. The parties agree that exclusive jurisdiction shall reside with the state and federal courts in the State of Pennsylvania.

NO ASSIGNMENT: This contract between Buyer and Visual Sound is not transferable by either party without the prior written consent of the other party, except that Visual Sound may assign this Agreement without Buyer's consent if the assignment is to a to an affiliate or if the assignment is carried out as part of a merger, restructuring, or reorganization, or sale or transfer of all or substantially all of Visual Sound's assets.

FORCE MAJEURE: Neither Party will be held liable for failure to fulfill its obligations hereunder if such failure is due to a Force Majeure Event. A "Force Majeure Event" means, but is not limited to, an act of war; domestic and/or international terrorism; civil riots or rebellions; quarantines, embargoes and other similar unusual governmental actions; pandemics, epidemics, local disease outbreaks, public health emergencies; or extraordinary elements of nature or acts of God; provided that such Force Majeure Event is beyond the excused Party's reasonable control, occurs without the excused Party's fault or negligence, is not caused directly or indirectly by the excused Party and could not have been prevented or avoided by the excused Party's reasonable diligence.

VISUAL SOUND | SERVICE PLAN

The System Standard Warranty period begins on Substantial Completion for the term specified below. Substantial Completion is when the system is ready for use at the customer's facility, or the time of first beneficial use by the customer, whichever comes first.

Systems Warranty Includes:

First 90 Days:

- VS service desk assistance, Monday – Friday 8am – 5pm.
- Full exchange / on-site (if possible) repair of defective equipment.
- VS labor to troubleshoot, remove and reinstall equipment.

Days 91 – 365. Return to Depot Repairs Only Includes:

- VS service desk assistance, Monday – Friday 8am – 5pm.
- Defective equipment repaired and shipped back to customer site.
- Customer is responsible for equipment removal, reinstall, and outbound shipping.

VS labor to troubleshoot, remove and reinstall is not included without a service contract and is billable to the customer. Visual Sound's (VS) Warranty does not cover acts of God or, malfunction in any component caused by improper use, actions or omissions taken by the customer or others other than VS or without VS's written approval.

These include but are not limited to modifications to equipment or systems, misuse, abuse, neglect, improper adjustment, tampering, improper/inadequate maintenance, and/or malfunctions resulting from adjustment, service, or maintenance by unauthorized personnel or third parties.

VS Warranty does not cover physical damage or data loss resulting from electrical power spikes, surges, brown or black outs and acts, omissions, defects, or other issues specifically excluded by the applicable Manufacturer's Warranty.

LCD panels or phosphor-based displays or projection lamps that are scratched, broken, burned by a static image or have imperfections in any special coating are not covered under VS's Warranty and may have limited coverage under the original manufacturer's warranty. Laptops, iPads, tablets, and batteries are consumable products and are not covered under VS's Warranty.

Enhanced Service Plan

The system proposed includes Optional Enhanced Service plans with the following features and benefits:

- All labor & parts necessary to restore the system to working condition except consumables such as batteries, lamps, etc.
- 24 hr. priority guaranteed next day on-site response (Next business day) for confirmed failures.
- Unlimited on-site or in-shop corrective maintenance.
- Unlimited telephone support staffed by a qualified technician familiar with the equipment installed.
- Removal and reinstallation of equipment.
- All travel and freight costs.
- Loaner equipment to restore limited operation (if available).
- All work performed during Normal Business Hours: Monday – Friday 8:30AM – 5:00PM except observed holidays.

Note: The provided plan does not include coverage for previously installed equipment, or other (OFE) Owner furnished equipment unless specifically noted in the proposal.

VISUAL SOUND | END USER TRAINING

Visual Sound includes a System User Orientation Session for each system which provides a system overview and functionality. This orientation reviews the basic functionality for user operations and occurs concurrently at the system final acceptance. System User Orientation is for a one time, up to 5-person training that gives end-users an opportunity to get familiar with the system.

Optional Custom Training: Includes a specified number of hours of comprehensive on-site training for 3-10 people. Included with custom training is an operations user guide on system functionality.

Optional Software Training: Includes a specified number of hours of <<remote or on-site>> (needs defined) comprehensive software training for 3-10 people.

VISUAL SOUND | BILL OF MATERIALS

#	MANUFACTURER	QTY	DESCRIPTION	UNIT PRICE	TOTAL PRICE
TV Studio North					
Video					
3	Black Magic Design	1.00	Blackmagic Design ATEM Television Studio 4K8	\$5,750.00	\$5,750.00
4	Black Magic Design	1.00	Blackmagic Design Cloud Dock 4	\$1,743.75	\$1,743.75
5	Black Magic Design	4.00	Blackmagic Design DaVinci Resolve Editor Keyboard with Resolve Software	\$750.00	\$3,000.00
6	Black Magic Design	1.00	Blackmagic Design Micro Converter HDMI to SDI 12G	\$156.25	\$156.25
7	BirdDog	1.00	BirdDog 4K Quad NDI Encoder/Decoder	\$2,625.00	\$2,625.00
8	JVC	3.00	JVC GY-HC500UN Connected Cam 4K NDI-Enabled Professional Camcorder	\$4,125.00	\$12,375.00
9	StarTech	1.00	Sale Item	\$106.25	\$106.25
10	Samsung	10.00	SAMSUNG 870 QVO SATA III SSD 8TB 2.5" Internal Solid State Drive	\$723.75	\$7,237.50
11	NEC	2.00	NEC E498 49" Class 4K UHD Commercial LED TV	\$1,250.00	\$2,500.00
12	Black Magic Design	2.00	Blackmagic Design Micro Converter SDI to HDMI 12G	\$187.50	\$375.00
				Video Total:	\$35,868.75
Audio					
14	Dynaudio	1.00	Powered Bi-amped Nearfield Monitor with 200W 10" Woofer and 100W 1.1" Silk Dome Tweeter (L&R Pair)	\$4,000.00	\$4,000.00
15	Apple	1.00	Apple 16" MacBook Pro (M3 Pro, Space Black) 36G RAM 1TB	\$4,000.00	\$4,000.00
16	Steinberg	1.00	Steinberg Cubase Pro 13 Music and Audio Postproduction Software (Download)	\$750.00	\$750.00
17	Behringer	1.00	Behringer X-Touch Universal Control Surface	\$675.00	\$675.00
18	Focusrite	1.00	Focusrite Clarett+ 8Pre Rackmount 18x20 USB Type-C Audio/MIDI Interface	\$1,250.00	\$1,250.00
19	Focusrite	1.00	Focusrite Clarett+ OctoPre Eight-Channel Preamp with 24-Bit / 192 kHz Conversion and ADAT I/O	\$1,000.00	\$1,000.00
20	AKG	2.00	Studio Headphones	\$125.00	\$250.00
21	Clear-Com	1.00	Power Supply (1RU)	\$1,362.50	\$1,362.50
22	Clear-Com	8.00	2 Channel Party Line Belt-pack	\$737.50	\$5,900.00
23	Clear-Com	8.00	Medium Weight Headset	\$362.50	\$2,900.00
24	Clear-Com	4.00	Talent Receiver	\$456.25	\$1,825.00
25	Clear-Com	10.00	Talent Earbud	\$105.19	\$1,051.90
				Audio Total:	\$24,964.40
Equipment					
27	Visual Sound	1.00	Installation Materials	\$12,500.00	\$12,500.00
28	Middle Atlantic	1.00	45 SPACE 32"DEEP CONFIG RACKA/V	\$2,664.00	\$2,664.00
29	Middle Atlantic	1.00	UPS STD 2200VA	\$984.40	\$984.40
30	Netgear	2.00	PoE+ 960W and 8xSFP+ Managed Switch (10G uplinks) (GSM4248PX)	\$3,688.13	\$7,376.26
				Equipment Total:	\$23,524.66
Lighting					
32	Chauvet	2.00	Rogue R1X Spot - 170W LED Moving Head Light Fixture with Gobos	\$2,250.00	\$4,500.00
33	Chauvet	4.00	Chauvet Pro COLORado Batten 72X IP65 RGBAW LED Wash Bar	\$1,500.00	\$6,000.00
34	Chauvet	1.00	48-channel DMX-512 Dimming Console with 96,000 Programmable Steps, MIDI, Cross Fader, and Dark and K	\$375.00	\$375.00
35	GVM	1.00	GVM 800D-RGB LED Light Panel (3-Light Kit)	\$448.75	\$448.75
				Lighting Total:	\$11,323.75



The Source for Audio Visual SolutionsSM

#	MANUFACTURER	QTY	DESCRIPTION	UNIT PRICE	TOTAL PRICE
Labor					
Labor Total:					\$70,400.80
Direct Costs					
51	Visual Sound	0.00	Direct Costs	\$0.00	\$0.00
Direct Costs Total:					\$5,340.10
TV Studio North Total:					\$171,422.46
TV Studio South					
Video					
66	Black Magic Design	1.00	Blackmagic Design ATEM Television Studio 4K8	\$5,750.00	\$5,750.00
67	Black Magic Design	1.00	Blackmagic Design Cloud Dock 4	\$1,743.75	\$1,743.75
68	Black Magic Design	4.00	Blackmagic Design DaVinci Resolve Editor Keyboard with Resolve Software	\$750.00	\$3,000.00
69	Black Magic Design	1.00	Blackmagic Design Micro Converter HDMI to SDI 12G	\$156.25	\$156.25
70	BirdDog	1.00	BirdDog 4K Quad NDI Encoder/Decoder	\$2,625.00	\$2,625.00
71	JVC	3.00	JVC GY-HC500UN Connected Cam 4K NDI-Enabled Professional Camcorder	\$4,125.00	\$12,375.00
72	StarTech	1.00	Sale Item	\$106.25	\$106.25
73	Samsung	10.00	SAMSUNG 870 QVO SATA III SSD 8TB 2.5" Internal Solid State Drive	\$723.75	\$7,237.50
74	NEC	2.00	NEC E498 49" Class 4K UHD Commercial LED TV	\$1,250.00	\$2,500.00
75	Black Magic Design	2.00	Blackmagic Design Micro Converter SDI to HDMI 12G	\$187.50	\$375.00
Video Total:					\$35,868.75
Audio					
77	Dynaudio	1.00	Powered Bi-amped Nearfield Monitor with 200W 10" Woofer and 100W 1.1" Silk Dome Tweeter (L&R Pair)	\$4,000.00	\$4,000.00
78	Apple	1.00	Apple 16" MacBook Pro (M3 Pro, Space Black) 36G RAM 1TB	\$4,000.00	\$4,000.00
79	Steinberg	1.00	Steinberg Cubase Pro 13 Music and Audio Postproduction Software (Download)	\$750.00	\$750.00
80	Behringer	1.00	Behringer X-Touch Universal Control Surface	\$675.00	\$675.00
81	Focusrite	1.00	Focusrite Clarett+ 8Pre Rackmount 18x20 USB Type-C Audio/MIDI Interface	\$1,250.00	\$1,250.00
82	Focusrite	1.00	Focusrite Clarett+ OctoPre Eight-Channel Preamp with 24-Bit / 192 kHz Conversion and ADAT I/O	\$1,000.00	\$1,000.00
83	AKG	2.00	Studio Headphones	\$125.00	\$250.00
84	Clear-Com	1.00	Power Supply (1RU)	\$1,362.50	\$1,362.50
85	Clear-Com	8.00	2 Channel Party Line Belt-pack	\$737.50	\$5,900.00
86	Clear-Com	8.00	Medium Weight Headset	\$362.50	\$2,900.00
87	Clear-Com	4.00	Talent Receiver	\$456.25	\$1,825.00
88	Clear-Com	10.00	Talent Earbud	\$105.19	\$1,051.90
Audio Total:					\$24,964.40
Equipment					
90	Visual Sound	1.00	Installation Materials	\$12,500.00	\$12,500.00
91	Middle Atlantic	1.00	45 SPACE 32"DEEP CONFIG RACKA/V	\$2,664.00	\$2,664.00
92	Middle Atlantic	1.00	UPS STD 2200VA	\$984.40	\$984.40
93	Netgear	2.00	PoE+ 960W and 8xSFP+ Managed Switch (10G uplinks) (GSM4248PX)	\$3,688.13	\$7,376.26
Equipment Total:					\$23,524.66
Lighting					
95	Chauvet	2.00	Rogue R1X Spot - 170W LED Moving Head Light Fixture with Gobos	\$2,250.00	\$4,500.00



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#	MANUFACTURER	QTY	DESCRIPTION	UNIT PRICE	TOTAL PRICE
96	Chauvet	4.00	Chauvet Pro COLORado Batten 72X IP65 RGBAW LED Wash Bar	\$1,500.00	\$6,000.00
97	Chauvet	1.00	48-channel DMX-512 Dimming Console with 96,000 Programmable Steps, MIDI, Cross Fader, and Dark and K	\$375.00	\$375.00
98	GVM	1.00	GVM 800D-RGB LED Light Panel (3-Light Kit)	\$448.75	\$448.75
Lighting Total:					\$11,323.75
Labor					
Labor Total:					\$70,400.80
Direct Costs					
114	Visual Sound	0.00	Direct Costs	\$0.00	\$0.00
Direct Costs Total:					\$5,340.10
TV Studio South Total:					\$171,422.46
127	Visual Sound	1.00	Installation Materials	\$2,857.14	\$2,857.14
131	Visual Sound	1.00	90 Day Workmanship Warranty	\$0.00	\$0.00

VISUAL SOUND | FINANCIAL SUMMARY

PROJECT LOCATION:

East Stroudsburg Area School District
 50 Vine Street
 East Stroudsburg, PA 18301

PROJECT EQUIPMENT AND LABOR

Description	Amount
Equipment	\$166,363.12
Installation Materials	\$27,857.14
Installation Services	\$141,802.41
Freight	\$2,201.80
Direct Costs	\$10,680.20
Total With Standard Warranty	\$348,904.67

I (We) hereby acknowledge and confirm that I (We) have read this SOW and accept and approve the scope of work and related terms. I (We) understand that if additional work is required that by its nature was not known or determined at the time this SOW was executed, a written change order describing the additional work and any related expenses is required.

This Statement of Work must be signed and returned to Visual Sound before the work can begin. Please return signed agreement along with your purchase order via email.

CUSTOMER: East Stroudsburg Area School District

SIGNATURE:

NAME:

TITLE:

DATE:

V. ITEMS FOR APPROVAL

- e. Verizon Backup Phone Circuit - \$10,027.80 annually. \$2,217.67 installation

Verizon Phone Service (Backup)

A. Why are you requesting the service/needs?

Why: The district currently has its backup phone circuit with Frontier which is end of life on March 1, 2024

Need: To provide a backup phone circuit for the continuity of phone service in the event of a failure of our primary circuit

B. Cost Estimate: if over \$5,000, were 3 quotes obtained? If yes, please list the vendors and the amounts. No. This is a service which is not required to be bid.

- One Time Non-recurring cost for installation - \$2,217.67
- Monthly recurring = \$835.65. \$10,027.80 - annually

C. Procurement Method:

- Met with Verizon to review phone service options for a backup circuit.

D. Funds account to be charged for Procurement (Was this purchase budgeted?)

- Yes. Technology Services Communications Account.
 - 10-2844-538-000-00-000-006-000-0000

E. Selection of winning proposal

- Verizon. \$835.65* monthly, \$10,027.80*annually
 - \$2,217.67 - Installation
 - *Rates are based on estimated taxes and fees

F. Other

N/A



Master Customer Legal Entity: EAST STROUDSBURG AREA SCHOOL DISTRICT	Master Verizon Legal Entity: MCI Communications Services LLC d/b/a Verizon Business Services
Customer Address: 50 VINE ST, EAST STROUDSBURG, PA 18301-2150, United States	Quote Priced On: 17 Jan 2024 17:56:13 UTC
Account Manager: Michael Gelardi michael.gelardi1@one.verizon.com (855) 343-7283	Quote ID: 214175027
Created By: Michael Gelardi	Quote Version #: 0
	Quote Expiration Date: 16 Apr 2024
	Contract ID: New

Service(s) Included in Quote: Access, CPE, Managed WAN, Private IP (PIP), Verizon VoIP, WAN Analysis Reporting

Note: Items shown with "*" are priced at time of Quote and require a Service Order Form document

Available Appendices (Additional Details and any Applicable Usage Tables): CPE Summary for all locations, Private IP (PIP), Verizon VoIP

Note: 1 separate invoice(s) will be generated based on the Verizon Legal Entity, Customer Legal Entity, and currency combination(s) stated below. This may be a new or existing billing account number. Please review carefully to determine if changes are required. Changes after document signature will require a Transfer of Service Agreement or a new order.

Note: Verizon provides options to coordinate any intended disconnect when new installs are replacing an existing service, at no additional charge to the customer. If Customer does not choose for Verizon to coordinate any intended disconnect then Customer will be responsible for submitting the disconnect via the Verizon Enterprise Center along with any related billing overlap and Early Termination Charges per the contract. Please contact your account team to understand your choices.

Quote Summary:

Customer Legal Entity (CLE)	Entity Type	Customer Legal Entity Address:	Verizon Legal Entity (VLE)	CUR	MRC	NRC
EAST STROUDSBURG AREA SCHOOL DISTRICT	Contracting	50 VINE ST, EAST STROUDSBURG, PA 18301-2150, United States	MCI Communications Services LLC d/b/a Verizon Business Services	USD	835.65	2,217.67

	Activity Type	Quantity	Amount in Invoice Currency (USD)	
			MRC	NRC
Location ID: 66330411C - EAST STROUDSBURG (Quote Location Name: EAST STROUDSBURG) 279 N COURTLAND ST, EAST STROUDSBURG, PA 18301-2122, United States				
Access				
Access, Service ID: 1617173081 * Added				
Service Commitment: 36 months				
Local Access - Op/App Performance: Gold / Silver - 10 Mbps - UNI Speed: 100 Mbps (FastE) - TPV UNI Speed: 100 Mbps (FastE) N/A 266.00 0.00				
Additional Promotions Included: Private IP + Fast Start v2 ¹				
CPE				
CPE, Service ID(s): See CPE Appendix* See CPE Appendix				
Service Commitment: See CPE Appendix				
Customer Premises Equipment and Related Services N/A 0.00 2,117.67				
Managed WAN				
Managed WAN, Service ID: 1617173181 * Added				
Service Commitment: 36 months				
Router Management - Full - X-Small N/A 47.50 0.00				
Private IP (PIP)				



	Activity Type	Quantity	Amount in Invoice Currency (USD)	
			MRC	NRC
Private IP (PIP), Service ID: 1617173089 *				
Related Service: Access 1617173081				
Service Commitment: 36 months				
PIP Port - 10 Mbps - United States		N/A	225.00	0.00
Class of Service - ETM - 10 Mbps - 2.5 Mbps		N/A	31.50	0.00
Additional Promotions Included: Private IP + Fast Start v2 ¹				
Verizon VoIP				
Verizon VoIP, Service ID: 1617173193 *				
Service Commitment: 36 months				
Concurrent Call Charge - Tiered - 250 - Local and LD - Unlimited Local Calling		23 Concurrent Call(s)	265.65	N/A
Service Establishment Fee - Normal Business Hours		50 Telephone Number(s)	N/A	100.00
Usage ²		N/A	See Footnote	See Footnote
Verizon VoIP, Service ID: 1617173055 *				
Service Commitment: 36 months				
Trunking Route Overflow ³		N/A	See Footnote	See Footnote
WAN Analysis Reporting				
WAN Analysis Reporting, Service ID: 1617173187 *				
Service Commitment: 36 months				
Standard Select		N/A	0.00	N/A
Location Subtotal:			835.65	2,217.67

¹ Subject to the conditions, Customers who order Verizon Private IP + for the first time with a minimum two year Service Commitment or Volume Commitment Period, as applicable (for purposes of this promotion the "Commitment"), will receive credits equal to the Monthly Recurring Charges ("MRC") for the Private IP port and the MRC for Access + in the second full monthly billing period for a two year Commitment. Customers committing to a three year or greater Commitment will receive credits equal to the MRC for the Private IP port and the MRC for Access + in the second and third full monthly billing periods. Only Private IP ports located in the contiguous United States are eligible for this promotion.

² The current Rates are available at Verizon VoIP Pricing URL (https://enterprisecenter.verizon.com/enterprisesolutions/global/viewProductDesc.do?product=FET_VOIP_USAGE&curr=USD&date=01172024).

³ A monthly charge of USD 100.00 will apply if Trunking Route Overflow is subscribed and activated via the Verizon VoIP - Integrated Administrative Console available on the Verizon Enterprise Center online portal.

This draft Quotation is for informational purposes only and is subject to change.

Verizon surcharges, fees and taxes are not included, may vary from month to month and are subject to change.

Pricing assumes the provision of accurate customer information. Provisioning is subject to order acceptance.

Pricing and provisioning are subject to the solution being deliverable and billable in accordance with negotiated terms and conditions including service level agreements which have been agreed upon by Verizon and the customer in writing.



Appendix: CPE Summary for all locations
(for location detail see Appendix: CPE document)

Ancillary Equipment						
Description	Activity Code	Quantity	Currency	MRC	NRC	
Ancillary Equipment - 49305-000-995,CAB-ETH-S-RJ45 (2)	Added	0	USD	0.00	54.18	
Ancillary Equipment - ACS-1100-RM-19,CAB-AC,CAB-ETH-S-RJ45 (2)	Added	0	USD	0.00	84.67	
Added Ancillary Equipment Subtotal:			USD	0.00	138.85	

Equipment						
Description	Activity Code	Quantity	Currency	MRC	NRC	
Equipment - Purchase - C1111-4P - ISR 1100 4 Ports Dual GE WAN Ethernet Router	Added	1	USD	N/A	977.62	
Equipment - Purchase - USR5686G - 56K U SERIAL CTRLR MODEM EXT SERIAL FAXMODEM	Added	1	USD	N/A	137.01	
Software - Purchase - SISR1100UK9-1610 - Cisco ISR 1100 Series IOS XE Universal - Includes: CPE IMPLEMENTATION	Added	1	USD	N/A	0.00	
Software - Purchase - SL-1100-4P-APP - AppX License for Cisco ISR 1100 4P Series - Includes: CPE IMPLEMENTATION	Added	1	USD	N/A	272.20	
Added Equipment Subtotal:			USD	0.00	1,386.83	

Labor						
Description	Activity Code	Quantity	Currency	MRC	NRC	
Labor - Purchase - CPE IMPLEMENTATION - STAGING AND DEPLOYMENT ONLY	Added	2	USD	N/A	558.65	
Added Labor Subtotal:			USD	0.00	558.65	

Service Delivery Charges						
Description	Activity Code	Quantity	Currency	MRC	NRC	
Shipping and Handling - Purchase	Added	0	USD	N/A	33.34	
Added Service Delivery Charges Subtotal:			USD	0.00	33.34	



Appendix: Private IP (PIP)

Location ID: 66330411C - EAST STROUDSBURG (Quote Location Name: EAST STROUDSBURG)
279 N COURTLAND ST, EAST STROUDSBURG, PA 18301-2122, United States

Service ID: 1617173089

Private IP Dynamic Port Pricing	
Port Speed	MRC (USD)
1 Mbps	75.00
2 Mbps	112.50
3 Mbps	137.50
4 Mbps	158.50
5 Mbps	165.00

Private IP Dynamic Port Pricing	
Port Speed	MRC (USD)
6 Mbps	185.00
7 Mbps	205.00
8 Mbps	217.50
9 Mbps	222.50
10 Mbps	225.00

Private IP EF Real-time Pricing	
EF Realtime CAR Speed	MRC (USD)
0 Kbps	0.00
8 Kbps	7.00
16 Kbps	7.00
32 Kbps	7.00
56 Kbps	7.00
128 Kbps	7.00
256 Kbps	7.00
384 Kbps	7.00
512 Kbps	7.00
768 Kbps	7.00
900 Kbps	7.00
1 Mbps	7.00
1.3 Mbps	7.00

Private IP EF Real-time Pricing	
EF Realtime CAR Speed	MRC (USD)
1.5 Mbps	7.00
1.7 Mbps	7.00
2 Mbps	28.00
2.5 Mbps	31.50
3 Mbps	35.00
3.5 Mbps	38.50
4 Mbps	42.00
4.5 Mbps	43.50
5 Mbps	45.00
5.5 Mbps	47.50
7 Mbps	54.00
9 Mbps	59.00



Appendix: Verizon VoIP

Location ID: 66330411C - EAST STROUDSBURG (Quote Location Name: EAST STROUDSBURG)
279 N COURTLAND ST, EAST STROUDSBURG, PA 18301-2122, United States

Service ID: 1617173193

Verizon VoIP Features			
Feature	Unit of Measure	MRC (USD)	NRC (USD)
Telephone Number Charge	Telephone Number(s)	0.132	0.25
Redirect to Telephone Number	Trunk Group(s)	19.80	30.00
Voice Mails	Telephone Number(s)	2.31	0.00
Auto Attendant Instances	Instance	13.20	0.00
Call Forwarding	Telephone Number(s)	0.66	0.00
Non-Published	Listing(s)	1.155	0.00
Additional Listing	Listing(s)	1.353	0.00
Non-Listed	Listing(s)	0.825	0.00
Caller ID with Name - Inbound	Telephone Number(s)	0.1584	0.00

DIAGNOSTIC

VI. RECOMMENDATIONS BY THE PROPERTY/FACILITIES
COMMITTEE

h. Capital Project List

	Date North HS Gym Floor 30-819-3072 Board Approved 4/20/2020		Date LIS Gym Floor Board Approved 6/22/2020 20-518-3072		Date BES HVAC Upgrade Board Approved 12/20/2021 10-4600-450-990-10-211- 461-000-8744 ESSER III Grant YR1 PO#2400000849	
Vendor	2322	Miller Sports Construction	2322	Miller Sports Construction	3181	TRANE U.S. INC
Original Bid		\$ 328,400.00		\$ 225,910.00		\$ 2,949,659.00
Change Order	Alt Power Vent	\$ 10,800.00	Atl Power Vent	\$ 9,240.00		
Change Order	Chg Order	\$ 4,500.00	Disc.	\$ (7,210.00)		
Total of Project		\$ 343,700.00		\$ 227,940.00		\$ 2,949,659.00
Letter of Commitment Prepaid Account					1/26/2022	\$ 19,771.00
Application 1	PD to Miller	\$ 318,400.00	Ins paid	\$ (74,450.00)	4/26/2022	\$ 88,490.00
Application 2	Deductible	\$ (10,000.00)	Deductible	\$ (5,000.00)	4/26/2022	\$ 58,993.00
Application 3		\$ -	9/18/2020	\$ 159,558.00	4/26/2022	\$ 442,449.00
Application 4	11/24/2020	\$ 10,000.00	2/18/2021	\$ 68,382.00	5/17/2022	\$ 442,449.00
Application 5	1/12/2021	\$ 10,800.00	5/31/2021	\$ 58,382.00	11/30/2022	\$ 715,035.24
Application 6	1/12/2021	\$ 4,500.00		\$ 11,068.00	2/27/2023	\$ 264,800.00
Application 7					8/31/2023	\$ 300,021.12
Application 8					8/31/2023	\$ 294,966.00
Application 9					9/22/2023	\$ 194,966.00
Application 10					10/25/2023	\$ 117,986.00
Application 11					12/1/2023	\$ 29,503.64
Application 12						
Application 13						
Application 14						
Application 15						
Application 16						
Total Payments to Date		\$ 333,700.00		\$ 217,940.00		\$ 2,969,430.00
Left on Contract		\$ 10,000.00		\$ 10,000.00		\$ (19,771.00)
Payment Completion Percentage		97%		96%		101%
						A/C# 32-4400-450-000-10 211-461-000-0000
D'Huy Engineering						Paid through Cap.Resv.
1446					4/7/2022	\$ 2,000.00
					6/30/2022	\$ 2,950.00
					9/22/2022	\$ 990.02
					10/24/2022	\$ 3,434.98
					6/26/2023	\$ 666.70
					9/29/2023	\$ 4,425.00
					11/3/2023	\$ 666.70
					12/4/2023	\$ 380.55
						\$ 427.75
		\$ -		\$ -		\$ 15,941.70

EHN R-Newals (Chiller) A/C# 32-4600-450-000-20- 518-008-000-3096 Board Approved 8/21/2023	Date	EHN Generator Replacement A/C# 32-4600-762-000-30- 819-000-000-3021 Board Approved 8/21/2023	Date	JTL Auditorium Flooring Board Approved 5/14/2023 Job# 335585 32-4600-450-000-20-517- 000-000-3080	Date
Trane				Cope Commercial Flooring	2459
\$ 194,977.50				\$ 16,200.00	
			BA 10/23/23	\$ 6,644.00	
			Retainage	\$ 2,284.40	
\$ 194,977.50		\$ -		\$ 25,128.40	
			1/3/2023	\$ 16,200.00	11/3/2023
			11/3/2023	\$ 6,644.00	
\$ -		\$ -		\$ 22,844.00	
\$ 194,977.50		\$ -		\$ 2,284.40	
0%		0%		91%	
	10/13/2023	\$ 309.35			
	10/13/2023	\$ 2,305.75			
	11/3/2023	\$ 2,589.80			
	12/4/2023	\$ 2,239.05			
		\$ 1,558.25			
\$ -		\$ 9,002.20			

Smithfield Sink Hole A/C#32-4100-710-000-10- 216-013-000-0000 Board Approved 9/18/2023	Date	RES / SME / MSE Main Door intercome System Board Approve 9/18/2023 32-2220-766-000-10-216- 000-000-3046 10- 215-766 10- 214-766	Total of Current Projects	
Northeast Site Conractors		Keystone fire and Ssecurity		
\$ 8,713.00		\$ 14,429.00	\$ 14,196,693.67	
			\$ 20,040.00	
			\$ (60,154.35)	
			\$ -	
\$ 8,713.00		\$ 14,429.00	\$ -	\$ 14,156,579.32
			\$ 4,049,906.00	
\$ 8,713.01			\$ 1,182,624.97	
			\$ 1,274,300.25	
			\$ 1,626,701.92	
			\$ 1,510,915.38	
			\$ 851,302.38	
			\$ 145,446.46	
			\$ 440,080.50	
			\$ 341,061.12	
			\$ 322,416.00	
			\$ 194,966.00	
			\$ 117,986.00	
			\$ 29,503.64	
			\$ -	
			\$ -	
			\$ -	
			\$ -	
			\$ -	
\$ 8,713.01		\$ -	\$ 12,073,366.62	
				\$ 14,156,579.32
\$ (0.01)		\$ 14,429.00	\$ 2,083,212.70	
100%		0%		85%
			\$ 90,415.50	
			\$ 23,689.40	
			\$ 26,387.12	
			\$ 24,110.70	
			\$ 24,183.56	
			\$ 22,743.54	
			\$ 13,437.35	
			\$ 14,717.10	
			\$ 11,318.83	
			\$ 11,945.60	
			\$ 6,307.79	
			\$ 6,689.95	
			\$ 451.93	
			\$ 631.46	
			\$ 1,566.27	
			\$ -	
			\$ -	
\$ -		\$ -	\$ 284,415.50	