

# SERVICES PROPOSAL

## PROJECT FUNDAMENTALS

<b>Project Name:</b>	Delta View Elem- MPR- AV Upgrade	<b>Requested By (Sales):</b> Jeff Mitchell <a href="#">Click here to enter phone number.</a>
<b>Customer Name:</b>	Mount Diablo USD	
<b>Provider Name:</b>	EKC Enterprises	Jeffmit@cdw.com
<b>CDW Affiliate:</b>	CDW Government LLC	<b>Submitted By (SA/ISA):</b> Michael Ohanesian mohanesian@ekccorp.com
<b>Effective Date:</b>	February 26, 2025	
<b>Version:</b>	5.0	
<b>Quote Number:</b>	23-2472	

## CUSTOMER-DESIGNATED LOCATIONS

Location(s)	Service(s)		
Delta View Elementary School 1936 Carlotta Drive Concord, CA 94519	<input type="checkbox"/> Assessment <input type="checkbox"/> Configuration <input type="checkbox"/> Design <input checked="" type="checkbox"/> Implementation	<input type="checkbox"/> Knowledge Transfer <input type="checkbox"/> Project Management <input type="checkbox"/> Reconfiguration <input type="checkbox"/> Reinstallation	<input type="checkbox"/> Staff Augmentation <input type="checkbox"/> Support <input type="checkbox"/> Training <input type="checkbox"/> Custom Work
<a href="#">Click here to enter site name.</a> <a href="#">Click here to enter the address.</a>	<input type="checkbox"/> Assessment <input type="checkbox"/> Configuration <input type="checkbox"/> Design <input type="checkbox"/> Implementation	<input type="checkbox"/> Knowledge Transfer <input type="checkbox"/> Project Management <input type="checkbox"/> Reconfiguration <input type="checkbox"/> Reinstallation	<input type="checkbox"/> Staff Augmentation <input type="checkbox"/> Support <input type="checkbox"/> Training <input type="checkbox"/> Custom Work
<a href="#">Click here to enter site name.</a> <a href="#">Click here to enter the address.</a>	<input type="checkbox"/> Assessment <input type="checkbox"/> Configuration <input type="checkbox"/> Design <input type="checkbox"/> Implementation	<input type="checkbox"/> Knowledge Transfer <input type="checkbox"/> Project Management <input type="checkbox"/> Reconfiguration <input type="checkbox"/> Reinstallation	<input type="checkbox"/> Staff Augmentation <input type="checkbox"/> Support <input type="checkbox"/> Training <input type="checkbox"/> Custom Work

# PROJECT SCOPE

Work with CDW to install the following

## **Owner Furnished Equipment:**

- (1) Da Lite 70264L CDW#???
- (1) Epson EB-PU1007W CDW#6582070
- (1) Epson ELPLU04 CDW#4118382
- (1) Chief WMA2S CDW#2293394
- (1) Chief RPMAUW CDW#1976958
- (1) Chief CMS003W CDW#1658219
- (1) Middle Atlantic CWR-12-22PD CDW#2917780
- (1) Shure ULXD4D-G50 CDW#3746892
- (2) Shure UA505 CDW#1468392
- (2) Shure UA850 CDW#2083470
- (2) Shure ULXD2/SM58-G50 CDW#7042066
- (1) Middle Atlantic D2 CDW#541368
- (1) TP Link TL-SG105PE CDW#6354770
- (1) Middle Atlantic PD-615R CDW#2227069
- (4) C2G 40059 CDW#1263323
- (1) Allen and Heath AH-QU-PAC-32 CDW# 7274844
- (2) QSC AD-S12-WH
- (2) QSC AD-YMS12-WH
- (1) Extron IN1608xi IPCP 60-1238-95
- (2) Extron DTP T HWP 4K 231 D 60-1421-13
- (1) Extron TLP Pro 725M 60-1563-02
- (1)Biamp ALC404D
- (1) Covid XLR Faceplate
- (1) Extron XTP/DTP 24 Plug (10 Pack)
- (2) Covid XLR-0003
- (1) Extron 101-005-02
- (1) Extron 22-236-03
- (1) Extron 60-1238-95
- (2) Extron 60-1421-13
- (1) Extron 60-1563-02

## **EKC to provide the following:**

## Bulk Cabling

### Scope Of Work:

- De-install existing projection screen
- Set screen aside for district removal
- Install new projection screen in place of old screen
- Connect new screen to existing electrical in ceiling
- Install new projector on back wall of stage
- Secure projector mount to structure
- Install projector on mount
- Provide new electrical outlet for projector
- Plug projector into power
- Turn on projector and shoot image on screen
- Install new AV rack in IDF
- Secure rack to structure
- Install switcher, mixer, wireless, sequencer, POE switch and amp in new rack
- Install TLP on wall at customer approved location
- Run CAT6 cable from POE switch to TLP
- Install 2x DTP HDMI wall plates on wall at customer approved location
- Run DTP cable from switcher to each input plate
- Terminate DTP cable and test
- Install XLR/3.5 wall plate at customer approved location
- Run 22/2 shielded cabling from mixer to XLR wall plate and solder XLR ends
- Install Shure wireless antennas on wall within 50' of receiver
- Run premade RG cabling from Shure receiver to antennas
- Install new 12" speaker on each side of the stage
- Run 12/2 speaker cabling from amplifier to each speaker
- Terminate speaker ends
- Run new CAT6 cable from AV rack to nearest IDF
- Terminate CAT6 cable and test
- Run 22/2 shielded cabling from relay to new screen for motor control
- Set limit on screen
- Interconnect all AV devices with appropriate cabling
- Program Extron system for control of all AV components in the room
- Deploy program and debug
- Test all functions of the system

- Train customer on use of the system
- Clean up work area
- Dispose of trash in on site containers

### **Project Management:**

Schedule kick off call with customer and set expectations

Provide detailed End Of Day reports to customer

Schedule weekly progress calls with customer

Schedule hand off call to go over completion of project

Schedule any necessary onsite training sessions with customer

### **CUSTOMER RESPONSIBILITIES**

Customer is responsible for the following:

1. Assure all product is on site prior to install
2. Provide access to the site for the duration of the install

### **PROJECT ASSUMPTIONS**

1. All material is on site prior to installation
2. Provider to have access to the site for the duration of the install

### **OUT OF SCOPE**

Tasks outside this SOW include, but are not limited to:

1. Voice and data infrastructure and systems
2. Necessary sheet rock replacement or repair
3. Necessary ceiling tile or T-bar modifications, replacement, and/or repair
4. All mill work, moldings, trim, etc., or modifications to project millwork necessary to accommodate the installation of the audiovisual equipment unless otherwise noted in this proposal
5. Painting, patching, or finishing of architectural surfaces
6. Core drilling and/or concrete saw cutting
7. Ceiling, roof, firewall, and/or floor penetrations
8. Removal or patching of fire stopping
9. Any subscription services, cabling, and equipment
10. Provision and configuration of client furnished computers and software
11. Acquisition of permits
12. Off site trash removal

Services not specified in this SOW are considered out of scope and will be addressed with a separate SOW or Change Order.

## ITEM(S) PROVIDED TO CUSTOMER

Table 1 – Item(s) Provided to Customer

Item	Description	Format
Click to list an item; e.g. report, map, etc.	Click here to enter the description of the item.	Click here to enter a file format; e.g. Word doc.

## PROJECT SCHEDULING

Customer and Seller, who will jointly manage this project, will together develop timelines for an anticipated schedule (“**Anticipated Schedule**”) based on Seller’s project management methodology. Any dates, deadlines, timelines or schedules contained in the Anticipated Schedule, in this SOW or otherwise, are estimates only, and the Parties will not rely on them for purposes other than initial planning.

## TOTAL FEES

The total fees due and payable under this SOW (“**Total Fees**”) include both fees for Seller’s performance of work (“**Services Fees**”) and any other related costs and fees specified in the Expenses section (“**Expenses**”). Unless otherwise specified, taxes will be invoiced but are not included in any numbers or calculations provided herein.

Seller will invoice for the Total Fees.

## SERVICES FEES

Services Fees hereunder are FIXED FEES, meaning that the amount invoiced for the Services will be \$25,930.00.

The invoiced amount of Services Fees will equal the amount of fees applicable to each completed project milestone, as specified in Table 2.

Table 2 – Services Fees

Project Milestones	Percentage	Fees
Project Kickoff	50%	\$12,965.00
Completion of Work	50%	\$12,965.00
Milestone	Percent%	\$Fee
Milestone	Percent%	\$Fee
Milestone	Percent%	\$Fee
<b>Totals</b>	<b>100%</b>	<b>\$25,930.00</b>

## EXPENSES

Neither travel time nor direct expenses will be billed for this project.

The parties agree that there will be no travel required for this project.

If an additional exhibit is necessary, insert it here, either by customizing the sample building block provided through this dropdown or selecting this orange swath and pasting in the content. If no additional exhibit is necessary, delete this section.

## NOT FOR SIGNATURE

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