



DATA PROJECTIONS

CoNB- Council Chambers and Associated Areas- AV Upgrade- Rev 3

Quote Number: 24808

Contract Number: TIPS 230105

Date: 02/28/2025

Expiry Date: 03/28/2025

Prepared for:

City Of New Braunfels

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At the request of the City of New Braunfels (CoNB), Data Projections (DPI) is providing this budgetary proposal to upgrade out-of-date components as well as expand functionality between the Council Chambers, Executive Conference Room, Tejas Conference Room/EOC, Control Room, and Lobby Displays. After review, DPI will meet with the City of New Braunfels Information Technology (IT) Department to discuss the proposal and refine or revise if necessary.

DPI's primary recommendations are to upgrade the AV routing/distribution system, audio processing system, and AV control system to allow for more seamless distribution of AV content between all rooms; as well as allow for redundant control, including the ability to manage all rooms from the Control Room. To facilitate this, DPI is recommending Crestron's AV-over-IP solution, Crestron's 4-Series control system processors, upgraded touch panels, and Biamp Dante-capable digital signal processors (DSPs), all distributed over a dedicated AV network utilizing Netgear's Pro AV managed gigabit PoE switches. Please note that these proposed recommendations fully integrate all rooms, and any modification of hardware may affect that level of integration.

In addition to the AV infrastructure upgrade, DPI is proposing the following:

Council Chambers

DPI will replace the existing laser projectors and screens with one (1) 218" 1.8mm pixel pitch DirectView LED video wall. This will require relocating the audience-facing productions cameras. DPI will reuse the existing Dais monitors, Secretary position monitors, City Manager position touch monitor, and Podium touch monitor. In addition, the touch monitor mounts will be replaced to allow for low profile positioning if desired. The USB extension from the touch monitors to the annotation system will be replaced. DPI will upgrade the amplifier with a Dante-capable 8-channel amplifier, allowing for better management and control of specific audio zones. DPI recommends reusing the existing Shure Microflex Complete wireless conference system but will replace the batteries. In addition, DPI will replace the Podium gooseneck microphone and wireless handheld microphones, as they've gone end-of-life. DPI will upgrade the Secretary position touch panel as well as the Podium countdown clock. In addition, DPI will configure a countdown clock overlay on the DirectView LED video wall. DPI will replace the eleven (11) down lights over the Dais with new PoE++, dimmable, tunable color temperature studio lights. As part of this proposal, DPI will configure as set-and-forget but with additional programming, the lights can be actively controlled. DPI will integrate occupancy sensors to power the system down during periods of inactivity. DPI will remove the PC as a source from the City Manager position.

Executive Conference Room

DPI will replace the existing projector and screen with a 1.4mm pixel pitch DirectView LED video wall of comparable size. DPI will add a Mersive solstice for wireless presentation. DPI will add one (1) Panasonic pan-tilt-zoom (PTZ) camera and integrate with the larger broadcast system. The camera will be controllable from the existing Panasonic camera joystick in the Control Room. DPI will upgrade the amplifier with a Dante-capable mono amplifier. DPI will add four (4) wireless boundary microphones, with the ability to expand if needed. DPI will add a Crestron Flex Teams conference system for video conferencing, utilizing the same Panasonic camera as the broadcast system. DPI will integrate an occupancy sensor to power the system down during periods of inactivity.

Tejas Conference Room/EOC

DPI will replace the existing projector and screen with a 1.4mm pixel pitch DirectView LED video wall of comparable size. DPI will upgrade the amplifier with a Dante-capable 4-channel amplifier, allowing for better management and control of specific audio zones. DPI recommends reusing the existing Shure Microflex Complete wireless conference system but will replace the batteries. In addition, DPI will replace the Podium gooseneck microphone and wireless handheld microphones, as they've gone end-of-life. DPI will repair the floor box microphone plates. DPI will upgrade the wall mounted touch panel. DPI will integrate an occupancy sensor to power the system down during periods of inactivity.

Control Room

DPI will reconfigure the existing 55" wall mounted displays to show live feeds of the AT&T U-verse PEG channel, Spectrum PEG channel, and streaming channel. DPI will reuse the touch monitor and will repurpose the four (4) existing Operator monitors to allow for, with the addition



of a KVM, control of the Production PC, control of the Stream PC, a multi-view of the PTZ cameras, and preview and program view of the Black Magic ATEM production switcher. DPI will upgrade the existing Black Magic ATEM production switcher to the ATEM 2 M/E Constellation 4K Ultra production switcher will allows for the simultaneous viewing of up to sixteen (16) sources (PTZ cameras) via the multi-view output. DPI will integrate an automatic closed captioning system. Please note that there is a large upfront cost but there is no recurring or required hourly fees or licenses and that the library will continue to be updated. DPI is including an update to MediaShout 7 software, which adds increased platform stability, but the actual install will be done by CoNB IT Department. DPI did confirm the existing Stream PC spec's far exceed the minimum requirements by MediaShout. DPI will upgrade the touch panel. Please note that the control system processor for the Control Room will be shared with the Council Chambers. DPI will replace the batteries in the rack mounted Tripp Lite UPS.

Lobby Displays

DPI will replace the two (2) existing Lobby Displays with new 55" commercial-grade televisions and will include a commercial soundbar below each for improved audio. The televisions receive a CATV feed of the Council Meeting(s). DPI will configure the televisions for a scheduled on/off to extend life and save energy.

Service Agreement

Our **Gold Service and Maintenance Agreement** minimizes risk by performing four annual preventative maintenance on your technology solutions to proactively identify potential issues that can lead to future service disruptions. With the Gold Service Agreement, you will enjoy peace of mind knowing if an issue does arise, our dedicated service team will address it quickly and efficiently, at no additional cost, to provide you with optimal usage of your audio/visual solutions. Data Projections will process all manufacturer warranty claims per manufacturer limited warranty agreements for hardware purchased through Data Projections.



DATA PROJECTIONS

Data Projections, Inc
 3700 W. Sam Houston Pkwy S.
 Ste 525
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 Tel: 866.CALL.DPI (225.5374)
 www.dataprojections.com

COUNCIL CHAMBERS

PART NUMBER	MANUFACTURER	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
VIDEO SYSTEM					
933-1673 CUSTOM	PLANAR	CUSTOM CONFIGURED 218.6" DIAGONAL DIRECTLIGHT PRO SERIES 1.8MM PIXEL PITCH DIRECTVIEW LED VIDEO WALL	1.00	\$87,696.39	\$87,696.39
905-0381	PLANAR	SILVER TIER PROFESSIONAL SERVICES INCLUDING INSTALLATION ASSISTANCE & COMMISSIONING	1.00	\$11,711.70	\$11,711.70
PS_DRAWING_PKG_PDF	PLANAR	PRO-SERVICE STANDARD DRAWING PACKAGE IN PDF FORMAT	1.00	\$600.30	\$600.30
FRC	PLANAR	SHIPPING & HANDLING	1.00	\$3,322.35	\$3,322.35
HD-DA4-4KZ-E	CRESTRON	1:4 HDMI DISTRIBUTION AMPLIFIER WITH 4K60 4:4:4 AND HDR SUPPORT	3.00	\$366.27	\$1,098.81
DMF-CI-8	CRESTRON	DIGITALMEDIA CARD CHASSIS FOR DM-NVX-C AND DMCF, 8 SLOTS	1.00	\$1,325.30	\$1,325.30
DM-NVX-E30C	CRESTRON	DM NVX 4K60 4:4:4 HDR NETWORK AV ENCODER CARD	4.00	\$861.45	\$3,445.80
DM-NVX-360C	CRESTRON	DM NVX 4K60 4:4:4 HDR NETWORK AV ENCODER/DECODER CARD	2.00	\$1,192.77	\$2,385.54
DM-NVX-E30	CRESTRON	DM NVX 4K60 4:4:4 HDR NETWORK AV ENCODER	1.00	\$861.45	\$861.45
DM-NVX-360	CRESTRON	DM NVX 4K60 4:4:4 HDR NETWORK AV ENCODER/DECODER	9.00	\$1,372.29	\$12,350.61
DGE-1000	CRESTRON	DIGITAL GRAPHICS ENGINE 1000	1.00	\$1,807.23	\$1,807.23
PART NUMBER	MANUFACTURER	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
AUDIO SYSTEM					
911.0451.900	BIAMP SYSTEMS	FIXED I/O DSP WITH 12 ANALOG INPUTS, 8 ANALOG OUTPUTS, AEC, AND 32X32 CHANNEL OF DANTE - INCLUDES PO	1.00	\$3,114.46	\$3,114.46
60-1766-02	EXTRON	NETPA U 1004 - FOUR CHANNEL 70V POWER AMPLIFIER WITH DANTE - 100 WATTS	1.00	\$1,801.20	\$1,801.20
SB930	SHURE	RECHARGEABLE LI-ION BATTERY FOR MXCW640 TRANSMITTER	15.00	\$157.83	\$2,367.45
MXWAPT4=-Z10	SHURE	4-CHANNEL ACCESS POINT TRANSCIEVER	1.00	\$2,484.34	\$2,484.34
MXWNCS4	SHURE	4-BAY NETWORKED CHARGING STATION	1.00	\$1,300.00	\$1,300.00
MXW2/SM58=-Z10	SHURE	HANDHELD TRANSMITTER WITH SM58 MICROPHONE CAPSULE	2.00	\$514.46	\$1,028.92
MX424/C	SHURE	MICROFLEX 24" CARDIOID CONDENSER GOOSENECK MICROPHONE	1.00	\$214.46	\$214.46
PART NUMBER	MANUFACTURER	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
CONFERENCE, BROADCAST, AND STREAMING SYSTEM					
LBX8-POE	IKAN	LYRA POE LOW-PROFILE BI-COLOR STUDIO PANEL SOFT LED LIGHT	11.00	\$927.29	\$10,200.19
PART NUMBER	MANUFACTURER	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
CONTROL SYSTEM					
TS-1070-B-S	CRESTRON	10.1" TABLETOP TOUCH SCREEN, BLACK SMOOTH	1.00	\$1,968.67	\$1,968.67
TSW-570-B-S	CRESTRON	5" WALL MOUNT TOUCH SCREEN, BLACK SMOOTH	1.00	\$862.65	\$862.65
DM-NUX-L2	CRESTRON	DM NUX USB OVER NETWORK WITH ROUTING, LOCAL	4.00	\$397.59	\$1,590.36
CEN-ODT-C-POE	CRESTRON	DUAL-TECHNOLOGY OCCUPANCY SENSOR, POE, 2,000 SQ. FT.	4.00	\$331.33	\$1,325.32
GSM4248PX-100NAS	NETGEAR	M4250 SERIES 40-PORT POE+ GIGABIT MANAGED SWITCH	1.00	\$3,229.28	\$3,229.28
AXC761-10000S	NETGEAR	1M PASSIVE SFP+ DIRECT ATTACH CABLE	1.00	\$57.64	\$57.64
PART NUMBER	MANUFACTURER	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
MISCELLANEOUS HARDWARE					
33-387-085	ERGOTRON	NEO-FLEX TOUCHSCREEN STAND	4.00	\$137.75	\$551.00



DATA PROJECTIONS

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COUNCIL CHAMBERS SUBTOTAL: \$158,701.42

COUNCIL CHAMBERS

Installation Services Details		TOTAL PRICE
INSTALLATION LABOR		\$24,000.00
PROJECT MANAGEMENT		\$4,800.00
DESIGN/ENGINEERING		\$4,320.00
PROGRAMMING LABOR		\$8,000.00
COMMISSIONING LABOR		\$6,000.00
COUNCIL CHAMBERS SUBTOTAL:		\$47,120.00

EXECUTIVE CONFERENCE ROOM

PART NUMBER	MANUFACTURER	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
VIDEO SYSTEM					
998-3824	PLANAR	URL122-MFT 122" DIAGONAL 1.4MM PIXEL PITCH ALL-IN-ONE DIRECTVIEW LED	1.00	\$32,937.35	\$32,937.35
905-0437	PLANAR	PRO-SERV ASSISTED INSTALLATION WITH TRAINING	1.00	\$3,971.70	\$3,971.70
PS_DRAWING_PKG_PDF	PLANAR	PRO-SERVICE STANDARD DRAWING PACKAGE IN PDF FORMAT	1.00	\$600.30	\$600.30
FRC	PLANAR	SHIPPING & HANDLING	1.00	\$1,081.18	\$1,081.18
DMF-CI-8	CRESTRON	DIGITALMEDIA CARD CHASSIS FOR DM-NVX-C AND DMCF, 8 SLOTS	1.00	\$1,325.30	\$1,325.30
DM-NVX-E30C	CRESTRON	DM NVX 4K60 4:4:4 HDR NETWORK AV ENCODER CARD	2.00	\$861.45	\$1,722.90
DM-NVX-E30	CRESTRON	DM NVX 4K60 4:4:4 HDR NETWORK AV ENCODER	3.00	\$861.45	\$2,584.35
DM-NVX-360C	CRESTRON	DM NVX 4K60 4:4:4 HDR NETWORK AV ENCODER/DECODER CARD	1.00	\$1,192.77	\$1,192.77
DM-NVX-360	CRESTRON	DM NVX 4K60 4:4:4 HDR NETWORK AV ENCODER/DECODER	1.00	\$1,372.29	\$1,372.29
SP-8000-E3	MERSIVE	SOLTSICE POD GEN 3 WITH PERPETUAL UNLIMITED ENTERPRISE SOFTWARE LICENSE, 3-YEAR SUBSCRIPTION	1.00	\$1,541.99	\$1,541.99

PART NUMBER	MANUFACTURER	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
AUDIO SYSTEM					
911.0451.900	BIAMP SYSTEMS	FIXED I/O DSP WITH 12 ANALOG INPUTS, 8 ANALOG OUTPUTS, AEC, AND 32X32 CHANNEL OF DANTE - INCLUDES PO	1.00	\$3,114.46	\$3,114.46
60-1501-01	EXTRON	NETPA 1001-70V AT - MONO 70V POWER AMPLIFIER WITH DANTE - 100 WATTS	1.00	\$698.80	\$698.80
MXWAPT8=-Z10	SHURE	8-CHANNEL ACCESS POINT TRANSCIEVER	1.00	\$3,213.25	\$3,213.25
MXWNCS8	SHURE	8-BAY NETWORKED CHARGING STATION	1.00	\$1,674.70	\$1,674.70
MXW6/O=-Z10	SHURE	BOUNDARY TRANSMITTER, OMNIDIRECTIONAL	4.00	\$596.39	\$2,385.56

PART NUMBER	MANUFACTURER	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
CONFERENCE, BROADCAST, AND STREAMING SYSTEM					
AW-UE20KP	PANASONIC	4K 12X PRO SERIES PTZ CAMERA, BLACK	1.00	\$1,255.50	\$1,255.50
UC-C100-T	CRESTRON	CRESTRON FLEX VIDEO CONFERENCE SYSTEM INTEGRATOR KIT FOR MICROSOFT TEAMS ROOMS	1.00	\$2,784.34	\$2,784.34
HD-TXC-4KZ-101	CRESTRON	DM ESSENTIALS 4K60 4:4:4 TRANSMITTER FOR HDMI, RS-232, AND IR SIGNAL EXTENSION OVER CATX CABLE	1.00	\$259.04	\$259.04
HD-RXC-4KZ-101	CRESTRON	DM ESSENTIALS 4K60 4:4:4 RECEIVER FOR HDMI, RS-232, AND IR SIGNAL EXTENSION OVER CATX CABLE	1.00	\$259.04	\$259.04

PART NUMBER	MANUFACTURER	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
CONTROL SYSTEM					
CEN-ODT-C-POE	CRESTRON	DUAL-TECHNOLOGY OCCUPANCY SENSOR, POE, 2,000 SQ. FT.	1.00	\$331.33	\$331.33
GSM4230PX-100NAS	NETGEAR	M4250 SERIES 26-PORT POE+ GIGABIT MANAGED SWITCH	1.00	\$1,952.73	\$1,952.73
AXC761-10000S	NETGEAR	1M PASSIVE SFP+ DIRECT ATTACH CABLE	1.00	\$56.19	\$56.19



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PART NUMBER	MANUFACTURER	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
MISCELLANEOUS HARDWARE					
FEC-40WMK	PANASONIC	WALL MOUNT FOR AW-UE20, BLACK	1.00	\$162.00	\$162.00
EXECUTIVE CONFERENCE ROOM SUBTOTAL:					\$66,477.07

EXECUTIVE CONFERENCE ROOM

Installation Services Details					TOTAL PRICE
INSTALLATION LABOR					\$8,000.00
PROJECT MANAGEMENT					\$1,605.00
DESIGN/ENGINEERING					\$1,440.00
PROGRAMMING LABOR					\$4,000.00
COMMISSIONING LABOR					\$2,400.00
EXECUTIVE CONFERENCE ROOM SUBTOTAL:					\$17,445.00

EOC / TEJAS CONFERENCE ROOM

PART NUMBER	MANUFACTURER	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
VIDEO SYSTEM					
998-3824	PLANAR	URL122-MFT 122" DIAGONAL 1.4MM PIXEL PITCH ALL-IN-ONE DIRECTVIEW LED	1.00	\$32,937.35	\$32,937.35
905-0438	PLANAR	PRO-SERV ASSISTED INSTALLATION ADD-ON	1.00	\$2,040.30	\$2,040.30
PS_DRAWING_PKG_PDF	PLANAR	PRO-SERVICE STANDARD DRAWING PACKAGE IN PDF FORMAT	1.00	\$600.30	\$600.30
FRC	PLANAR	SHIPPING & HANDLING	1.00	\$1,081.18	\$1,081.18
DM-TX-4KZ-100-C-1G-B-T	CRESTRON	DIGITALMEDIA 8G+ 4K60 4:4:4 HDR WALL PLATE TRANSMITTER, BLACK	4.00	\$662.65	\$2,650.60
DMF-CI-8	CRESTRON	DIGITALMEDIA CARD CHASSIS FOR DM-NVX-C AND DMCF, 8 SLOTS	2.00	\$1,325.30	\$2,650.60
DM-NVX-E760C	CRESTRON	DM NVX 4K60 4:4:4 HDR NETWORK AV ENCODER CARD WITH DM INPUT	4.00	\$1,259.04	\$5,036.16
DM-NVX-E30C	CRESTRON	DM NVX 4K60 4:4:4 HDR NETWORK AV ENCODER CARD	4.00	\$861.45	\$3,445.80
DM-NVX-360	CRESTRON	DM NVX 4K60 4:4:4 HDR NETWORK AV ENCODER/DECODER	9.00	\$1,372.29	\$12,350.61

PART NUMBER	MANUFACTURER	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
AUDIO SYSTEM					
911.0451.900	BIAMP SYSTEMS	FIXED I/O DSP WITH 12 ANALOG INPUTS, 8 ANALOG OUTPUTS, AEC, AND 32X32 CHANNEL OF DANTE - INCLUDES PO	1.00	\$3,114.46	\$3,114.46
911.0311.900	BIAMP SYSTEMS	TESIRA MODULAR EXPANDER CHASSIS, SUPPORTS UP TO 3 EXPANDER CARDS	1.00	\$1,391.57	\$1,391.57
909.0329.900	BIAMP SYSTEMS	4-CHANNEL MIC/LINE INPUT CARD WITH AEC (CARD KIT)	3.00	\$544.58	\$1,633.74
60-1766-02	EXTRON	NETPA U 1004 - FOUR CHANNEL 70V POWER AMPLIFIER WITH DANTE - 100 WATTS	1.00	\$1,801.20	\$1,801.20
SB930	SHURE	RECHARGEABLE LI-ION BATTERY FOR MXCW640 TRANSMITTER	10.00	\$157.83	\$1,578.30
MXWAPT4=-Z10	SHURE	4-CHANNEL ACCESS POINT TRANSCIEVER	1.00	\$2,484.34	\$2,484.34
MXWNCS4	SHURE	4-BAY NETWORKED CHARGING STATION	1.00	\$1,300.00	\$1,300.00
MXW2/SM58=-Z10	SHURE	HANDHELD TRANSMITTER WITH SM58 MICROPHONE CAPSULE	2.00	\$514.46	\$1,028.92
MX418S/C	SHURE	MICROFLEX 18" CAROID CONDENSER GOOSENECK MICROPHONE WITH MUTE SWITCH	1.00	\$226.51	\$226.51

PART NUMBER	MANUFACTURER	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
CONTROL SYSTEM					
CP4N	CRESTRON	4-SERIES CONTROL SYSTEM	1.00	\$1,855.42	\$1,855.42
TSW-1070-B-S	CRESTRON	10.1" WALL MOUNT TOUCH SCREEN, BLACK SMOOTH	1.00	\$1,837.35	\$1,837.35



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CEN-ODT-C-POE	CRESTRON	DUAL-TECHNOLOGY OCCUPANCY SENSOR, POE, 2,000 SQ. FT.	1.00	\$331.33	\$331.33
GSM4248PX-100NAS	NETGEAR	M4250 SERIES 40-PORT POE+ GIGABIT MANAGED SWITCH	1.00	\$3,229.28	\$3,229.28
AXM765-20000S	NETGEAR	10GBASE-T SFP+ TRANSCEIVER MODULE	1.00	\$358.19	\$358.19

EOC / TEJAS CONFERENCE ROOM SUBTOTAL: \$84,963.51

EOC / TEJAS CONFERENCE ROOM

Installation Services Details					TOTAL PRICE
INSTALLATION LABOR					\$16,000.00
PROJECT MANAGEMENT					\$3,210.00
DESIGN/ENGINEERING					\$2,880.00
PROGRAMMING LABOR					\$6,400.00
COMMISSIONING LABOR					\$3,600.00
EOC / TEJAS CONFERENCE ROOM SUBTOTAL:					\$32,090.00

CONTROL ROOM

PART NUMBER	MANUFACTURER	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
VIDEO SYSTEM					
DMF-CI-8	CRESTRON	DIGITALMEDIA CARD CHASSIS FOR DM-NVX-C AND DMCF, 8 SLOTS	1.00	\$1,325.30	\$1,325.30
DM-NVX-E30C	CRESTRON	DM NVX 4K60 4:4:4 HDR NETWORK AV ENCODER CARD	3.00	\$861.45	\$2,584.35
DM-NVX-360C	CRESTRON	DM NVX 4K60 4:4:4 HDR NETWORK AV ENCODER/DECODER CARD	3.00	\$1,192.77	\$3,578.31
DM-NVX-360	CRESTRON	DM NVX 4K60 4:4:4 HDR NETWORK AV ENCODER/DECODER	2.00	\$1,368.67	\$2,737.34
CONFERENCE, BROADCAST, AND STREAMING SYSTEM					
SWATEMSCN2/2ME2/4K	BLACKMAGIC	ATEM 2 M/E CONSTELLATION 4K ULTRA HD LIVE PRODUCTION SWITCHER	1.00	\$3,605.25	\$3,605.25
CONVMASA	BLACKMAGIC	SDI TO ANALOG MINI CONVERTER	1.00	\$204.25	\$204.25
MD-LX	DECIMATOR DESIGN	(3G/HD/SD)-SDI / HDMI BI-DIRECTIONAL CONVERTER	5.00	\$103.55	\$517.75
ACE-2000/102 BUNDLE	LINK ELECTRONICS	AUTOMATIC CLOSED CAPTIONING ENGINE	1.00	\$50,350.00	\$50,350.00
MEDIASHOUT 7 BASIC UPGRADE	MEDIASHOUT	SITE LICENSE WITH SOFTWARE ONLY	1.00	\$445.55	\$445.55
CONTROL SYSTEM					
CP4N	CRESTRON	4-SERIES CONTROL SYSTEM	1.00	\$1,855.42	\$1,855.42
TS-1070-B-S	CRESTRON	10.1" TABLETOP TOUCH SCREEN, BLACK SMOOTH	1.00	\$1,968.67	\$1,968.67
B006-HD2UA4	TRIPP LITE	4-PORT 4K HDMI DUAL-DISPLAY KVM SWITCH	1.00	\$598.27	\$598.27
GSM4248PX-100NAS	NETGEAR	M4250 SERIES 40-PORT POE+ GIGABIT MANAGED SWITCH	1.00	\$3,229.28	\$3,229.28
AXM765-20000S	NETGEAR	10GBASE-T SFP+ TRANSCEIVER MODULE	2.00	\$358.19	\$716.38
MISCELLANEOUS HARDWARE					
MTTU	CHIEF	MEDIUM THINSTALL TILT WALL MOUNT	3.00	\$147.00	\$441.00
RBC93-2U	TRIPP LITE	2RU UPS REPLACEMENT BATTERY CARTRIDGE FOR SMARTPRO UPS SYSTEM	1.00	\$237.43	\$237.43
CONTROL ROOM SUBTOTAL:					\$74,394.55

CONTROL ROOM

Installation Services Details					TOTAL PRICE
INSTALLATION LABOR					\$16,000.00
PROJECT MANAGEMENT					\$3,210.00
DESIGN/ENGINEERING					\$2,880.00
PROGRAMMING LABOR					\$4,800.00



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COMMISSIONING LABOR

\$2,400.00

CONTROL ROOM SUBTOTAL: \$29,290.00

LOBBY DISPLAY

PART NUMBER	MANUFACTURER	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
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VIDEO SYSTEM

4P-B55EJ2U	SHARP	55" CLASS COMMERCIAL TV	2.00	\$489.66	\$979.32
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PART NUMBER	MANUFACTURER	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
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AUDIO SYSTEM

PSB-1	JBL	2.0 CHANNEL COMMERCIAL-GRADE SOUNDBAR	2.00	\$220.41	\$440.82
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PART NUMBER	MANUFACTURER	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
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MISCELLANEOUS HARDWARE

RMF3	CHIEF	MEDIUM FIT FIXED DISPLAY WALL MOUNT	2.00	\$83.30	\$166.60
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LOBBY DISPLAY SUBTOTAL: \$1,586.74

LOBBY DISPLAY

Installation Services Details	TOTAL PRICE
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INSTALLATION LABOR	\$1,200.00
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PROJECT MANAGEMENT	\$360.00
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DESIGN/ENGINEERING	\$436.00
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COMMISSIONING LABOR	\$150.00
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LOBBY DISPLAY SUBTOTAL: \$2,146.00

OTHER ITEMS

PART NUMBER	MANUFACTURER	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
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OTHER ITEMS

TRAINING		8 HOURS ONSITE TRAINING	8.00	\$150.00	\$1,200.00
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MISCELLANEOUS MATERIALS		MISCELLANEOUS MATERIALS	1.00	\$22,357.32	\$22,357.32
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OTHER ITEMS SUBTOTAL: \$23,557.32

SERVICE & MAINTENANCE AGREEMENT

Service Agreement Details	TOTAL PRICE
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SILVER MAINTENANCE AGREEMENT 3 YR	\$78,250.64
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SERVICE AGREEMENT SUBTOTAL: \$78,250.64



CoNB- Council Chambers and Associated Areas- AV Upgrade- Rev 3

Prepared by:
Data Projections, Inc.
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Kalli Quisenberry
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kquisenberry@dataprojections.com

Job Location:
City Of New Braunfels
550 Landa St
New Braunfels, TX 78130
Justin Kneupper
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Quote Information:
Quote Number: 24808
Date: 02/28/2025
Expiry Date: 03/28/2025
P.O. No:
Contract No: TIPS 230105

Quote Summary

Table with 2 columns: DESCRIPTION and AMOUNT. Rows include EQUIPMENT & MATERIALS, PROFESSIONAL INSTALLATION SERVICES, SERVICE & MAINTENANCE AGREEMENT, Subtotal, Shipping, Estimated Tax, and Total.

Interested in our AVaaS offering or other service options? Contact your sales representative.

By signing this agreement, you are accepting our Terms and Conditions. This does not negate the need for a purchase order or any other purchasing requirement which your company necessitates. Data Projections reserves the right to require a customer down payment/deposit contingent on the creditworthiness of the customer.

Data Projections, Inc.

SIGNATURE:
NAME: Kalli Quisenberry
TITLE: Regional Manager
DATE: 02/28/2025

City Of New Braunfels

SIGNATURE:
NAME:
TITLE:
DATE:



GENERAL TERMS AND CONDITIONS

Exclusions

The following work is **not included** in our Scope of Work:

- All conduit, high voltage, wiring panels, breakers, relays, boxes, receptacles, etc.
- Concrete saw cutting and/or core drilling.
- Firewall, ceiling, roof, and floor penetration.
- Necessary gypsum board replacement and/or repair.
- Necessary ceiling tile or T-bar modifications, replacements, and/or repairs.
- All millwork (moldings, trim, cut-outs, etc.).
- Patching and Painting.
- Permits (unless specifically provided for and identified within the contract).

This Scope of Work is delivered based on the following Assumptions:

- Site preparation by the Customer includes electrical, wall reinforcement, telephone, and data network infrastructure placement per Data Projections specification.
- All work areas should be clean and dust-free before the beginning of on-site integration of electronic equipment.
- Customer communication of readiness will be considered accurate and executable by the Data Projections project manager.
- In-Room(s) where installation is to be completed is to be made available for Data Projections exclusive use on the days of the scheduled installation. Unless specifically arranged in advance, rooms will be available during normal business hours, defined as Monday through Friday, 8:00 AM to 5:00 PM excluding holidays. All required spaces (rooms, access points, etc.) must be available at the start of the installation and remain available for the duration of the Project. Any required space that is unavailable during the scheduled installation timeframe may result in delayed delivery of the Project and/or additional charges. Additional rates will only be applied after execution of Data Projections generated Project Change Request according to the Change Management Procedure section following and signed approval by Owner or Owner's representative.
- The project schedule must allow for sufficient time for completion of all installation and final testing of systems before occupancy of the site. If sufficient time is not allowed, Data Projections will be held harmless for systems that do not meet requirements. In this case, all costs associated with the completion of work, including overtime labor rates, will be considered outside the scope of this offering and billable to the Client. Unless otherwise stated, the installation shall be scheduled contiguously from start to finish. Projects requiring multiple site visits and/or intervals of inactivity between events must be noted as such before acceptance of this SOW. If notification is made after initial acceptance of this SOW, the Change Management Procedure section following shall be implemented and additional charges may apply. Data Projections reserves the right to revise the proposal/scope of work based upon information obtained from subsequent site surveys and other sources not available at the time that the original proposal was issued.
- Data Projections reserves the right to substitute equipment of similar specifications should any of the specified equipment be unavailable at the time of order from the manufacturer. This will be done in an effort to maintain the completeness of the proposed audiovisual system and meet the anticipated installation schedule. Data Projections will notify the client in the event there is a need for any equipment substitutions.
- Client is to provide secure storage for equipment during a multiple-day integration. If secure storage is not available for the duration of the multiple-day integration period, Data Projections reserves the right to; delay the installation until secure storage is available which could result in project completion delays and additional storage and delay fees; payment in full for the materials and equipment that cannot be secured thus constituting transfer of ownership and relieving Data Projections of its responsibility and liability for security and protection of said materials and equipment against damage and theft.
- If Customer furnished equipment and existing cabling are to be used, Data Projections assumes that these items are in good working condition and will integrate into the designed solution. Any troubleshooting, repair, replacement, and/or configuration of these items that may be necessary will be made at an additional cost.
- All Network configurations including IP addresses are to be provided, operational, and functional before Data Projections' integration begins. Data Projections will not be responsible for testing the LAN connections.



- Cable or Satellite drops must be in place with converter boxes operational before the completion of integration. Any delay resulting in extra work caused by the late arrival of these items will result in a change order for time and materials.
- Document review/feedback on touch panel layout/correspondence will be completed by the Customer within two business days

Integration Project Management Processes

Data Projections will follow a foundational project management process which may include the following actions/deliverables (based on the size/complexity/duration of the integration project):

- Needs Analysis – performed before Scope of Work
- Project Welcome Notice – emailed upon receipt of Purchase Order/Notice to proceed
- Project Kick-Off meeting with Customer Representative(s) – either by phone or in-person
- Project Status updates – informal or formal – either by phone, email, or in-person (based on the size/complexity/duration of the project)
- Project Change Control – comprised of Field Directed Change Order and/or Contract Change Order submittals
- Substantial Completion– Client walk-through and user acceptance training before project is transitioned to Service department

User Acceptance Training

This is geared specifically towards the end-user/operator. The purpose of this training is to provide operators with the necessary knowledge to confidently and comfortably operate all aspects of the integrated system. Areas of training include the following:

- Equipment and system overview
- Equipment operation and function
- Equipment start-up, stop, and shut Down
- Equipment automatic and manual operation
- Discussion and documentation relating to control system operation
- Discussion and documentation relating to system processor and its control applications
- Powering up, powering down AV system via a control system
- Manual operation of display systems, audio systems, and all other related components
- Use/operation of patch panels, when and where to be used
- Who to contact if help is required.

Change Management Procedure

Any changes to the scope of the project that effect the contractual value of the project must be in writing signed by the Client and an authorized representative of Data Projections, Inc. Oral changes to the project scope, equipment, or materials shall not be binding upon the parties. Changes may impact the ability of Data Projections, Inc. to deliver the desired solution per the original terms of the Contract. After acceptance of this Scope of Work, such signed and approved change orders will be incorporated by reference into and become part of this Contract.

Proprietary Notice

This proposal contains confidential information and intellectual property of Data Projections and may be legally privileged. The recipient agrees not to reproduce or make this information available in any manner to persons outside the group directly responsible for the evaluation of its contents.

Returns

The approval of product returns is at the discretion of Data Projections and the specified manufacturer and requires a return authorization number if the request is approved. Products that are defective will be repaired, replaced, or credited in accordance with the manufacturer's warranty. Goods returned for reasons other than warranty or defect must be requested in a timely manner and must be in their original, undamaged, and untarnished condition and must include all original packaging, documentation, and accessories. Restocking fees may apply



to the items being returned. Any custom-ordered products are not eligible to be returned. Please consult Data Projections for additional details.

Warranty

All new equipment provided by Data Projections includes each manufacturer's full warranty from the date of invoice. Data Projections will honor all manufacturer warranty requirements as depot service. Data Projections supplies a 90-day workmanship warranty from the date of completion of the said system unless superseded by an extended warranty, or Data Projections service agreement. Data Projections warrants the system to be free of defects in materials and workmanship and fit for the intended purpose. This warranty does not cover equipment or system abuse, misuse including, but not limited to, operating outside of environmental, electrical, temperature, or humidity specifications, system alterations neither approved nor performed by Data Projections; or repair by a service facility other than those authorized by the manufacturer.

Indemnification

Data Projections agrees, to the fullest extent permitted by law, to indemnify and hold harmless the Client, its officers, director, and employees (Collectively, Client) against all damages, liabilities, or costs, including reasonable attorney's fees and defense costs, to the extent caused by the Data Projections' negligent performance of professional services under this Agreement and that of its subcontractors or anyone for whom Data Projections is legally liable. The Client agrees, to the fullest extent permitted by law, to indemnify and hold harmless Data Projections, its officers, directors, employees, and subcontractors (collectively, Data Projections) against all damages, liabilities, or costs, including reasonable attorneys' fees and defense costs, to the extent caused by the Client's negligent acts in connection with the Project and the acts of its contractors, subcontractors or consultants or anyone for whom the Client is legally liable. Neither the Client nor Data Projections shall be obligated to indemnify the other party in any manner whatsoever for the other party's own negligence.

No Hire Policy

During the term of the Contract, and for a period of one (1) year after the termination of the Contract, or the completion of the project, whichever is later, the Client agrees that it will not directly solicit the employment of any individual that was employed by Data Projections during the term of the Contract. In the event Client breaches this provision, the parties agree that it would be difficult to establish the precise amount of damages incurred by Data Projections as a result of such conduct, and therefore the parties agree that immediately upon hiring said individual, Client shall pay to Data Projections an amount equal to 50% of the gross annual salary or wages paid to the individual in question during the twelve months before the termination of that individual's employment with Data Projections. This fee shall not apply if the individual responds to a general employment advertisement through newspapers, online job boards or postings, agencies, open houses, or job fairs.

Payment Terms

The total for this proposal/project is presented as a "not to exceed" unless Data Projections and the Client agree to add hardware, software, or functionality not specifically addressed in this Statement of Work/Executive Summary. If the project is delayed due to the client or client's facility not being ready within the agreed upon timeframes, or as a result of backorder delays outside of Data Projection's control, the Client may be requested to issue payment for the hardware as it is physically received.

The payment schedule is contingent on the established line of credit approved by the company. If credit terms are extended, the standard terms are NET 30 days. If credit terms are not requested or extended, payment will be required in full before hardware is ordered or installation dates are scheduled. Data Projections will assess a surcharge of 2.29% on all credit card transactions to cover our processing costs. The surcharge imposed will not be greater than the direct cost incurred from the processing of credit card payments. Data Projections does not surcharge debit card transactions.

***Data Projections reserves the right to invoice for hardware upfront and to progress bill for all projects as necessary. Progress billing may include charges for hardware upon order placement, hardware received and stored by Data Projections or the client, and for services rendered at the time of billing. This ensures project continuity and alignment with procurement and implementation timelines.**