



CITY OF CALABASAS

REQUEST FOR PROPOSAL

TV PRODUCTION & AV SYSTEMS UPGRADE PROJECT

Bid Due Date: September 26, 2022

City Clerk's Office

City of Calabasas

100 Civic Center Way

Calabasas, CA 91302

Attn: TV Production & AV Systems Upgrade Project

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September 21, 2022


City Clerk's Office
City of Calabasas
100 Civic Way
Calabasas, CA 91302
Attn: TV Production & AV Systems Upgrade Project


Dear Sir or Madam,

Thank you for the opportunity to provide you pricing on your TV Production & AV Systems Upgrade Project. We have provided a proposal that is based on the scope of this project which includes the information provided in the RFP Package, attending the job walk, the Basic Systems Signal Flow Diagram, the provided equipment list, and the years of experience designing and installing similar systems.

A general scope of this project is for Triton to provide the services for design, installation, and commissioning to the following systems:

 Council Chamber Audio Visual System which includes the following new equipment; Presentation Matrix Switcher, DSP (Digital Signal Processor), Gooseneck Microphones, Ceiling Microphone, 2 Channel RF Assistive Listening System, additional speaker for the dais, network switch, PC and miscellaneous rack and support equipment. This equipment will be controlled using (2) 12" Tabletop Control Touch Panels that Triton will Program. Triton will also be responsible for the programming of the DSP. All of this Audio-Visual Equipment will support the council meetings with some signals being integrated into the TV Broadcast and Production System. This will also include integration of existing equipment that is currently in use for the Council Chamber Audio Visual system.


 TV Broadcast Production System which includes the following new equipment; five PTX Zoom Cameras, PTZ Camera Controller, Switcher, Switcher Panel, Audio Monitoring, Speakers, Multiview Monitoring and other required monitoring, terminal and conversion hardware, network switch, Hyperdeck recorder, PC, web streaming device, KVM and miscellaneous rack and support equipment. All of this Broadcast and Production equipment will be integrated to support the broadcast of the meetings. This will also include integration into existing On-Air Playback Automation System, Granicus Web streaming with signals also going back into the Council Chamber Audio Visual System.


 Tie lines from Founders Hall AV System integrated into both the Council Chamber Audio Visual System and TV Broadcast Production System.

Triton Technology Solutions, Inc 32234 Paseo Adelanto Suite E-1 San Juan Capistrano, CA 92675
949.388.3919 Office * 866.275.9175 Fax * www.TritonTechnologySolutions.com

This document is confidential between Triton and the City of Calabasas and cannot be shared with anyone outside of either organization without approval from either organization.

Other services Triton will be providing as part of this project include:

 Decommission and Removal of existing systems and equipment. Triton will decommission and remove equipment that will no longer be in use.

 Design and Integration of Owner Furnished Equipment. There will be existing equipment Triton will need to include in the design and integration of the new systems.

The RFP calls for the integration contractor to fully develop and design these systems. To do this we will follow our Project Process, which regardless of size, we follow. Our Project Process which includes detailed project design, engineering, and install/build/test phase criteria. Each set of project design phase deliverables builds upon the previous one, adding definition and detail. Within each Project Phase, we follow good engineering practices and standards and abide by all required local, state, and federal codes and laws. As part of our process, Triton produces a complete set of deliverables upon project completion. These deliverables include hard and electronic copies of all “as-built” CAD drawings, all technical documentation, all equipment and system manuals, and all warranty information. Until the design is complete the city needs to consider this proposal as not final as equipment may need to change based on the final design. The RFP did not ask for the contractors to consider adding a contingency, but I would highly suggest the city adds a contingency to this project. A contingency may need to be required as equipment may need to be added or changed based on the final design.

Thank you for the consideration of our proposal. Please do not hesitate to contact me if you have any questions or concerns.

Sincerely,

Kristen Tetherton
President

QUALIFICATIONS AND EXPERIENCE – COMPANY INFORMATION

Purpose





To design and build state of the art broadcast, production, audio-visual, and content distribution systems. Triton Technology Solutions is committed to serving our clients as a technology partner.

Vision












Our vision is that every Triton client would be equipped with the facilities and tools necessary for successfully completing their goals and purpose.

Mission Statement

Our Mission is to turn a complex world of audio and video technology into a simple solution by:

-  Providing a collaborative experience with our clients.
-  Partnering with our clients as their technical experts or engineering arm.
-  Providing the highest quality services and deliverables.
-  Always doing what is right for our clients.
-  Serving the Broadcast, Production, Sports, Corporate, House of Worship, Media/Entertainment, Education and Government Markets.
-  Executing and implementing our client's visions.
-  Providing support during and after project completion.

Licenses and Certifications

-  Triton holds a C7 Contractors License in the State of California. License # 951869
-  Triton is certified as a Woman Business Enterprise Certification #: WBE1802450
-  Triton is certified as a Small Business (Micro) Certification ID: 1409480
-  Various certifications held by Triton's staff:
 -  OSHA 10 & 30, CPR, First Aid
 -  Crestron DMC-T-4K, DMC-D|4K, DMC-E-4K, DM-NVX, DM-NVX,N
 -  Audinate DANTE LEVELS 1, 2, & 3
 -  Biamp Be2 Audio DSP Certification
 -  AVIXA CTS
 -  Zoom Room University Certifications 1-8 Partner Technical Training
 -  Newtek Sales, Live Production, and 3Play Certifications

QUALIFICATIONS AND EXPERIENCE – KEY PERSONNEL

The executive in charge of this project with all engineering and management responsibilities is Brian Rose. Kristen Tetherton will be responsible for the project management and administration of the project.

The Key Personnel are:

- Kristen Tetherton, President
- Gus Allmann, Chief Technology Officer
- Brian Rose, Vice President of Engineering

Contact Information is as follows:

Kristen Tetherton	Email kristen@tritontech.tv	Phone (949) 388-3919
Gus Allmann	Email gus@tritontech.tv	Phone (619) 990-2409
Brian Rose	Email brian@tritontech.tv	Phone (760) 285-7759

Following are brief biographies of the Triton team which highlight their skills, experience, and quality certifications.

Kristen Tetherton is one of the original founders of Triton Technology Solutions, Inc. and is the President of the company. Kristen began her career in the television broadcast, production, and audio-visual industry in 1991 after graduating San Diego State University with a Bachelor of Arts degree in mathematics. Kristen fell into this industry and became successful through hard work, diligence, and an aptitude to understand. She learned the equipment, technology, operations, and workflows of the television broadcast, production, and audio-visual industry. She had the support of several strong mentors along the way.

Kristen's career in this industry has spanned 31 years. She previously worked for Ikegami Electronics, Shoreline Video, Burst Communications and TV Magic. For the past twenty-two years Kristen has been focused on Broadcast, Production and Audio-Visual Integration Projects for local government, corporate, networks, house of worship, colleges, and universities

In 2010 Kristen decided to form Triton Technology Solutions, Inc. with partners Gus Allmann and Pat Thompson. Pat Thompson left the company in 2015 to be a stay-at-home dad. Gus Allmann and Brian Rose are Kristen's current partners.

As the President of Triton, Kristen provides strategic leadership for the company and employees. She collaborates with her team to establish long-range goals, strategies, plans and policies. She continues to collaborate directly with clients through the sales process, project management, design, and implementation of the system. Kristen surrounds herself with an effective and competent team and continues to be part of the sale process, which she thoroughly enjoys.

Kristen thrives on interesting and challenging projects. One of her most challenging projects was the installation and mounting of a 4.5M satellite dish on the top of a six-story building in downtown Los Angeles. This was challenging not because of the technology but the coordination it took with many entities; City of Los Angeles departments (Police, Permit, Traffic Control), crane, contractors, building owner, and freight carrier. One of the most interesting projects was a feasibility study and subsequent implementation of a tapeless video recording system for JAXA (the Japanese space agency) that was installed on the International Space Station.

Kristen enjoys working in this industry and has continued to learn and grow throughout her career **BECAUSE TECHNOLOGY NEVER ENDS.**

Gus Allmann has been actively involved in every aspect of television and related technologies since 1970. He has held many technical, operational and management positions within the industry from technician to Executive Vice President of Engineering, to presently Chief Technology Officer. He has operational experience as a camera operator, recording engineer, producer, director, and Vice President of Operations. His management expertise has been honed to a fine skill by leading diverse teams of varying skill level to obtain outstanding results in media services management, project, and program management. Gus's background gives him extensive and unique insight into all aspects of the television and media industry.

Gus's background includes 19 years with the federal government providing technical support and management of media services for 8 sites around the world. He has also technical, general and sales management of several southern California video integrators and dealerships. Gus has the business, management, and engineering expertise to provide a comprehensive understanding of any system requirements to meet a wide range of customer expectations.

In 1999, Gus founded system integrator TV Magic with Steve Rosen. Gus headed TV Magic's engineering efforts creating standards for design documentation, installation procedures and all project processes. Under Gus's direction in a few short years, TV Magic grew to be an industry leader in broadcast systems design and integration completing many high-profile projects and winning many industry kudos and awards. As Vice President of Engineering, Gus was responsible for the corporate level engineering standards, practices, and training for engineering personnel at offices in San Diego, Burbank, and New York/New Jersey. He provided critical design review of all engineers within the company including contract engineers and was the Responsible Managing Official (RMO) for the California Contractors C-7 license. While Gus supervised all engineering aspects of TV Magic projects, he maintained personal involvement as design engineer in several high-profile projects. Gus's design for Trinity Broadcasting Network's affiliate automated master control systems (160 channels across 32 affiliates) earned a prestigious Broadcast Engineering Magazine Excellence Award in 2007. Gus also completed the design and supervised integration of a state-of-the-art all digital tapeless news facility for the FOX Network affiliate in San Diego.

Gus brings an extremely high level of knowledge, experience, and confidence in television related technologies to all of his projects. He has the foresight to “future proof” designs and to make cost effective use of available technology. Capable of “pushing the envelope,” he ensures that technology is properly applied with the ergonomics of systems design and workflow patterns paramount to each project, ensuring that technical excellence does not outweigh human factors.

Gus maintains his technical expertise through direct contact with manufacturers, training programs, customers, and professional organizations such as the Society of Broadcast Engineers (SBE) and the Society of Motion Picture and Television Engineers (SMPTE), the National Systems Contractors Association (NSCA), and others. He has published articles on facility design in Broadcast Engineering and co-authored other articles for various TV Technology publications.

Brian Rose is Triton’s Vice President of Engineering and has been in broadcast operations and engineering for more than twenty years. He began his broadcasting career at a three-station radio group in Susanville, CA. Upon moving to Las Vegas, NV, he worked as a broadcast engineer and designated Chief Engineer for radio stations KNUU and KRLV.

Shortly after moving to Las Vegas, he was hired as MIS Manager for the Talk America Radio Networks and promoted to Director of Engineering. After Talk America was purchased by the IDT Corporation, Brian supervised moving the nationally syndicated network to Newark, NJ, including the transfer of programming and operations. In addition, Mr. Rose designed and managed the construction of a new digital studio complex. This state-of-the art facility was featured in multiple industry leading trade publications including Radio World and BE Radio.

While at IDT Corporation, Brian served as Vice President of Engineering & Operations for WMET in Washington DC (another network purchased by IDT). He supervised a 50-Kilowatt power upgrade at an AM transmitter site, designed and managed the construction of a new 8500 sq. ft digital studio complex containing two production rooms, a master control studio, talk studio, and a newsroom for the WMET network.

Brian relocated back to his home-state of California in the early 2000’s, where he began working at TV Magic as a Project Engineer. He participated in various projects including worship center A/V and TV production, city council chambers A/V and TV production, community center A/V projects, and more.

He supervised the offsite and onsite work for HD upgrades at both the Saddleback Church in Lake Forest, CA and for Word of Life Christian Center in Las Vegas, NV. He served as Project Engineer for the David H. Koch Theater at Lincoln Center in New York City, designing, and supervising the installation of the broadcast center, in-house IPTV system and Media Asset Management systems.

Brian joined Triton Technology Solutions, Inc. in 2011 as a Project Engineer. Brian recently led the design teams on the City Council Chambers upgrades projects for the cities of Costa Mesa, Irvine, Santa Barbara, and Palm Springs, as well as new broadcast video and radio production facilities for Saddleback College. He oversees service work for all of Triton's service contracts providing continuity with these facilities and continues to be involved in expansions and changes at various facilities.

Certifications include: AVIXA CTS, Extron AV Associate, Biamp Be2, Crestron DMC-E-4K, Chief Certified Partner, Audinate DANTE II.

Additional training includes manufacturer training from Solid State Logic, AMX, Crestron, Evertz, Ross Video, Premier Mounts, and others.

QUALIFICATIONS AND EXPERIENCE – REFERENCES

Triton has been designing and building similar systems to the City of Calabasas TV Production & AV System Project. Here is a list of current clients that you can contact to talk about the services we have provided them through the years including Audio Visual, Production and Broadcast Systems.

CITY OF SANTA BARBARA

Tony Ruggieri, Production Supervisor

PH: (805)564-5311

Email: truggieri@ci.santa-barbara.ca.us

CITY OF IRVINE

Tom MacDuff, Media Services Coordinator

PH: (949) 724-6216

Email: tmacduff@ci.irvine.ca.us

COUNTY OF SANTA BARBARA

Paul Westmacott, CSBTV CH 20

PH: (805) 636-9026

Email: pwestmacott@countyofsb.org

CITY OF COSTA MESA

Jeff Trujillo, Production Coordinator

PH: (714) 754-5171

Email: JEFF.TRUJILLO@costamesaca.gov

CALIFORNIA BAPTIST UNIVERSITY

Jason Stephenson, Director of Media Production

PH: (951) 552-8004

Email: jstephenson@calbaptist.edu

PROJECT BACKGROUND

The City of Calabasas has put out an RFP to upgrade their TV Production and Audio-Visual Systems.

SCOPE OF WORK

This scope of work includes Triton performing all phases detailed below in our Project Process with the deliverables detailed in each phase.

Triton's Design will include the equipment specified in the RFP and quoted in this proposal. We rely heavily on our Project Process, which is outlined below. There may be equipment additions or changes as we go through this process so the city should be prepared to have a contingency added to our proposal or the contractor they choose to award this contract to.

PROJECT PROCESS

This project includes our Project Process, which describes our approach and methodology to a design and build project. The entire process is made up of four phases in which each one is built upon the other.

The two phases, Program Phase and Design Phase, will require collaboration between us and the City of Calabasas to define all the project requirements. Without collaboration, it is not possible to define the customer's objectives and expectations, nor design a system that will meet them

Within both the Program and Design Phase, the client will be required to review and approve all deliverables before proceeding to the next phase. This allows the client to fully understand their systems specification, capabilities, budgets, timelines, etc. This review and approval process confirms that the design is meeting their objectives and expectations.

The Project Process includes value engineering throughout the entire process, which allows us to discuss alternative designs, products and/or processes that could be applied to the project with the benefit of saving the customer money.

Our Project Process is as follows:

- I. **PROGRAM PHASE:** The first phase of the process is to develop the conceptual design and define overall project goals. This phase allows the project team to brainstorm at a high level and determine the specific functionality for each system area and location of the project. The deliverables of this phase include block and flow diagrams, a Rough Order of Magnitude (ROM) estimate of proposed equipment, space layout drawings and preliminary functional description of the system.
 - a. Conduct and attend up to 3 Meetings, one onsite and two remote meeting.

- b. Provide Needs Analysis
- c. Review Existing Documentation – Facilities
- d. Benchmark Comparable Facilities
- e. Conduct Program Meeting – Management, Operator, Engineering
- f. Program Report including:
 - i. Conceptual Design
 - ii. ROM estimate of proposed equipment
 - iii. Equipment Demonstrations
 - iv. Preliminary functional description of system
- g. This phase is signed off as completed by the client before moving to Design Phase.

II. DESIGN PHASE: The Design Phase refines the research and design findings from the Program Phase. This second phase takes the information from Program Phase and develops the design into detail. Once this phase is completed, the client will know everything that needs to be known about the project from a technical standpoint including how all equipment will be wired, where the equipment will be installed, what size technical furniture or number of racks will be required, as well as electrical and mechanical requirements. A final Bill of Material is prepared inclusive of specific line-item equipment lists. This phase includes the following:

- a. Conduct and attend up to four Meetings, two onsite and two remote meetings.
- b. Research Benchmark Equipment
- c. Develop System Design
- d. Establish the Infrastructure
 - i. Concept
 - ii. Schematic, Design (Wire Diagrams)
- e. Critical Design Review of Technical Systems
- f. Final space planning, floor plans, equipment locations, etc.
- g. Rack elevations and/or console and furniture layouts
- h. Mounting Details (Projector, Monitors, Cameras, etc.)
- i. I/O Panel Design and Layout
- j. Identification of power, and conduit requirements. The customer will complete the implementation of power and conduit requirements.
- k. Deliverables and Approval
 - i. Provide 11X17 Drawings using Triton Title Blocks in both hard and soft copy. Soft copy is delivered in both AutoCAD and pdf formats. Drawings include single line drawings that document every cable and all the equipment that will be installed in this project. (Cables not documented include power, keyboard, and mice.) Depending on the project other drawings may include floor plans, reflected ceiling plan, console and rack elevations.
 - ii. Provide Bill of Material (BOM) in both hard and soft copy formats. Soft copy is provided in both Excel and pdf formats. It will be formatted with the following order: item #, quantity, manufacturer, equipment model #, description, price, and extended price. If there is Customer Furnished

Equipment (CFE) that is required in this project, those items will be designated as CFE on the BOM with no price associated with it.

- iii. Provide Cable Database in both hard and soft copy formats. Soft copy is provided in Excel format.
- iv. Project cost quote for remaining phases.
- v. Project Timeline for remaining phases.
- I. This phase is signed off as completed by the client before moving to Installation Phase.

III. INSTALLATION PHASE: Once the customer approves the design, the project moves to the installation phase. Deliverables and activities in this phase are as follows:

- a. Installation Coordination Meeting
- b. Create cable labels
- c. Prepare Submittals
 - i. Shop Drawings
 - ii. Sample Finishes
 - iii. Detailed Technical Drawings
- d. Customer to procure all equipment
- e. Prepare New Site for Installation
 - i. Rack
 - ii. Grounds
 - iii. Cable Trays
- f. Pre-Assembly and testing
- g. Assemble and test the Technical System
- h. Install Equipment
- i. Run Cables
- j. Label all cables and equipment
- k. Vendor Commissioning
- l. Deliverable
 - i. All Equipment Installed
 - ii. Wiring Complete
- m. This phase is signed off as completed by the client before moving to Commissioning Phase.

IV. COMMISSIONING PHASE: This is the system startup phase where the equipment and wiring are tested, operational parameters set, and configured to ensure complete functionality. Triton coordinates operational training provided by the equipment manufacturer. The working system is delivered to the client as a fully functional and operating system. This phase includes system acceptance by the customer, as-built engineering drawings delivery, and overall technical system review. Deliverables and activities in this phase include:

- a. Set equipment parameters
- b. Preliminary Tests
- c. Generate Punch List
- d. Inspect, Test, and Align System
- e. Up to 10 Hours of system and technical review for the CUSTOMER'S technical staff responsible for the maintenance and troubleshooting of the system is included at no cost. The 10 hours is over the course of two days.
- f. Deliverables
 - i. Final As-Built Engineering Drawings will be provided in both Hard and Soft Copy.
 - 1. One set of bound notebooks(s) will be provided to house the hard copy drawings printed on 11"X17" size paper.
 - 2. Two USB Drives with electronic copies of:
 - a. AutoCAD dwg files of the as-built drawings
 - b. Adobe pdf files of the as-built drawings
 - c. Microsoft Excel Wire List
 - ii. Items delivered to the customer that were included with any new equipment
 - 1. Operational Manuals (if provided by manufacturer)
 - 2. Manufacturer CD's containing the software versions and releases installed on the equipment (if applicable)
 - 3. Equipment accessories/options not needed during the installation
 - 4. Other technical information that may have been provided
- g. Project Sign Off from Client



CALABASAS PROJECT SCHEDULE	DATE: 9/20/22 REVISION: 0
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BIDDING AND CONTRACT PHASE

Name	Assigned To	Timeline - Start	Timeline - End	MEETING TYPE
Bid due date	Triton	2022-09-26	2022-09-26	N/A
Bid Awarded	Calabasas	2022-09-26	2022-10-26	N/A
Contract or PO executed	Calabasas	2022-11-04	2022-11-04	N/A
		2022-09-26	2022-11-04	

PROGRAM PHASE

Name	Assigned To	Timeline - Start	Timeline - End	MEETING TYPE
Kick Off Meeting	Triton, Calabasas	2022-11-11	2022-11-11	Onsite
Develop Conceptual Design	Triton	2022-11-14	2022-12-02	N/A
Review of Conceptual Design	Triton, Calabasas	2022-12-06	2022-12-06	Remote
Update Conceptual Design and ROM Budget	Triton	2022-12-07	2022-12-23	N/A
Final Conceptual Design and ROM Budget Meeting	Triton, Calabasas	2022-12-26	2022-12-26	Remote
Conceptual Design and ROM Budget Approval	Calabasas	2022-12-27	2023-01-06	N/A
Order Equipment with Long Lead Times	Triton	2023-01-09	2023-01-13	N/A
		2022-11-11	2023-01-13	

DESIGN PHASE

Name	Assigned To	Timeline - Start	Timeline - End	MEETING TYPE
Detail Drawing Development	Triton	2023-01-16	2023-02-17	N/A
Detail Drawing Review	Triton, COSB	2023-02-22	2023-02-22	Onsite
Detail Drawing Finalization	Triton	2023-02-23	2023-03-17	N/A
Final Design and Bill of Materials Review	Triton, COSB	2023-03-22	2023-03-22	Onsite
Detail Design and Bill of Materials Approval		2023-03-23	2023-03-31	N/A
		2023-01-16	2023-03-31	

INSTALLATION PHASE

Name	Assigned To	Timeline - Start	Timeline - End	MEETING TYPE
Order remaining equipment and materials	Triton	2023-04-03	2023-04-07	N/A
Receive Equipment and Materials	Triton	2023-04-10	2023-06-02	N/A
Onsite Installation	Triton	2023-06-05	2023-06-23	Onsite
		2023-04-03	2023-06-23	

COMMISSIONING PHASE

Name	Assigned To	Timeline - Start	Timeline - End	MEETING TYPE
Commission Equipment	Triton	2023-06-26	2023-06-30	Onsite
Training 1st Day	Triton, Calabasas	2023-06-30	2023-06-30	Onsite
Training on 2nd Day	Triton, Calabasas	2023-07-11	2023-07-11	Onsite
Triton Attend 1st Meeting	Triton, Calabasas	2023-07-11	2023-07-11	Onsite
Delivery of As-Built Drawings and Sign Off	Triton	2023-07-11	2023-07-11	N/A
Calabasas Sign off on Project	COSB	2023-07-11	2023-07-11	N/A
		2023-06-26	2023-07-11	

PRICING

The total for the project is as follows:

 AV Presentation:	\$143,749.63
 TV Broadcast Production:	\$160,663.72
<hr/>	
PROJECT TOTAL:	\$304,413.35
  Optional Annual Service Agreement:	 \$ 13,250.00¹
¹ Not included in project total above.	

Following this page is the breakdown of the AV Presentation and TV Broadcast Production Individual costs for the equipment, labor, and installation materials prices.







The Optional Annual Service Agreement will follow the breakdown of costs for the AV Presentation and TV Broadcast System costs.

PAYMENT TERMS

Payment terms for this project is as follows:

EQUIPMENT AND INSTALLATION MATERIALS - Equipment and Installation materials to be invoiced once shipped to your warehouse, or Triton's, whichever occurs first with payment due in Net 30 days.

LABOR – Labor to be invoiced with payment due in Net 30 days at the following milestones:

-  10% of the Labor to be invoiced at time of kick off meeting
-  10% to be invoiced at time that conceptual drawing is delivered for review.
-  10% to be invoiced at time that 1st single line drawing is delivered for review.
-  30% to be invoiced at the completion of the first week of installation.
-  30% to be invoiced at the completion of the 3rd week of being onsite.
-  10% to be invoiced upon the delivery of the As-Built Drawings.

CUSTOMER: City of Calabasas
 ADDRESS:
 CONTACT:
 PHONE #:
 EMAIL:



32234 Paseo Adelanto Suite E-1 | San Juan Capistrano, CA 92675
 phone: 949.388.3919 | fax: 866.275.9175
 www.TritonTechnologySolutions.com | contractor's license #951869

QUOTE DATE: September 22, 2022
 PROPOSAL #: Calabasas BOM_V0
 AV PRESENTATION
 SHEET TAB: SYSTEM

ITEM #	QTY	MANUFACTURER	MODEL #	DESCRIPTION	PRICE	EXTENDED PRICE
VIDEO PRESENTATION AND CONTROL						
1	1	Extron	60-1545-009067	AV CrossPoint Series matrix switcher router Custom XTP II 1600-AAEEEE80 XTP II CROSSPOINT 1600 FRAME XTP CP 4i 4K INPUT - 26W XTP CP 4i 4K INPUT - 26W XTP II CP 4i HDMI 4K PLUS INPUT XTP II CP 4i HDMI 4K PLUS INPUT XTP CP 4o 4K OUTPUT - 26W XTP CP 4o 4K OUTPUT - 26W XTP II CP 4o HDMI 4K PLUS OUTPUT XTP MATRIX I/O BLANK PLATE NOTE: This frames input slots are filled and there is only one output slot available. To move to the next size frame is approximately \$10,000 more..	\$24,052.00	\$24,052.00
2	2	Extron		Matrix Switcher Input Receiver Board - <u>Included in above.</u>	\$0.00	\$0.00
3	2	Extron		Matrix Switcher Output Transmit Board - <u>Included in above.</u>	\$0.00	\$0.00
4	2	Extron		Matrix HDMI Board Input Board - <u>Included in above.</u>	\$0.00	\$0.00
5	1	Extron		Matrix HDMI Board Output Board - <u>Included in above.</u>	\$0.00	\$0.00
6	4	Extron	60-1524-01	XTP SR HD 4K HDMI Twisted Pair Scaling Receiver	\$853.00	\$3,412.00
7	4	Extron	60-1524-12	XTP T HD 4K HDMI to Twisted Pair Transmitter Note: This called for scaling but Extron offers only scaling on receivers, not transmitters.	\$822.00	\$3,288.00
8	4	Extron	60-1524-12	XTP T HD 4K PC/Laptop connection transmitters	\$822.00	\$3,288.00
9	1	Extron	60-1429-01	IPCP PRO 250 Control Processor	\$822.00	\$822.00
10	2	Extron	60-1788-02	TLP Pro 1225TG 12" Tabletop Control Touch Panel	\$3,162.00	\$6,324.00
11	2	Extron	60-1361-01	PI 140 POE Injectors	\$209.00	\$418.00
12	1	Barco	C-10	ClickShare Includes C-10 Base and (1) Gen4 Button	\$1,437.00	\$1,437.00
13	8	Lilliput	A11	10.1" 4K HDMI & 3G Monitor	\$312.00	\$2,496.00
14	8	VIVO	STAND-V001R	Tilttable Low Profile Monitor Stand	\$75.00	\$600.00
15	2	AJA	3GDA-R0	1:6 HD DA - 1x6 3G HD/SD SDI reclocking Distribution Amplifier, 120M 3G Cable Equalization	\$399.00	\$798.00
16	1	Netgear	GSM4352PA-100NES	Netgear M4300 - 48x1G PoE+ 480W, 2x10G, 2xSFP+ Managed Switch Note: Cisco switches are not available. The City can supply the switches if they have access to Cisco.	\$2,533.00	\$2,533.00
SUBTOTAL:						\$49,468.00
SOUND REINFORCEMENT						
17	7	Shure	MX418D/C	Desktop Microphones 18" Gooseneck w/LED & Desktop Base	\$299.00	\$2,093.00
18	1	Biamp	Tesira Server IO-AVB	DSP Digital Signal Processor Server Chassis w 48 Channel I/O	\$5,063.00	\$5,063.00
19	1	Biamp	Tesira SVC-2	DSP Modular Phone VOIP/SIP Receiver Card	\$444.00	\$444.00
20	3	Biamp	Tesira SIC-4	DSP 4 Input Mic/Line Card	\$257.00	\$771.00
21	1	Audix	MW70WD / DN43	The M70WD is a steerable, flush-mount condenser microphone designed for distance miking. The DN43 is an analog-to-Dante (or AES67) interface for the Audix M3 tri-element microphone. Note: Biamp JB-CM1 is discontinued with no replacement.	\$1,208.00	\$1,208.00
22	2	Biamp	Tesira SOC-4	DSP 4 Output Line Card	\$225.00	\$450.00
23	1	Biamp	Tesira DAN-1	DSP 64X64 Dante Module	\$1,032.00	\$1,032.00
24	1	Biamp	EX-LOGIC	Ethernet Logic 16 Channel	\$438.00	\$438.00
25	1	Marshall	AR-DM51-B	1RU Digital Audio Monitor/Speaker Rack Mount	\$892.00	\$892.00
26	4	Ross	ADA-8405-C-R2C	1 x 4 Stereo Analog Audio DA	\$437.00	\$1,748.00
27	1	Listen Tech	LS-31-072	3 Channel RF Assistive Listening System Includes: One (1) LT-803-072-01 3-Channel RF Transmitter (72 MHz) One (1) LA-122 Universal Antenna Kit One (1) LA-326 Universal Rack Mounting Kit Four (4) LR-3200-072 Intelligent DSP RF Receiver Four (4) LA-401 Universal Ear Speaker Two (2) LA-430 Intelligent Ear Phone/Neck Loop Lanyard One (1) LPT-A107-B Dual RCA to Dual RCA Cable 6.6 ft. (2 m) One (1) LA-423-01 4-Port USB Charger One (1) LA-304 Assistive Listening Notification Signage Kit Additional Receivers, or Neck Loops maybe required depending on occupancy of council chamber	\$1,276.00	\$1,276.00
28	2	Shure	MXN5W-C+TB-V	Stereo Speakers for Directional Dais Sound	\$437.00	\$874.00
SUBTOTAL:						\$16,289.00
NETWORKING SYSTEM						
29	1	Netgear	GSM4352PA-100NES	Netgear M4300 - 48x1G PoE+ 480W, 2x10G, 2xSFP+ Managed Switch Note: Cisco switches are not available. The City can supply the switches if they have access to Cisco.	\$2,533.00	\$2,533.00

CUSTOMER: City of Calabasas
 ADDRESS:
 CONTACT:
 PHONE #:
 EMAIL:



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QUOTE DATE: September 22, 2022
 PROPOSAL #: Calabasas BOM_V0
 AV PRESENTATION
 SHEET TAB: SYSTEM

ITEM #	QTY	MANUFACTURER	MODEL #	DESCRIPTION	PRICE	EXTENDED PRICE
30	1			Miscellaneous Cabling Included in Materials cost below	\$0.00	\$0.00
SUBTOTAL:						\$2,533.00
CONSOLE RACKS AND SUPORT EQUIPMENT						
31	1			Miscellaneous Rack Support and Modification Hardware Allotment Estimated Budget	\$750.00	\$750.00
SUBTOTAL:						\$750.00
PC/SERVER EQUIPMENT						
32	1	Dell	Precision 7920 Rack Workstation	Intel® Xeon® Bronze 3204 (8.25 MB cache, 6 cores, 6 threads, up to 1.90 GHz, 85 W) *Windows 11 Pro for Workstations * NVidia T400 4GB, GDDR6 * 16 GB, 2X8 GB memory * 2.5" 500GB 7200rpm SATA Hard Drive * Precision 7920 Rack Chassis CL Note: Dell 3930 Precision Rack GEN10 Server Intel Xeon E-2134 Processor, 16GB 500W PS not available. There are two models of 3930 9th generation available.	\$3,022.00	\$3,022.00
SUBTOTAL:						\$3,022.00
OWNER FURNISHED CONTRACTOR INSTALLED (PROVISIONING REQUIRED)						
33	1			Digital Speaker Timer System Trigger integration	\$0.00	\$0.00
34	1			Integration of 9 additional current mics (2 wireless)	\$0.00	\$0.00
35	1			Existing Power Amplifiers and Speakers	\$0.00	\$0.00
36	1			Current AV sources processing through new system	\$0.00	\$0.00
37	1			I/O panels in Chamber (replacing some connections)	\$0.00	\$0.00
SUBTOTAL:						\$0.00
SYSTEM INTEGRATION						
38	1	Triton	LABOR	Project Development, System Design, Drawings and Docs	\$11,075.00	\$11,075.00
39	1	Triton	LABOR	Installation of Systems and Equipment	\$22,000.00	\$22,000.00
40	1	Triton	LABOR	Onsite Commissioning and Programming of Systems	\$19,500.00	\$19,500.00
41	1	Triton	LABOR	System Training, 10 hours total, 2 separate days	\$1,500.00	\$1,500.00
SUBTOTAL:						\$54,075.00
INSTALLATION MATERIALS						
42	1	Triton	MATERIALS	Installation Materials includes non-plenum cables, connectors, rack screws, cable labels, cable ties and other consumables required for the installation of the above equipment.	\$8,034.00	\$8,034.00
SUBTOTAL:						\$8,034.00
TERMS AND CONDITIONS: 1. This quotation is valid for 30 days from quote date. 2. Payment terms available upon credit approval. 3. Pricing is based on a cash discount, not the use of a credit card. Payments made by credit cards will incur a 4% increase to the total. 4. Ground freight is estimated and billed at the cost Triton incurs. 5. Labor quoted, is not a condition of the equipment being purchased from Triton. 6. This information is confidential between Triton and the named Customer above and cannot be shared with anyone outside of either organization without approval from either organization. 7. Freight is taxable when Triton receives the equipment then either delivers it or ships it to the customer. Freight is non taxable when Triton's supplier ships directly to the customer.				VIDEO PRESNETATION AND CONTROL:		\$49,468.00
				SOUND REINFORCEMENT:		\$16,289.00
				NETWORKING SYSTEMS:		\$2,533.00
				CONSOLE RACKS AND SUPPORT EQUIPMENT:		\$750.00
				PC SERVER EQUIPMENT:		\$3,022.00
				OWNER FURNISHED CONTRACTOR INSTALLED (PROVISIONING REQUIRED):		\$0.00
				INSTALLATION MATERIALS:		\$8,034.00
				GROUND FREIGHT ESTIMATE BILLED AT COST (DROP SHIP TO CLIENT NON-TAXABLE):		\$1,762.11
				TAX @:	9.50%	\$7,776.52
				SYSTEM INTEGRATION LABOR:		\$54,075.00
				CALIFORNIA E-WASTE RECYCLE FEE: \$4.00/Monitor 4" - 14.99" \$5.00/Monitor 15"-34.99" \$6.00/Monitor 35" or larger		\$40.00
				TOTAL:		

CUSTOMER: City of Calabasas
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QUOTE DATE: September 22, 2022
 PROPOSAL #: Calabasas BOM_V0
 SHEET TAB: TV BROADCAST PRODUCTION

ITEM #	QTY	MANUFACTURER	MODEL #	DESCRIPTION	PRICE	EXTENDED PRICE
CAMERA/ROBOTICS SYSTEMS & GRAPHICS						
1	5	Panasonic	AW-UE50KPJ	24X Optical Zoom PTZ Camera (Black)	\$2,974.00	\$14,870.00
2	1	Panasonic	AW-RP60GJ5	Touchscreen Remote Camera Controller	\$2,002.00	\$2,002.00
3	1			Bracket Allotment and Connection Point Wall Mount or Ceiling Mount Hardware with 1 Gang Connection Plate.	\$299.00	\$299.00
4	1	Newblue	Fusion 2 SDI	1 RU 1 Channel Rack Unit HD Character Generator	\$8,466.00	\$8,466.00
					SUBTOTAL:	\$25,637.00
SWITCHER, MIXER AND MONITORING SYSTEMS						
5	1	Blackmagic Design	BMD-SWATEMSCN2/1ME2/HD	ATEM 2 M/E Constellation HD Live Switcher	\$1,478.00	\$1,478.00
6	1	Blackmagic Design	BMD-SWPANELADV1ME10	ATEM 1 M/E Advanced Panel	\$2,765.00	\$2,765.00
7	1	Mackie	MAC-2047800-00	Big Know Passive 2X2 Studio Monitor Controller	\$67.00	\$67.00
8	1	Blackmagic Design	BMD-HDL-AUDMON1RU12G	Audio Monitor 12G (1 RU)	\$1,111.00	\$1,111.00
9	2	Genelec	8030CP	8030C Active 5-Inch Studio Monitor (Single) Includes Isopod Stand	\$569.00	\$1,138.00
10	2	Genelec	8000-402B	Adjustable Wall Mount Bracket for 8320	\$112.00	\$224.00
11	2	Plura	PBM-332-3G	32in 3G HD-SDI Monitor w/ Dual Display Capability	\$5,249.00	\$10,498.00
12	2	Samsung	QB55B	55" Class HDR 4K UHD Commercial LED Monitor (for multiview)	\$1,090.00	\$2,180.00
13	4	Dell	P2422H	23.8" 16:9 IPS Monitor with HDMI/DP/VGA	\$295.00	\$1,180.00
14	2	Chief	MTM1U	Fusion Series Tilting Landscape wall mount	\$215.00	\$430.00
15	4	Laguna Design		Rack Console Monitor Arm	\$315.00	\$1,260.00
					SUBTOTAL:	\$22,331.00
TERMINAL, ROUTING HARDWARE AND CONVERSION						
16	1	Ross	SRG-2200	Sync/Test Generator Master Signal Reference	\$5,718.00	\$5,718.00
17	2	Ross	OGX-FR-C	Ross Open Gear 2RU Frame	\$1,537.00	\$3,074.00
18	2	Ross	PS-OGX	Redundant Power Supply	\$700.00	\$1,400.00
19	1	Ross	MUX-8258-4C-R2C	HDSDI VDA Embedder w/Analog Audio Card	\$1,459.00	\$1,459.00
20	1	Ross	DMX-8259-4C-R2C	Demux HDSDI in and 4 Analog Audio out Card	\$1,459.00	\$1,459.00
21	2	Ross	SRA-8802-R2	HDSDI VDA 1 x 8 Card	\$484.00	\$968.00
22	2	Ross	UDA-8705A-R2L	1 x 8 Analog Distribution (for Genlock distro)	\$356.00	\$712.00
23	4	Ross	ADA-8405-C-R2C	1 x 4 Stereo Analog Audio DA	\$437.00	\$1,748.00
24	1	Ross	NTP-2200	Network Time Protocol Client Op. Clock & Synchronizer	\$858.00	\$858.00
25	1	ESE	ES 562UE P OPTION	55 Inch Combo Clock/Up & Down Timer - 12 Hour - Black with Option P 19 Inch Rack Mount	\$487.00	\$487.00
26	2	AJA	ROI-HDMI	Region Of Interest HDMI to SDI Mini Converter	\$981.00	\$1,962.00
27	2	AJA	HA5-PLUS	HDMI to HDSDI Video Converter	\$399.00	\$798.00
28	2	AJA	HI5-PLUS	HD/SD-SDI to HDMI Video and Audio Converter	\$399.00	\$798.00
29	1	AJA	3G-AMA	Analog Audio Embedder	\$790.00	\$790.00
30	1	AJA	UTAP-SDI	USB 3.1 Gen 1 Powered SDI Capture Device	\$347.00	\$347.00
31	5	AJA	UDC	UDC Up down Cross converters	\$695.00	\$3,475.00
					SUBTOTAL:	\$26,053.00
NETWORK AND RECORDING SYSTEMS						
32	1	Netgear	NGR-GSM4230PX100NAS	Netgear M4250 26G4XF POE+ MNGD 1.0 SWITCH, AV Line 24x1G PoE+ 480W 2x1G and 4xSFP+, Managed Switch Note: Cisco switches are not available. The City can supply the switches if they have access to Cisco.	\$1,613.00	\$1,613.00
33	1	Blackmagic Design	BMD-HYPERD/ST/DCHP	Hyperdeck Studio HD Plus	\$625.00	\$625.00
34	8	AngelBird	AV Pro MK2 V90 SDXC 128GB	128GB SDXC V90 Memory Card for Recording Full HD, 4K+ and RAW Video/Photo Note: SanDisk is not authorized to be used with Blackmagic Hyperdeck Studio HD Plus	\$142.00	\$1,136.00
					SUBTOTAL:	\$3,374.00
CONSOLE RACKS AND SUPPORT EQUIPMENT						
35	1			Miscellaneous Rack Support and Modification Hardware allotment ESTIMATED	\$2,500.00	\$2,500.00
					SUBTOTAL:	\$2,500.00
PC/SERVER EQUIPMENT, WEBSTREAMING						

CUSTOMER: City of Calabasas
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QUOTE DATE: September 22, 2022
 PROPOSAL #: Calabasas BOM_V0
 SHEET TAB: TV BROADCAST PRODUCTION

ITEM #	QTY	MANUFACTURER	MODEL #	DESCRIPTION	PRICE	EXTENDED PRICE
36	1	Dell	Precision 7920 Rack Workstation	Intel® Xeon® Bronze 3204 (8.25 MB cache, 6 cores, 6 threads, up to 1.90 GHz, 85 W) *Windows 11 Pro for Workstations * NVidia T400 4GB, GDDR6 * 16 GB, 2X8 GB memory * 2.5" 500GB 7200rpm SATA Hard Drive * Precision 7920 Rack Chassis CL Note: Dell 3930 Precision Rack GEN10 Server Intel Xeon E-2134 Processor, 16GB 500W PS not available. There are two models of 3930 9th generation available.	\$3,022.00	\$3,022.00
37	1	AJA	HELO	Web streaming Device	\$1,216.00	\$1,216.00
SUBTOTAL:						\$4,238.00
KVM AND UPS EQUIPMENT						
38	1	Blackbox	KV0416A-R2	CX(KVM) Switch Server w/4 Users and 16 PC. KVM Switch - (1) Local Console Port + (4) Users, (16) Servers, CATX	\$2,491.00	\$2,491.00
39	2	Blackbox	KV04-REM	KVM Remote Unit User Stations	\$494.00	\$988.00
40	6	Blackbox	KV1408A	Access Module - DisplayPort, HDMI, USB, & Audio (CAT)	\$288.00	\$1,728.00
SUBTOTAL:						\$5,207.00
OWNER FURNISHED CONTRACTOR INSTALLED (PROVISIONING REQUIRED)						
41	1	Yamaha	DM-1000 V2	Yamaha Mixer to continue to server TV but no longer AV	\$0.00	\$0.00
42	1			Up/Down/Cross Conversion from Library Cameras and AV System Outputs	\$0.00	\$0.00
43	1			Playback System interfaces	\$0.00	\$0.00
44	1			Console Furniture in Control Room	\$0.00	\$0.00
45	1			Tie lines as necessary	\$0.00	\$0.00
46	1			Incoming Cameras from Library System (SDI)	\$0.00	\$0.00
SUBTOTAL:						\$0.00
SYSTEM INTEGRATION						
47	1	Triton	LABOR	Project Development, System Design, Drawings and Docs	\$11,500.00	\$11,500.00
48	1	Triton	LABOR	Installation of Systems and Equipment	\$25,750.00	\$25,750.00
49	1	Triton	LABOR	Onsite Commissioning and Programming of Systems	\$11,130.00	\$11,130.00
50	1	Triton	LABOR	System Training, 10 hours total, 2 separate days	\$1,500.00	\$1,500.00
SUBTOTAL:						\$49,880.00
INSTALLATION MATERIALS						
51	1	Triton	MATERIALS	Installation Materials includes non-plenum cables, connectors, rack screws, cable labels, cable ties and other consumables required for the installation of the above equipment.	\$8,374.00	\$8,374.00
SUBTOTAL:						\$8,374.00
TERMS AND CONDITIONS: 1. This quotation is valid for 30 days from quote date. 2. Payment terms available upon credit approval. 3. Pricing is based on a cash discount, not the use of a credit card. Payments made by credit cards will incur a 4% increase to the total. 4. Ground freight is estimated and billed at the cost Triton incurs. 5. Labor quoted, is not a condition of the equipment being purchased from Triton. 6. This information is confidential between Triton and the named Customer above and cannot be shared with anyone outside of either organization without approval from either organization. 7. Freight is taxable when Triton receives the equipment then either delivers it or ships it to the customer. Freight is non taxable when Triton's supplier ships directly to the customer.				CAMERA/ROBOTICS SYSTEMS & GRAPHICS:		\$25,637.00
				SWITCHER, MIXER AND MONITORING SYSTEMS:		\$22,331.00
				TERMINAL, ROUTING HARDWARE AND CONVERSION:		\$26,053.00
				NETWORK AND RECORDING SYSTEMS:		\$3,374.00
				CONSOLE RACKS AND SUPPORT EQUIPMENT:		\$2,500.00
				PC/SERVER EQUIPMENT, WEBSTREAMING:		\$4,238.00
				KVM AND UPS EQUIPMENT:		\$5,207.00
				OWNER FURNISHED CONTRACTOR INSTALLED (PROVISIONING REQUIRED):		\$0.00
				INSTALLATION MATERIALS:		\$8,374.00
				GROUND FREIGHT ESTIMATE BILLED AT COST (DROP SHIP TO CLIENT NON-TAXABLE):		\$3,419.99
				TAX @:	9.50%	\$9,607.73
				SYSTEM INTEGRATION LABOR:		\$49,880.00
CALIFORNIA E-WASTE RECYCLE FEE: \$4.00/Monitor 4" - 14.99" \$5.00/Monitor 15"-34.99" \$6.00/Monitor 35" or larger		\$42.00				

CUSTOMER: City of Calabasas
 ADDRESS:
 CONTACT:
 PHONE #:
 EMAIL:



QUOTE DATE: September 22, 2022
 PROPOSAL #: Calabasas BOM_V0
 SHEET TAB: TV BROADCAST PRODUCTION

ITEM #	QTY	MANUFACTURER	MODEL #	DESCRIPTION	PRICE	EXTENDED PRICE
					TOTAL:	\$160,663.72

ANNUAL SERVICE AGREEMENT

The following Annual Service Agreement would be put in place after the end of Triton's standard warranty.

The cost for this agreement is \$13,250.00 for one year. This includes \$1,000 allocated to be used for outside repair fees, materials/equipment, or freight fees. Outside repair fees would include bench work or repair services a manufacturer charges if equipment requires repair. Materials include cables, connectors, and other consumables that may be required as well as any low-cost equipment that may be required. Freight fees would be charged at Triton's cost to ship any equipment that required repair by a manufacturer. The outside repair fees, material/equipment or freight fees would only be billed if required. Any outside repair fees would need to be approved by City staff prior to the repair occurring.

Triton Technology will contract with the City of Calabasas to provide support services for a period of one year from the date of contract or purchase order. Any future upgrades to these systems performed by Triton or backed with system documentation will be supported during the term of the contract.





The support services will include:

- Triton will provide one engineer to come on site four times annually for an eight-hour service day. If two engineers are required for a single visit you can use two of your days to have two engineers onsite the same day.
- The service appointment will be scheduled 30 days prior to the service. We will try to accommodate scheduling this service sooner for an emergency or special event.
- Triton may perform the following tasks as time allows and in coordination with the City's coordinated prioritization which would be agreed upon prior to visit. Not all these items apply to all systems.
 - Cleaning equipment of dust including vacuuming of filters and equipment.
 - Confirm all video and audio levels are set properly and adjust, as necessary.
 - Make any repairs or settings changes to the system that the client has notified Triton of prior to visit. Equipment requiring repair will follow procedures listed below.
 - Calibrate camera settings including color, sync, black & white balance
 - Verify Blackburst or other sync signals are correctly implemented and functional in any systems requiring it.
 - Verify equipment software and firmware are up to date if needed including Engineering PC and other PC-based systems. Note that any changes to software or firmware are performed on an "as needed" basis in coordination with City staff and manufacturer.
 - Check health of hard drives, SAN, or NAS systems.
 - Check hard drive storage availability on systems and optimize or create rules and workflow adjustments in coordination with staff if needed. This can include the use of watch folders and other automatic tools.

- Check microphones, audio mixer and audio system including mixer and potentially DSP settings
 - Check input/output functionality at I/O or BSP panels
 - Remove unnecessary video and audio patch cables in coordination with staff and testing as several systems are undocumented currently.
 - Test and calibrate mixer levels and work with client to adjust presets if needed
 - Overall system training which may not include specific equipment training.
 - Install new equipment at the visit if coordinated in advance of the visit. (This may require a design, other equipment, specialized installation materials or new cables pulled that may not be possible without prior coordination).
- Provide written report of services performed including any recommendations or items that need to be addressed in the form of a report provided with one week of site visit.
- Once notified of a condition or issue or an issue is observed onsite, Triton will provide phone and/or email technical support within 4 hours of the initial notification. This assumes initial notification would be within normal business hours not including weekends or holidays and the response would be within normal business hours as well. Once the problem has been identified Triton will help the client through the phone or email to find a work around if possible. If no work around is possible, then Triton will schedule an appointment to come onsite at the first available opportunity.
- Unlimited phone, offsite remote access support, text and/or email support during normal business hours, M-F 8am – 5pm excluding weekends and holidays for system technical problems.
- This contract includes offsite time for research of any potential solutions, working with the device manufacturer’s tech support on behalf of the city and in coordination with city staff if needed, or coordination of RMA’s.
- Offsite remote access via Internet is included in this agreement if the city allows access to Triton’s personnel. See Triton’s “Triton’s Data and Network Security Liability Disclosure” for more information. All remote access systems to be provided by City of Santa Barbara and access must be approved for each instance.
- Consumables such as cables, connectors, solder, rack screws, or other consumables used or required during a service and or repair, will be provided by Triton. Triton will however bill these items against the \$1,000 allocated for these items. In most cases this cost is minimal (\$250 or less) per service call. However, if a need arises requiring a substantial use of materials for a service call, Triton will identify these costs and will get approval from the City’s staff prior to the service call.
- Any changes made to the system, during a regular scheduled maintenance appointment, which requires the existing documentation to be updated, Triton will update the documentation and provide both AutoCAD and pdf files to the city.

For any equipment that requires offsite repair by either the manufacturer or an authorized repair facility, Triton will provide the following service:






- Triton will work directly with the manufacturer through the troubleshooting and return authorization process.

- 
 Once Triton receives a proposal for the service work (sometimes this information can be given prior to the manufacturer receiving the product and other times they need to physically evaluate the unit) we will provide a proposal to the city. The repair would not be completed until the city staff approves the repair cost.
- 
 Triton will uninstall the equipment during the planned service visit. Triton will package it and ship it using ground freight except under the following conditions: expedited shipment, packaging for oversized items, palletized equipment, or items required to go by truck. These exceptions will be invoiced directly to the City at Triton's cost.
- 
 Once the item is repaired and sent back, either the city's own staff can reinstall it or Triton. If Triton reinstalls it, the city can elect to use one of the four annual service days they have available, or Triton will invoice this at the hourly service rates.
- 
 Triton will try in good faith to acquire loaner equipment from the manufacturer while the city's equipment is in for repair. If none is available the city has the option to rent equipment, which is not included in this contract.

For services outside of the standard agreement the following rates will apply and are billable to the city:

EMPLOYEE	OFF SITE HOURLY RATE	ON SITE DAILY RATE
Design Engineer	\$125.00	\$2,100.00
Project Engineer	\$100.00	\$1,800.00
Project Manager	\$125.00	\$2,100.00
Software Programmer	\$150.00	\$2,250.00
Install Supervisor (Prevailing wage rate)	\$110.00	\$1,950.00
Installer (Prevailing wage rate)	\$95.00	\$1,750.00
General Administration	\$60.00	N/A


These rates will be invoiced as follows:


- 
 Any service outside of the Standard Agreement will need City approval prior to the service being completed.
- 
 All hourly services will be billed in 30-minute blocks as incurred.
- 
 All daily rates represent an 8-hour workday.
- 
 Any services performed outside of the standard agreement will be invoiced with payment due in Net 30 days includes.
- 
 The Annual Agreement will be billed on the 1st day of the 1st, 3rd, 6th, and 9th months of the agreement.


PROJECT ASSUMPTIONS AND EXCLUSIONS

- ||| All existing equipment is in working order.
- ||| Freight becomes taxable if Triton takes delivery of equipment at their warehouse. The proposal assumes all equipment is being shipped directly to the city. If the City requires Triton to stage the equipment at their warehouse, then the freight quoted will need sales tax added.
- ||| We will have access to the space for total of four consecutive weeks. This maybe reduced but we need time for the installation, programming, commissioning, system testing and training. This can be discussed once the design is complete and we finalize the timeline for the remainder of the project.
- ||| The City of Calabasas is to provide clear cable pathways utilizing, conduit, ladder, or other methods. Triton will collaborate with the client to identify what is required.
- ||| Triton does not perform any high voltage electrical as we do not have a C10 Contractor's license nor does Triton install any new conduit pathways for low voltage cabling. This is provided by the client or their electrician.
- ||| All permits to be provided by owner
- ||| All acoustic, high voltage electrical, mechanical, and civil engineering is provided by others.
- ||| Costs for scissor lift or scaffolding is not included for any service that may occur after the completion and sign off of the project. This can be quoted when required.
- ||| Plenum Cabling is not a requirement of this project.
- ||| Triton Technology Solutions assumes that City staff including the Production Manager, City Clerk and all other staff who has input on the design will be available to answer questions during all phases of this project.
- ||| Triton will inform the City of Calabasas if there is any change in the scope of work and will provide a price for the change. The City of Calabasas then can decide to accept or reject the change. If the change is accepted, then the City of Calabasas will need to issue a revised PO or contract.
- ||| This proposal is valid for 90 days from the date of submittal.
- ||| These services are quoted to complete this project within the attached timeline. Delays by the customer, or other parties, which extends the timeline will affect Triton's cost and Triton will require a change order to cover the additional costs for the additional time required to provide these services over an extended period.
- ||| It is the City of Calabasas responsibility to warrant the security of any and all information provided for data and or network security provided for this project. For more information, Triton's Data and Network Security Liability Disclosure is available upon request.
- ||| The labor quoted is not a condition of equipment being purchased from Triton.
- ||| This proposal does not include the cost of a bid, performance, or payment bond. If bond is required for this project the cost will need to be added to this proposal.
- ||| Liquidated damages is not a condition of this project.

TERMS AND CONDITIONS

 **LIMITATION OF LIABILITY:** Neither party shall be liable for loss of profits or any special, incidental, or consequential damages arising from this agreement, however caused, even if the other part has been advised of the possibility of such potential loss or damage. In no event, shall either party's liability for actions arising from or related to the services provided under this agreement exceed the amount of fees payable for such services pursuant to this agreement.

 **TERMINATION:** City of Calabasas may terminate this Agreement at any time upon written notice to Triton. Triton may terminate this Agreement upon thirty (30) days prior written notice to the City of Calabasas only upon the occurrence of the material breach of any of the terms or conditions of this Agreement by the City of Calabasas, including but not limited to any failure to make payment as required herein, and the breach is not cured within thirty (30) days after written notice thereof. In the event of termination of this Agreement as provided herein, City of Calabasas shall remain responsible to pay Triton, in accordance with this Agreement, for any services provided by Triton to the City of Calabasas in accordance with this Agreement through the date of termination, for which full payment has not been made. Subsequent to the date of termination, following notice, Triton shall have no further responsibility to perform any services for the City of Calabasas.

 **CONFIDENTIALITY:** This proposal and all its content and any attached documents are proprietary and confidential and cannot be used for any purpose other than evaluating the proposal. It is not to be shared in whole or in part with anyone outside the City of Calabasas.

WARRANTY STATEMENT

The warranty of systems designed and installed by Triton fall into two included categories:

- I. System Installation Warranty (Covered by Triton)
- II. Equipment Warranty (Covered by the Manufacturer, NOT Triton)

I. System Installation Warranty: Covered by Triton

The System Installation Warranty covers the INSTALLATION materials needed to connect the equipment within a system and is **covered by Triton**.

Triton warrants all **system installation components and workmanship** to be free from defects for a minimum period of one (1) year from the date of customer final acceptance and sign-off or Substantial Completion¹ whichever comes FIRST. This warranty includes all system installation components such as:

Cable, connectors, nuts, bolts, screws, cable support bars, terminal blocks, tie-raps, strain relief, mounting brackets, input/output panels, custom software, or custom equipment manufactured where no commercial product was available or was unsuitable. It is important to note this warranty covers installation materials of the system and NOT the equipment within the system unless Triton has manufactured the individual component. Triton will warranty any custom designed / built equipment or interfaces created by Triton for a period of (1) year.

Triton will correct or replace any of the above installation components that fail during the one (1) year warranty period at **NO CHARGE** to the customer.

If Triton provides **system design** services to the customer, Triton also warrants that the components selected or recommended, and the system configuration including system performance specifications is operational and appropriate for the intended use as agreed upon by the customer and shown in the single line documentation and equipment lists provided with the system for the same period of one (1) year. Triton will work diligently to ensure the system design meets or exceeds the expectations of the customer. It is the customer's responsibility to fully understand the capabilities and limitations of the system BEFORE signing off on the final single line documentation.

Triton will correct any system design configuration that fails to perform to specification or as diagramed after the single lines have been approved. If the system will not function as depicted on the single line diagrams, Triton will provide the engineering services for the re-design and subsequent changes to documentation, and any other design element affected by the change at **NO CHARGE** to the customer. The customer will be responsible for any equipment items needed to make the system functional.

Equally important to what is provided by the System Installation Warranty, is what is not covered.

NOT COVERED under the Triton System Installation Warranty:

1. **Manufactured Equipment that fails to operate DURING the installation period.** If during the system installation, a piece of equipment fails to operate properly, Triton will coordinate

with the manufacturer or vendor that provided the equipment to have it repaired or replaced as necessary only if the equipment is purchased from Triton.

1. If the equipment is not purchased from Triton the customer will need to coordinate the repair or replacement of the piece of equipment.
2. If the equipment is not purchased from Triton and this causes a delay of the installation, testing, commissioning or completion of the project, the customer will be charged for the time lost for any Triton employee not able to complete their work during that delay. If other work can be assigned to the employee then there will be no additional charge.

It will be the responsibility of the customer to provide the freight to/from the manufacturer as required by the manufacturer's warranty agreement. Triton will not be liable for missed deadlines or loss of business to the customer for equipment that does not function and is beyond the control of Triton.

2. **Manufactured Equipment fails AFTER system sign-off.** If an equipment item fails after the system is operational and signed-off by the customer. The customer will be responsible for getting the equipment item repaired or replaced according to the manufacturer's warranty. Triton is not responsible for the removal or reinstallation of the item. If the customer is not technically capable of removal/reinstallation of the item, Triton will provide those services at the prevailing rates.
3. **Legacy equipment** provided by the customer as part of a system installation that fails to operate will be the responsibility of the customer to have repaired and functioning to a level of specification in accordance with system in which it is placed. (i.e., the unit meets broadcast or manufacturers specifications if designed to be used in a broadcast system)
4. **System design modifications** that affect the operational capability of the system after it has been installed, tested and signed off. If the customer changes the design or re-wires the system and is not in accordance with the single line documents provided, Triton will NOT warranty the portion of the system that was changed or its effect on the remaining portions of the system. NOTE: a change in one area may affect another. If Triton must research and correct the problem that was a result of a customer design change after approval, the customer will be responsible for all charges at the Triton prevailing rates.
5. **Triton will not warrant software and computer configuration changes performed by the customer after system sign-off.** Computer-based equipment is extremely sensitive to configuration changes. When Triton completes an installation that includes software, ONLY those programs and configurations recommended or approved by the manufacturer or software provider should be placed on the computer. **If the customer adds, changes, updates, deletes, or otherwise changes the software or configuration of the computer, Triton will not warrant the computer-based system operation.** It is highly recommended that ANY of the computer-based systems be operated in strict accordance with the manufacturer's recommendations. The customer will be responsible for all expenses to either return the system to its original configuration or find the solution that enables the change to be functional.
6. **System design by consultants** or others are NOT warranted by Triton unless Triton has completed a thorough engineering review. Triton will not knowingly embark on a system

design or installation that is known to be flawed or which the operational performance is questionable.

7. **Equipment modifications.** Modifications to equipment that are not approved by the manufacturer may not be warranted within a system. Generally, those will be limited to the specific item but may have a detrimental effect on other components of the system.
8. **Use of non-standard equipment, connectors, cables, or adapters.** If a customer uses non-standard items within the system that is not part of the Triton installation process, and approved by Triton, Triton will not warrant these items and related systems. It will be the customer's responsibility to ensure the compatibility of such items for their intended use within the system.
9. **Data and Network Security.** Triton Technology Solutions, Inc. shall make all efforts to maintain network and data security during the project. Triton will not guarantee or warrant the security of any information you provide for this project. Triton to be held harmless for any and all claims involving infringement of intellectual property, including but not limited to infringement of copyright, trademark, trade dress, invasion of privacy violations, information theft, damage to or destruction of electronic information, release of classified information, alteration of electronic information, extortion, and network security. Triton is not liable for any breach response costs as well as regulatory fines and penalties nor credit monitoring expenses. Triton's Network Liability Clause is available for more information and detail to how we will make every effort to maintain data security during the project.
10. **Training.** Training is not included in the system warranty; however, it is available at an additional cost if required.

II. The Equipment Warranty: NOT Covered by Triton

The Equipment warranty covers the manufactured equipment items that make up the system such as Cameras, Projectors, Switchers, Editors, Monitors, Distribution Amplifiers, and other manufactured items. The warranties for these items are covered by the **MANUFACTURER** and may vary in length and level of coverage. Under our standard warranty, Triton does not cover these equipment items since they are covered by the manufacturer. Triton **MAY** provide various levels of equipment warranty services for an additional charge.

Definitions:

¹ Substantial Completion is defined as the customer having the first beneficial use of the system as it was intended or designed.