

**Matt Nelson**  
*Superintendent*

**Steve Bussiere**  
*Assistant Superintendent*

# Sanford School Department

917 Main Street, Suite 200, Sanford, Maine 04073  
Tel: 207-324-2810 Fax: 207-324-5742  
www.sanford.org

**Cheryl Fournier**  
*Business Administrator*

**Bethany Lambert**  
*Curriculum Director*

**Stacey Bissell**  
*Special Education Director*

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SCHOOL COMMITTEE:

Paula Cote, Chair      Amy Sevigny, Vice-Chair  
Jonathan Mapes      John Roux      Jen Davie

May 16, 2022

To: Superintendent Matt Nelson, Sanford School Committee, and Member of the Public

From: Cheryl Fournier, Business Administrator

Re: RUS Grant Bid

The RUS Grant is a grant umbrella that combines audio visual services bid with Kittery Public Schools, MSAD 06 (Buxton, Hollis, Limington, Standish, Frye Island), and AOS #94 (MSAD #46, Harmony, and Athens).

The bid included items for Audio Visual Services (Access Points, switches, rack mounts, Video Endpoints, Cameras, Promethean Boards/Interactive display boards, wireless hotspots, network management software, sound bars, etc.). Sanford will benefit from the RUS Grant by getting audio visual services for Willard Building, SRTC, MCS, and CJL.

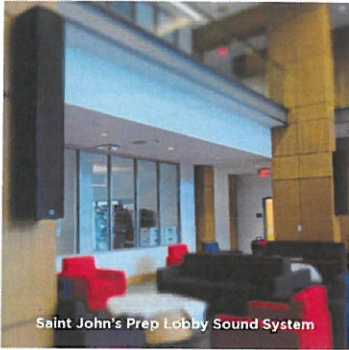
We had two companies submit bids: Pro AV Systems and VoDaVi Technologies. Joan Wright and Kerry Hanson evaluated the bids, and determined that both were complete bids for all services and good required in the bid process. Pro AV System's bid was for \$723,132.42, and VoDaVi Technologies for \$851,716.05. Pro AV Systems has done numerous jobs for us, and have been a reliable partner in many technology projects over the years.

Suggestion: Please approve the bid for Pro AV Systems for \$723,132.42.



# Pro AV Systems

NEW ENGLAND'S LEADING AUDIO VISUAL INTEGRATOR



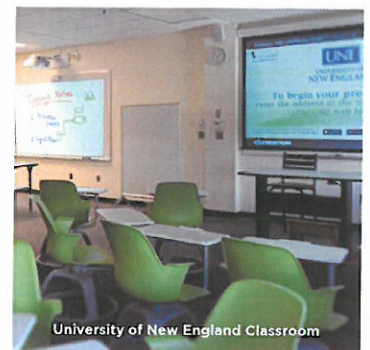
Saint John's Prep Lobby Sound System



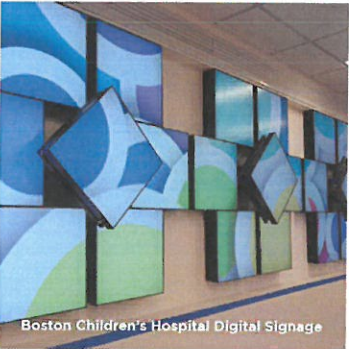
Metwan Public Schools TV Studio



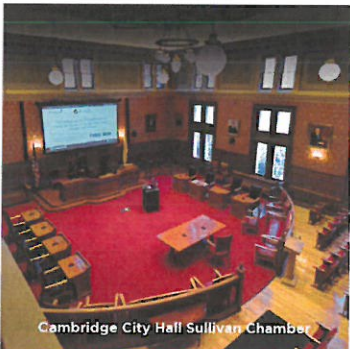
Fitchburg State University Conference Room



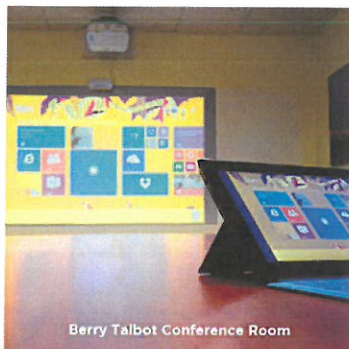
University of New England Classroom



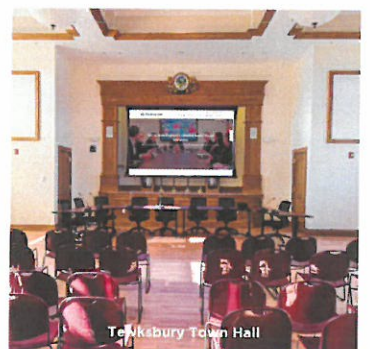
Boston Children's Hospital Digital Signage



Cambridge City Hall Sullivan Chamber



Berry Talbot Conference Room



Temksbury Town Hall

## Proposal for Audio Visual Services at Sanford School Department

### CONTACT INFO:

Adrienne Blasioli

Pro AV Systems

[adrienne@proavsi.com](mailto:adrienne@proavsi.com)

978-692-5111

## About Pro AV Systems

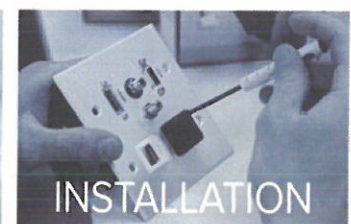
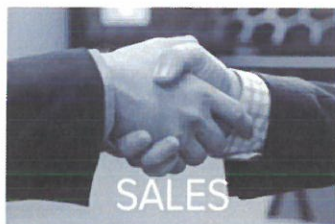
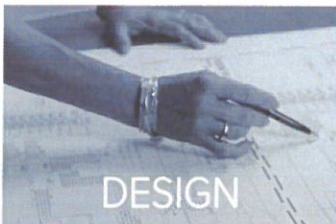
Pro AV Systems is New England's leading audio visual integrator, with offices in Massachusetts, Maine, and Vermont, founded in 1999 by husband-and-wife team Kim and Les Bishop. Now a full-service AV powerhouse, we service all New England today. We treat each project with the same care – and assign a team of professionals to get the job done. From the initial design, engineering and sales process, through installation and training, our team is focused on providing the best service possible to the customer, regardless of the scale or scope of the project.

Each year, the team at Pro AV Systems designs, installs and trains on hundreds of systems, and has worked with many different industry partners. From General Contractors and Electrical Contractors, to AV Consultant and End Users, the staff at Pro AV Systems knows that each project is unique and important in its own way. We specialize in design build services, but have about 1/3 of our revenue each year coming from projects that are in new builds or renovation projects. We understand timing, working with other trades and assign Project Managers (onsite) and Project Coordinators (in house) for each project, to make sure that things continue to run smoothly, even if there are hiccups in the building process.

Our team is focused on using technology to make your business more successful and help your days run more smoothly. We provide you with best-of-breed products at an affordable price, while matching functionality and equipment to your specific setting, because each customer is unique. We're educated and trained on industry standards, but we never stop learning. We're constantly trying to expand our knowledge of how things work and why they work – and we've been very successful through this focus. We empower our customers and users by keeping in mind how satisfied we'd be with the quality of our installation work, the capabilities and opportunities each technology presents, and the pricing of our solutions. Our engineers begin each project with a walk-thru of your space, design with your institution's goals and needs in mind, and close your project with in-depth troubleshooting and testing, so you can be assured your system will work when, and how, you need it to. We are proficient users of Crestron, Extron, and Epson products, and have the manufacturer support to back ourselves – and our promise is to make sure that the best possible products are specified into each and every design.

Pro AV's installation staff of highly-qualified and friendly audio visual professionals carries all major industry certifications, employing experts in Crestron, Extron, Biamp, Polycom, Epson, and Cisco. Our installation team's detail-oriented, talented, and always has your best interests in mind on a job site, testing each and every component so you can be assured your system will work when, and how, you need it to. Our engineers and programmers are proficient in multiple control programming languages, and also very skilled with DSP programming, focusing primarily on Biamp, Symetrix, and BSS controls, but understanding how to work within the confines of other systems, integrating and utilizing every piece to deliver the best possible experience.

At Pro AV Systems, our job is only half done when your installation is complete. Our friendly sales and training staff make certain you know, and understand, the capabilities of the new AV system in your space. Ease-of-use and simplicity are of utmost importance, so we can make sure even the most timid users are up and running, in some capacity, on Day 1. We don't expect our users to mold their way of doing things to the technology; rather, they should grow with it and learn the ways it can best enhance their lives.



# Sanford School Department

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## RFQ Proposal Form

### RFQ Project: Distance Learning Classroom Equipment

To: Cheryl Fournier, Business Admin  
Sanford School Department  
917 Main Street, Suite 200  
Sanford, Maine 04073

1. In compliance with the RFQ Invitation, Notification, Contact Information, Instructions/Conditions and Product/Services Specifications dated April 7, 2022, the undersigned proposes and agrees as follows:

To furnish the goods or services outlined in the attached Product/Services Specifications for the sum of \$ 723,132.42 for the period 4/7/2022 through 7/7/2022

2. It is understood that this quoted price may not be withdrawn for a period of thirty (30) days from the date proposals are opened.
3. It is understood that all persons interested in the bid set forth herein as principals are named herein and no other person who is not mentioned herein has any interest in this proposal or the contract to be entered into. This proposal must be made without connection to any other person, company or party entering a bid and it is in all respects fair and in good faith, without collusion or fraud.
4. By signing this page, it is understood that the person, company or party represented has examined all of the RFQ documents regarding this quote and is duly informed regarding all terms and conditions included.
5. The names and addresses of all persons interested in this bid as principals are as follows:

Kimberly Bishop, 275 Billerica Rd

Les Bishop, 275 Billerica Rd

David Bishop, 275 Billerica Rd

6. The undersigned has been in business as Pro AV Systems for 16 years, during which time there have been no complaints regarding failure to complete work or default on an awarded contract.

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## 7. Signature information:

Dated this 5<sup>th</sup> day of April, ~~2019~~ <sup>2022</sup>

By:

Kimberly A Bishop, President  
(Signature and title)

Kimberly Bishop, President  
(Printed name and title)

Pro AV Systems, Inc  
(Name of entity)

275 Billerica Rd - Suite 3  
Chelmsford, MA 01824  
(Address of entity)

978-692-5111  
KBishop@ProAVSi.com  
(Phone and email contact information)

**Sanford School Department Budget Request**

SKU	Description	Qty	Your Price Each	Your Price Ext
<b>Sanford School Department - Sanford Regional Technical Center &amp; High School</b>				
<b>Standard Distance Learning Classroom</b>				
POLYUSB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (usb system only must have computer to connect to)	10	\$1,122.81	\$11,228.10
<b>Note these units will be installed on existing Promethean 75" panels</b>				
<b>Large Distance Learning Classroom</b>				
X30-CST	Video Codec: Poly Studio X30 -Poly Studio Large Sound Bar. Includes 4k Camera, Beam Forming Mcrophones, Surround Sound Speakers Touch 8 Control Panel. Includes 3yr Warranty	1	\$2,024.51	\$2,024.51
Zoom Room	Zoom Room video conferencing capabilities. Required for all video endpoints- 3 year subscription	1	Needs to be purchased directly by end user	
POLYUSB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (usb system only must have computer to connect to)	1	\$1,122.81	\$1,122.81
AP7-B86-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN : TIT-86" Includes wall mount kit, Mobile Stand and S&H	2	\$4,595.00	\$9,190.00
<b>Document Cameras</b>				
IPEVO	IPEVO High-Definition Document Camera	4	\$211.00	\$844.00
<b>Wireless Mobile Hotspots</b>				
R3V48A	Aruba AP-505H (US) Unified AP with Verizon Hotspot 2yr License, & Aruba Central Network Security Management	30		
<b>Installation &amp; Training</b>				
INSTALL	Installation & Training	1	\$12,525.00	\$12,525.00
<b>Sanford School Department - Margaret Chase Smith School</b>				
<b>Large Distance Learning Classroom</b>				
X30-CST	Video Codec: Poly Studio X30 -Poly Studio Large Sound Bar. Includes 4k Camera, Beam Forming Mcrophones, Surround Sound Speakers Touch 8 Control Panel. Includes 3yr Warranty	1	\$2,024.51	\$2,024.51
Zoom Room	Zoom Room video conferencing capabilities. Required for all video endpoints- 3 year subscription	1	Needs to be purchased directly by end user	
POLYUSB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (usb system only must have computer to connect to)	3	\$1,122.81	\$3,368.43
<b>Document Cameras</b>				
IPEVO	IPEVO High-Definition Document Camera	5	\$211.00	\$1,055.00
<b>Student Computers/Interactive devices</b>				
Titanium75	Promethean Titanium Panels	5	\$3,078.00	\$15,390.00
<b>Installation &amp; Training</b>				
INSTALL	Installation & Training	1	\$7,805.00	\$7,805.00

Sanford School Department - Willard School				
<b>Large Distance Learning Classroom</b>				
X30-CST	Video Codec: Poly Studio X30 -Poly Studio Large Sound Bar. Includes 4k Camera, Beam Forming Microphones, Surround Sound Speakers Touch 8 Control Panel. Includes 3yr Warranty	1	\$2,024.51	\$2,024.51
Zoom Room	Zoom Room video conferencing capabilities. Required for all video endpoints- 3 year subscription	1	Needs to be purchased directly by end user	
POLYUSB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (usb system only must have computer to connect to)	3	\$1,122.81	\$3,368.43
AP7-B86-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN : TIT-86" Includes wall mount kit, Mobile stand and S&H	3	\$4,595.00	\$13,785.00
<b>Document Cameras</b>				
IPEVO	IPEVO High-Definition Document Camera	3	\$211.00	\$633.00
<b>Classroom Equipment</b>				
Titanium75	75" PrometheanTitanium for classroom conferencing	5	\$3,078.00	\$15,390.00
<b>Wireless Mobile Hotspots</b>				
R3V48A	Aruba AP-505H (US) Unified AP with Verizon Hotspot 2yr License, & Aruba Central Network Security Management	27		
<b>Installation &amp; Training</b>				
INSTALL	Installation & Training	1	\$11,405.00	\$11,405.00
Sanford School Department - Carl J Lamb School				
<b>Large Distance Learning Classroom</b>				
X30-CST	Video Codec: Poly Studio X30 -Poly Studio Large Sound Bar. Includes 4k Camera, Beam Forming Microphones, Surround Sound Speakers Touch 8 Control Panel. Includes 3yr Warranty	1	\$2,024.51	\$2,024.51
Zoom Room	Zoom Room video conferencing capabilities. Required for all video endpoints- 3 year subscription	1	Needs to be purchased directly by end user	
POLYUSB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (usb system only must have computer to connect to)	3	\$1,122.81	\$3,368.43
AP7-B86-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN : TIT-86" Includes wall mount kit, Mobile Stand and S&H	3	\$4,595.00	\$13,785.00
<b>Document Cameras</b>				
IPEVO	IPEVO High-Definition Document Camera	5	\$211.00	\$1,055.00
<b>Classroom Conferencing Equipment</b>				
Titanium75	Promethean Titanium Panels	10	\$3,078.00	\$30,780.00
<b>Installation &amp; Training</b>				
INSTALL	Installation & Training	1	\$17,405.00	\$17,405.00
Sanford School Department - Sanford Jr High School				
<b>Standard Distance Learning Classroom</b>				
POLYUSB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (usb system only must have computer to connect to)	35	\$1,122.81	\$39,298.35
<b>Note these units will be installed on existing Promethean 75" panels</b>				
<b>Large Distance Learning Classroom</b>				
X30-CST	Video Codec: Poly Studio X30 -Poly Studio Large Sound Bar. Includes 4k Camera, Beam Forming Microphones, Surround Sound Speakers Touch 8 Control Panel. Includes 3yr Warranty	1	\$2,024.51	\$2,024.51
Zoom Room	Zoom Room video conferencing capabilities. Required for all video endpoints- 3 year subscription	1	Needs to be purchased directly by end user	
POLYUSB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (usb system only must have computer to connect to)	7	\$1,122.81	\$7,859.67

AP7-B86-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN : TIT-86" Includes wall mount kit, Chrome Box and S&H	7	\$4,438.00	\$31,066.00
<b>Document Cameras</b>				
IPEVO	IPEVO High-Definition Document Camera	10	\$211.00	\$2,110.00
<b>Wireless Mobile Hotspots</b>				
R3V48A	Aruba AP-505H (US) Unified AP with Verizon Hotspot 2yr License, & Aruba Central Network Security Management	40		
<b>Installation &amp; Training</b>				
INSTALL	Installation & Training	1	\$38,485.00	\$38,485.00
<b>Kittery Public Schools - Horace Mitchell Primary School</b>				
<b>Standard Distance Learning Classroom</b>				
POLYUSB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (usb system only must have computer to connect to)	6	\$1,122.81	\$6,736.86
AP7-B75-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN : TIT-75" Includes mobile cart Chrome Box and S&H	6	\$3,933.00	\$23,598.00
<b>Installation &amp; Training</b>				
INSTALL	Installation & Training	1	\$10,365.00	\$10,365.00
<b>Student iPads</b>				
APPLEIPAD7G	Student iPad with Keyboard Case: iPad 7th Generation 10.2", 128MB, with Logitek keyboard case	80		
<b>Network Infrastructure Upgrades</b>				
Q9H63A	Wireless Access Point: Aruba AP-515 (US) Unified AP. Includes Mounting Bracket & 3yr Enhanced Warranty	33		
JZ017AAE	Network Management Software: Aruba Central Device Management/Cloud Services 2 Tokens 3yr Subscription Bundle E-STU	36		
JL322A	Network Switch: Aruba 2930M 48G PoE+ 1-slot Switch	3		
JL087A	Network Switch: Aruba 2930M Power Supply - Integrates into 2930 switch	3		
<b>Kittery Public Schools - Robert W Traip Academy</b>				
POLYUSB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (usb system only must have computer to connect to)	3	\$1,122.81	\$3,368.43
AP7-B75-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN : TIT-75" Includes mobile cart Chrome Box and S&H	3	\$3,933.00	\$11,799.00
<b>Installation &amp; Training</b>				
INSTALL	Installation & Training	1	\$5,245.00	\$5,245.00
<b>Student iPads Pro for High School</b>				
	Student iPad with Keyboard Case: iPad Pro 4th Generation 12.9", 128MB, with Logitek keyboard case	7		\$0.00
<b>Kittery Public Schools - Shapleigh School</b>				
POLYUSB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (usb system only must have computer to connect to)	6	\$1,122.81	\$6,736.86
AP7-B75-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN : TIT-75" Includes mobile cart Chrome Box and S&H	6	\$3,933.00	\$23,598.00
<b>Installation &amp; Training</b>				
INSTALL	Installation & Training	1	\$10,365.00	\$10,365.00
<b>Network Infrastructure Upgrades</b>				
Q9H63A	Wireless Access Point: Aruba AP-515 (US) Unified AP. Includes Mounting Bracket & 3yr Enhanced Warranty	49		



JZ017AAE	Network Management Software: Aruba Central Device Management/Cloud Services 2 Tokens 3yr Subscription Bundle E-STU	51		
JL322A	Network Switch: Aruba 2930M 48G PoE+ 1-slot Switch	3		
JL087A	Network Switch: Aruba 2930M Power Supply - Integrates into 2930 switch	3		
<b>RSU 06/MSAD 06 - Buxton Center Elementary School</b>				
<b>Standard Distance Learning Classroom</b>				
POLYUSB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (usb system only must have computer to connect to)	5	\$1,122.81	\$5,614.05
AP7-U75-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN : NIC-75" Includes wall mount kit, Chrome Box and S&H	5	\$3,106.00	\$15,530.00
<b>Large Distance Learning Classroom</b>				
X30-CST	Video Codec: Poly Studio X30 -Poly Studio Large Sound Bar. Includes 4k Camera, Beam Forming Microphones, Surround Sound Speakers Touch 8 Control Panel. Includes 3yr Warranty	2	\$2,024.51	\$4,049.02
Zoom Room	Zoom Room video conferencing capabilities. Required for all video endpoints- 3 year subscription	2	Needs to be purchased directly by end user	
AP7-B75-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN : TIT-75" Includes wall mount kit, Chrome Box and S&H	2	\$3,427.00	\$6,854.00
<b>Installation &amp; Training</b>				
INSTALL	Installation & Training	1	\$10,685.00	\$10,685.00
<b>RSU 06/MSAD 06 - Hollis School</b>				
<b>Standard Distance Learning Classroom</b>				
POLYUSB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (usb system only must have computer to connect to)	4	\$1,122.81	\$4,491.24
AP7-U75-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN : NIC-75" Includes wall mount kit, Chrome Box and S&H	4	\$3,106.00	\$12,424.00
<b>Installation &amp; Training</b>				
INSTALL	Installation & Training	1	\$6,605.00	\$6,605.00
<b>RSU 06/MSAD 06 - Bonny Eagle Middle School</b>				
<b>Standard Distance Learning Classroom</b>				
POLYUSB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (usb system only must have computer to connect to)	5	\$1,122.81	\$5,614.05
AP7-U75-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN : NIC-75" Includes wall mount kit, Chrome Box and S&H	5	\$3,106.00	\$15,530.00
<b>Large Distance Learning Classroom</b>				
X30-CST	Video Codec: Poly Studio X30 -Poly Studio Large Sound Bar. Includes 4k Camera, Beam Forming Microphones, Surround Sound Speakers Touch 8 Control Panel. Includes 3yr Warranty	2	\$2,024.51	\$4,049.02
Zoom Room	Zoom Room video conferencing capabilities. Required for all video endpoints- 3 year subscription	2	Needs to be purchased directly by end user	
AP7-B75-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN : TIT-75" Includes wall mount kit, Chrome Box and S&H	2	\$3,427.00	\$6,854.00
<b>Installation &amp; Training</b>				
INSTALL	Installation & Training	1	\$10,685.00	\$10,685.00

<b>Remote Access Solution tro support Remote Learners</b>				
Solution provides remote access connectivity to remote learners and extends school security policies to home users				
JZ399AAECST	Aruba ClearPass Cx000V VM Appliance E-LTU with 3yr Enhanced Warranty	1		
JZ403AAE5KCST	Aruba ClearPass NL AC 5000 CE E-LTU with 3YR Enhanced Warranty	1		
JZ402AAE1KCST	Aruba ClearPass NL AC 1K CE E-LTU wkth 3yr Enhanced Warranty	1		
INSTALL	Installation & Training	1		
<b>RSU 06/MSAD 06 - H B Emery Jr Memorial School</b>				
<b>Standard Distance Learning Classroom</b>				
POLYUSB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (usb system only must have computer to connect to)	3	\$1,122.81	\$3,368.43
AP7-U75-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN : NIC-75" Includes wall mount kit, Chrome Box and S&H	3	\$3,106.00	\$9,318.00
<b>Installation &amp; Training</b>				
INSTALL	Installation & Training	1	\$5,245.00	\$5,245.00
<b>RSU 06/MSAD 06 - Edna Libby Elementary School</b>				
<b>Standard Distance Learning Classroom</b>				
POLYUSB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (usb system only must have computer to connect to)	3	\$1,122.81	\$3,368.43
AP7-U75-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN : NIC-75" Includes wall mount kit, Chrome Box and S&H	3	\$3,106.00	\$9,318.00
<b>Installation &amp; Training</b>				
INSTALL	Installation & Training	1	\$5,245.00	\$5,245.00
<b>RSU 06/MSAD 06 - George E Jack School</b>				
<b>Standard Distance Learning Classroom</b>				
POLYUSB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (usb system only must have computer to connect to)	3	\$1,122.81	\$3,368.43
AP7-U75-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN : NIC-75" Includes wall mount kit, Chrome Box and S&H	3	\$3,106.00	\$9,318.00
<b>Installation &amp; Training</b>				
INSTALL	Installation & Training	1	\$5,245.00	\$5,245.00
<b>RSU 06/MSAD 06 - Steep Falls Elementary School</b>				
<b>Standard Distance Learning Classroom</b>				
POLYUSB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (usb system only must have computer to connect to)	3	\$1,122.81	\$3,368.43
AP7-U75-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN : NIC-75" Includes wall mount kit, Chrome Box and S&H	3	\$3,106.00	\$9,318.00
<b>Installation &amp; Training</b>				
INSTALL	Installation & Training	1	\$5,245.00	\$5,245.00
<b>RSU 06/MSAD 06 - Bonny Eagle High School</b>				
<b>Standard Distance Learning Classroom</b>				
POLYUSB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (usb system only must have computer to connect to)	4	\$1,122.81	\$4,491.24
AP7-U75-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN : NIC-75" Includes wall mount kit, Chrome Box and S&H	4	\$3,106.00	\$12,424.00

<b>Large Distance Learning Classroom</b>				
X30-CST	Video Codec: Poly Studio X30 -Poly Studio Large Sound Bar. Includes 4k Camera, Beam Forming Microphones, Surround Sound Speakers Touch 8 Control Panel. Includes 3yr Warranty	2	\$2,024.51	\$4,049.02
Zoom Room	Zoom Room video conferencing capabilities. Required for all video endpoints- 3 year subscription	2	Needs to be purchased directly by end user	
AP7-B75-NA-1-CST	Interactive Monitor for Video Conferencing Unit; PROMETHEAN : TIT-75" Includes wall mount kit, Chrome Box and S&H	2	\$3,427.00	\$6,854.00
<b>Installation &amp; Training</b>				
INSTALL	Installation & Training	1	\$9,325.00	\$9,325.00
<b>AOS #94 - Ridge View Community School</b>				
<b>Software Based Video Codec (Zoom)</b>				
EDU SKU1YR	Zoom Education Licenses- 1YR	5	Needs to be purchased directly by end user	
<b>Large Distance Learning Classroom -Leveraging existing displays</b>				
X30-CST	Video Codec: Poly Studio X30 -Poly Studio Large Sound Bar. Includes 4k Camera, Beam Forming Microphones, Surround Sound Speakers Touch 8 Control Panel. Includes 3yr Warranty	4	\$2,024.51	\$8,098.04
Zoom Room	Zoom Room video conferencing capabilities. Required for all video endpoints- 3 year subscription	4	Needs to be purchased directly by end user	
POLYUSB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (usb system only must have computer to connect to)	5	\$1,122.81	\$5,614.05
<b>Installation &amp; Training</b>				
INSTALL	Installation & Training	1	\$8,920.00	\$8,920.00
<b>Student Computers</b>				
81VS0002US	Lenovo - IdeaPad 1 15" Laptop - AMD A6-Series - 4GB Memory - AMD Radeon R4 - 64GB eMMC Flash Memory - Platinum Gray with 3yr Warranty	5		
<b>AOS #94 - Dexter Regional High School</b>				
<b>Software Based Video Codec (Zoom)</b>				
EDU SKU1YR	Zoom Education Licenses- 1YR	5	Needs to be purchased directly by end user	
<b>Large Distance Learning Classroom -Leveraging existing displays</b>				
X30-CST	Video Codec: Poly Studio X30 -Poly Studio Large Sound Bar. Includes 4k Camera, Beam Forming Microphones, Surround Sound Speakers Touch 8 Control Panel. Includes 3yr Warranty	11	\$2,024.51	\$22,269.61
Zoom Room	Zoom Room video conferencing capabilities. Required for all video endpoints- 3 year subscription	11	Needs to be purchased directly by end user	
POLYUSB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (usb system only must have computer to connect to)	11	\$1,122.81	\$12,350.91
<b>Installation &amp; Training</b>				
INSTALL	Installation & Training	1	\$19,840.00	\$19,840.00
<b>Student Computers</b>				
81VS0002US	Lenovo - IdeaPad 1 15" Laptop - AMD A6-Series - 4GB Memory - AMD Radeon R4 - 64GB eMMC Flash Memory - Platinum Gray with 3yr Warranty	5		
<b>AOS #94 - Tri-County Technical Center</b>				
<b>Software Based Video Codec (Zoom)</b>				
EDU SKU1YR	Zoom Education Licenses- 1YR	5	Needs to be purchased directly by end user	
<b>Large Distance Learning Classroom -Leveraging existing displays</b>				
X30-CST	Video Codec: Poly Studio X30 -Poly Studio Large Sound Bar. Includes 4k Camera, Beam Forming Microphones, Surround Sound Speakers Touch 8 Control Panel. Includes 3yr Warranty	1	\$2,024.51	\$2,024.51

Zoom Room	Zoom Room video conferencing capabilities. Required for all video endpoints- 3 year subscription	1	Needs to be purchased directly by end user	
AP7-B75-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN : TIT-75" Includes wall mount kit, Chrome Box and S&H	1	\$3,427.00	\$3,427.00
<b>Installation &amp; Training</b>				
INSTALL	Installation & Training	1	\$2,525.00	\$2,525.00
<b>AOS #94 - Harmony Elementary</b>				
<b>Software Based Video Codec (Zoom)</b>				
EDU SKU1YR	Zoom Education Licenses- 1YR	5	Needs to be purchased directly by end user	
<b>Large Distance Learning Classroom</b>				
X30-CST	Video Codec: Poly Studio X30 -Poly Studio Large Sound Bar. Includes 4k Camera, Beam Forming Microphones, Surround Sound Speakers Touch 8 Control Panel. Includes 3yr Warranty	1	\$2,024.51	\$2,024.51
Zoom Room	Zoom Room video conferencing capabilities. Required for all video endpoints- 3 year subscription	1	Needs to be purchased directly by end user	
AP7-B75-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN : TIT-75" Includes wall mount kit, Chrome Box and S&H	1	\$3,427.00	\$3,427.00
<b>Installation &amp; Training</b>				
INSTALL	Installation & Training	1	\$2,525.00	\$2,525.00
<b>AOS #94 - Athens Community School</b>				
<b>Software Based Video Codec (Zoom)</b>				
EDU SKU1YR	Zoom Education Licenses- 1YR	5	Needs to be purchased directly by end user	
<b>Large Distance Learning Classroom</b>				
X30-CST	Video Codec: Poly Studio X30 -Poly Studio Large Sound Bar. Includes 4k Camera, Beam Forming Microphones, Surround Sound Speakers Touch 8 Control Panel. Includes 3yr Warranty	1	\$2,024.51	\$2,024.51
Zoom Room	Zoom Room video conferencing capabilities. Required for all video endpoints- 3 year subscription	1	Needs to be purchased directly by end user	
AP7-B75-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN : TIT-75" Includes wall mount kit, Chrome Box and S&H	1	\$3,427.00	\$3,427.00
<b>Installation &amp; Training</b>				
INSTALL	Installation & Training	1	\$2,525.00	\$2,525.00
<b>Total</b>				<b>\$723,132.42</b>

## References

### MSAD 57 Waterboro, ME

**Project Description:** Upgrading technology for distance learning and remote capabilities in 260 classrooms district wide with new conferencing equipment

**System Designer:** Pro AV Systems, 275 Billerica Rd, Suite 3, Chelmsford MA 01824

**Owner:** MSAD 57, Kevin Perkins, Technology Director, 86 West Road, Waterboro, ME 04087; 207-247-3141 x 2278

### Auburn School District, ME

**Project Description:** Upgrading technology for distance learning and remote capabilities in 300 classrooms district wide, utilizing existing front of classroom projector system

**System Designer:** Pro AV Systems, 275 Billerica Rd, Suite 3, Chelmsford MA 01824

**Owner:** Auburn School District, Peter Robinson, Technology Director, 60 Court Street, Auburn, ME 04210; 207-784-6431

### RSU 1 Bath, ME

**Project Description:** New school project with 76 classrooms of Promethean panels, Gym, Dining Space, Café Classroom, PAC and other specialty spaces

**System Designer:** Pro AV Systems, 275 Billerica Rd, Suite 3, Chelmsford MA 01824 / Lavallee Brensinger, 155 Dow St #400, Manchester NH 03101

**Owner:** RSU #1, Dean Emmerson, Director of Technology, 34 Wing Farm Parkway, Bath, ME 04530; 207-443-8253

### Oyster River Middle School, Rye NH

**Project Description:** New school project with 60 classroom spaces, state of the art Performing Arts Center, Gym and conference spaces

**System Designer:** Pro AV Systems, 275 Billerica Rd, Suite 3, Chelmsford MA 01824 / Lavallee Brensinger, 155 Dow St #400, Manchester NH 03101

**Owner:** Oyster River Cooperative School District, Joshua Olstad, Director of IT, 33 Coe Drive, Durham, NH 03824; 603-868-5100 x 2501

### MSAD 44, Bethel, ME

**Project Description:** High School rollout of 49 75" Cleartouch panels on mobile stands in Fall 2020

**System Designer:** Pro AV Systems, 275 Billerica Rd, Suite 3, Chelmsford MA 01824

**Owner:** MSAD #44, Mike Muir, Tech Director SAD 44, One Parkway, Suite 204, Bethel ME 207-381-0032

### MSAD 27, Fort Kent, ME

**Project Description:** High School rollout of 47 wall mounted 65" Cleartouch panels in Fall 2020

**System Designer:** Pro AV Systems, 275 Billerica Rd, Suite 3, Chelmsford MA 01824

**Owner:** MSAD #27, AnnMarie Guerrette, District Technology Coordinator, 84 Pleasant St, Fort Kent ME 04743; 207-834-5540 x 1127

### MSAD 75 Topsham, ME

**Project Description:** New school project with classrooms 67 of Promethean, Art and Music rooms, Gym and specialty spaces; additionally 150 Promethean panels throughout classrooms in the district

**System Designer:** Communications Design Associates, Inc, 117 Kendrick St Suite 300, Needham, MA 02494

**Owner:** MSAD #75, Nick Riggie, Technology Director, 50 Republic Ave, Topsham, ME 04086; 207-729-9961

Video Displays • Audio Systems • Control Systems • Interactive Systems • Digital Signage • Video Conferencing • IP Streaming • Sound Masking

	Certification or Licensure Original Issue Date	Certification or Licensure Issuing Manufacturer or Organization	Certification or Licensure Expiration Date
<b>CORPORATE CERTIFICATIONS</b>			
	DCAMM Certified	Division of Capital Asset Management & Maintenance	2/26/2021
	APEX Certified	AVIXA (formerly Infocomm)	4/3/2021
	SDO Certified	Commonwealth of MA	11/9/2021
	MBE/WBE/MWBE	Commonwealth of MA	11/9/2021
	WOSB Certified	U.S. Women's Chamber of Commerce	10/1/2021
	MA Statewide Contract OFF40	Commonwealth of MA - Audio/Video	12/31/2021
	MHEC Statewide Contract MC15-B11	Massachusetts Higher Education Consortium	9/30/2023
	Certificate of Good Standing and Fully Insured/Bonded	Commonwealth of MA	12/31/2021
	Epson Brightlink Certified Expert	Epson	None
	Gold Safety Award	Construct Secure	10/1/2022
<b>KIM BISHOP President, Owner</b>			
YEARS OF EXPERIENCE: 20+	CTS Certified	AVIXA (formerly Infocomm International)	4/30/2022
	Notary Public	Commonwealth of MA	8/28/2026
	Digital Signage for Tech Managers Certification	InfoComm International	None
	Extron School of Emerging Technology	Extron	None
	Brightlink Pro Collaborative Whiteboard Sales Training	Epson	None
	OSHA 10 – Construction Safety	OSHA	None
<b>LES BISHOP CFO, Owner</b>			
YEARS OF EXPERIENCE: 20+	CTS Certified	AVIXA (formerly Infocomm International)	1/31/2024
	Construction Supervisors License #68690 (effective 9/12/1988)	Commonwealth of MA Dept. of Public Safety Board of Bldg.	9/12/2020
	Lift Operation Certification	Construction Equipment Rentals (CER)	None
	Crestron Programming Fundamentals 5/2006	Crestron Electronics	None
	Radio & TV Master Technician License #9952 (effective 12/31/06)	Division of Professional Licensure, MA	12/31/2014* (MA no longer licenses)
	Registered Professional Engineer #30574 (effective 6/30/1979)	Division of Professional Licensure, MA	6/30/2022
	School of Emerging Technologies	Extron Electronics	None
	Business-to-Gov't Specialist (effective 10/19/2008)	IACET/B2G	None
	Construction Supervisor License CE Course	Massachusetts Contractors Academy	9/9/2017
	OSHA 10 – Construction Safety	OSHA	None
	Telecom Systems Contractor #6177 (effective 9/30/08)	RI Dept. of Labor	9/30/2022
<b>MARK WOODS Director of Engineering</b>			
YEARS OF EXPERIENCE: 14	CTS-D Certified	AVIXA (formerly Infocomm International)	9/1/2023
	Crestron Master Technology Architect	Crestron Electronics	None
	NAM – AMX Control Designer	AMX University	None
	Biamp Nexia Certified	Biamp Corp	None
	Biamp Audia Certified	Biamp Corp	None
	Biamp Tesira Certified	Biamp Corp	None
	Crestron Programmer	Crestron Electronics	None
	Crestron System Design (4/21/2008)	Crestron Electronics	None
	Crestron Network Solutions - Design (CNS-D)	Crestron Electronics	None
	Dante Level 1 Certification	Audinate	None
	DMC-E (Digital/Media Certified Engineer)	Crestron Electronics (Lic.#E-105-110204-1900)	None
	DMC-D (Digital Media Certified Designer)	Crestron Electronics (Lic.#D-105-110204-3196)	None
	DMC-E/4K – DigitalMedia Certified Engineer 4K	Crestron Electronics (Lic.#E-4K-000-120123-1453)	None
	CSD- Commercial Shade Designer	Crestron Electronics (Lic.#CSD-000-140715-2256)	None
	Lift Operation Certification	Construction Equipment Rentals (CER)	None
	Extron System Design (2/2007)	Extron Electronics	None
	Extron – Control Associate ECA License	Extron Electronics	None
	Extron School of Configurable Control Systems	Extron Electronics	None
	Extron A/V Associate Certificate	Extron Electronics	None
	School of Emerging Technologies	Extron Electronics	None
	XTP-E (XTP Systems Engineer)	Extron Electronics	None
	OSHA 10 – Construction Safety	OSHA	None
	Telecommunications #6536 (May 1, 2009)	RI Dept. of Labor	None
	Polycom Video Conferencing HDX trainer/installer 3/14/09	Sapphire Marketing	None
	Polycom RealPresence Platform	Polycom	None
	Polycom RealPresence Environment	Polycom	None
	Shure Microflex Advance Training	Shure Audio Institute	None
	SymNet Certification	Symetrix Engineering	None
	Element Certified	Spinetix	None

**DAVID BISHOP** *Chief Commercial Officer*

YEARS OF EXPERIENCE: 14	CTS Certified	AVIXA (formerly Infocomm International)	5/31/2023
	Biamp Audio Certified	Biamp Corp.	None
	Lift Operation Certification	Construction Equipment Rentals (CER)	None
	Crestron Programmer	Crestron Electronics	None
	Crestron System Design (4/21/2008)	Crestron Electronics	None
	Crestron Roomview Designer (4/21/08)	Crestron Electronics	None
	Crestron Communication System Design (11/11/08)	Crestron Electronics	None
	Dante Level 1 Certification	Audinate	None
	DMC-D/4K DigitalMedia Certified Designer 4K	Crestron Electronics (Lic.#D-4K-000-110204-1954)	None
	DMC-E (Digital Media Certified Engineer)	Crestron Electronics (Lic.#E-105-110204-1892)	None
	DMC-D (Digital Media Certified Designer)	Crestron Electronics (Lic.#D-105-110204-3195)	None
	Epson BrightLink Pro Collaborative Whiteboard Sales Training	Epson	None
	Epson Large Venue Projectors Course	Epson	None
	Extron System Design (2/2007)	Extron Electronics	None
	School of Emerging Technologies	Extron Electronics	None
	Business-to-Gov't Specialist (effective 10/19/2008)	IACET/B2G	None
	OSHA 10 – Construction Safety	OSHA	None
	OSHA 10 – Construction Safety	OSHA	None
	RM Easiteach Advanced and Math Frameworks Trainer	RM Educational Software	None
	Polycam Video Conferencing HDX trainer/installer 3/14/09	Sapphire Marketing	None
	Shure Microflex Advance Training	Shure Audio Institute	None

**ADRIENNE BLASIOLI** *Director of Bid Desk*

YEARS OF EXPERIENCE: 10	CTS Certified	AVIXA (formerly Infocomm International)	2/28/2022
	Notary Public	Commonwealth of MA	1/26/2029
	Crestron Master Sales Associate	Crestron Electronics	None
	OSHA 10 - Construction Safety	OSHA	None
	OSHA 30 – Construction Safety	OSHA	None
	Epson BrightLink Pro Collaborative Whiteboard Sales Training	Epson	None
	Epson Brightlink Certified Expert: Sales, Installation	Epson	None
	Topcat Access Installation	Lightspeed	None
	Lightspeed Access Troubleshooting	Lightspeed	None
	Top 40 Under 40	Commercial Integrator Magazine 2021	None

**SLADE FORNI** *Project Manager*

YEARS OF EXPERIENCE: 6	CTS Certified 2016	AVIXA (formerly Infocomm International)	11/30/2021
	Project Management Professional, PMP	Project Management Institute: PMP Number: 2757388	3/10/2023
	OSHA 10 - Construction Safety	OSHA	None
	OSHA 30 – Construction Safety	OSHA	None

**SEAN HAMMOND** *Technician*

YEARS OF EXPERIENCE: 12	CTS Certified 2/2012	AVIXA (formerly Infocomm International)	12/31/2023
	CTS AV Installation Test: Cable Termination, Cable Handling,	InfoComm Academy Professional Education & Training	None
	OSHA Safety Course June 2, 2008	AGC-Massachusetts	None
	Biamp Mix-Minus Certified	Biamp	None
	AVD	Biamp	None
	Lift Operation Certification	Construction Equipment Rentals (CER)	None
	Crestron Programmer	Crestron Electronics	None
	DMC-D-4K	Crestron Electronics	None
	DMC-D DigiMedia Certified Designer	Crestron Electronics (Lic. #D000-140228-9837)	None
	Configuring for Control	Extron Electronics	None
	Extron School of Global Configurator 4/24/2008	Extron Electronics	None
	Extron Certified AV Associate	Extron Electronics	None
	School of Configurable Control	Extron Electronics	None
	Project Management for AV	AVIXA (formerly Infocomm International)	None
	Authorized Service Center Training – Infocus IN series and Ask	Infocus University	None
	OSHA 10 – Construction Safety	OSHA	None

**ANDREW CLARK** *Field Service Engineer*

YEARS OF EXPERIENCE: 11	CTS-I Certified 11/30/2015	AVIXA (formerly Infocomm International)	11/30/2022
	AV Technician Certified 11/25/2015	AVIXA (formerly Infocomm International)	None
	Biamp Mix-Minus Certified	Biamp	None
	Biamp Tesira Forte Certified Installer	Biamp	None
	Lift Operation Certification	Construction Equipment Rentals (CER)	None
	Crestron Programmer	Crestron Electronics	None
	Crestron DMC-D	Crestron Electronics	None
	Crestron Certified Designer 4K	Crestron Electronics	None
	Crestron CTI-P101 Foundations of Crestron Programming	Crestron Electronics	None
	Dante Level 1 Certification	Audinate	None
	Extron Certified AV Associate	Extron Electronics	None
	Extron Control Specialist	Extron Electronics	None
	OSHA 10 – Construction Safety	OSHA	None
	Shure Microflex Advance Training	Shure Audio Institute	None

**KENNY SOULEOTIS** *Warehouse Manager*

YEARS OF EXPERIENCE: 11	CTS Certified 2/2012	AVIXA (formerly Infocomm International)	2/28/2021
	Lift Operation Certification	Construction Equipment Rentals (CER)	None
	School of Audio Visual Technologies for System Design	Extron Electronics	None
	OSHA 10 – Construction Safety	OSHA	None

<b>NATE HUBBARD Technician</b>			
YEARS OF EXPERIENCE: 3	CTS Certified 9/2020 OSHA 10 – Construction Safety	AVIXA (formerly Infocomm International) OSHA	10/31/2023 None
<b>ALISHA LEBLANC Project Manager</b>			
YEARS OF EXPERIENCE: 3	CTS Certified 10/2020 Project Management for AV OSHA 10-Construction Safety OSHA 30-Construction Safety	AVIXA (formerly Infocomm International) AVIXA (formerly Infocomm International) OSHA OSHA	11/30/2023 None None
<b>JEFF TAYLOR Technician</b>			
YEARS OF EXPERIENCE: 6	OSHA 10-Construction Safety Safari Montage Technician Certified	OSHA Safari Montage	None None
<b>RYAN ACKLEY Field Engineer</b>			
YEARS OF EXPERIENCE: 9	CTS-I Certified Biamp VoIP Certification - Level 1 Biamp Tesira Forte Certified Installer Biamp TesiraSERVER/SERVER-IO Training C2G "The 5 A/V Technologies That Will Define the Next 5 C2G "Digital Video at Length" Chief Mfg. Certified Installer Crestron DMC-D Certified Digital Media Designer Crown I-Tech HD Certified User Dante Level 1 Certification Dante Level 2 Certification Foundations of Crestron Programming CTI-P101 Extron School of Audio Visual Technologies for System Designers Extron "Configuring for Control" Extron Certified Control Professional Listen Technologies Hearing Loop Certification - Level 1 OSHA 10-Construction Safety Shure Microflex Advance Training	AVIXA (formerly Infocomm International) Biamp Biamp Biamp 1/30/19 C2G C2G Chief Crestron Electronics Crown Audinate Audinate 1/3/2019 Crestron Electronics Extron Electronics Extron Electronics Extron Electronics Listen Technologies OSHA Shure Audio Institute	6/30/2023 None None None None None None None None None None None None None None None None None None None
<b>SCOTT JORDAN Design Engineer</b>			
YEARS OF EXPERIENCE: 25	CTS Certified 10/2020 Avixa Academy Essentials of AV Technology Avixa Academy Front Work for Live Events Tesira Training Certification Chief Mfg. Certified Installer Foundations of Crestron Programming CTI-P101 Crestron Digital Media Streaming, DMC-S Certified Crestron Digital Media NVX Design and Application, NVX-N Certified Crestron Digital Media Certified Designer, DMC-D Certified DNH Commercial Loudspeaker Course Extron Consultant School of Emerging Technologies Extron Fiber Optic Systems Advanced Training Extron Videowall Systems Advanced Training Extron XTP Systems Online Training Extron XTP-E Certified Extron Video Signal Processing Advanced Training Extron AV Streaming Technology Advanced Training OSHA 10-Construction Safety QSC Q-SYS Level 1 and Level 2 Certification SIA Software / EAW SMAART School Certified Yamaha Digital System Clinic, Dante for Sound Reinforcement and Distribution	AVIXA (formerly Infocomm International) AVIXA (formerly Infocomm International) AVIXA (formerly Infocomm International) Biamp (Certification Number 8327) Chief Crestron Electronics Crestron Electronics (Certification Number S-366-161103-1300) Crestron Electronics (Certification Number NVXN-366-190226-1249) Crestron Electronics (Certification Number D-149-110322-4597) DNH Extron Electronics Extron Electronics Extron Electronics Extron Electronics Extron Electronics Extron Electronics Extron Electronics Extron Electronics OSHA QSC EAW Yamaha	11/30/2023 None
<b>JACOB AUDET Installation Manager</b>			
YEARS OF EXPERIENCE: 5	CTS Certified 2017 OSHA 10-Construction Safety	AVIXA (formerly Infocomm International) OSHA	1/31/2023 None
<b>ANDREW DOLZANI Field Engineer</b>			
YEARS OF EXPERIENCE: 9	CTS Certified	AVIXA (formerly Infocomm International)	6/30/2022
<b>PHILLIP BOISVERT Technician</b>			
YEARS OF EXPERIENCE: 3	OSHA 10-Construction Safety CTS Certified	OSHA AVIXA (formerly Infocomm International)	None 9/30/2023
<b>DEREK BROOKS Technician</b>			
YEARS OF EXPERIENCE: 6	OSHA 10-Construction Safety State of Rhode Island Commercial Contractor License	OSHA Commercial Contractor Registration Number GC-46859	None 3/2/2023
<b>BRENDA DESHAIES Operations Manager</b>			
YEARS OF EXPERIENCE: 9	Epson BrightLink Pro Collaborative Whiteboard Sales Training RM Easiteach trainer and Math Frameworks Trainer	Epson RM Educational Software	None None



**STEVEN LEBLANC** *Sales Account Manager*

YEARS OF EXPERIENCE: 2	CTS Epson Master Brightlink Sales Certification	AVIXA (formerly Infocomm International) Epson	1/31/2022 Jan-19
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**NICOLE GUINTA** *Project Engineer*

YEARS OF EXPERIENCE: 10	CompTIA Security+ Certification	Certification Number - COMP001021414187	12/10/2024
	OSHA 10 – Construction Safety	OSHA	None
	Dante Certification Level 1	Audinate	None
	Dante Certification Level 2	Audinate	None
	Dante Certification Level 3	Audinate	None
	Crestron DigitalMedia Certified Designer – 4K	Crestron Electronics	None
	Crestron RL-C	Crestron Electronics	None
	Advanced Residential Certification	Lutron Electronics	None
	Biamp Tesira Forte	Biamp	None
	Project Management for AV	AVIXA (formerly Infocomm International)	None
	AV Design for the Environment	AVIXA (formerly Infocomm International)	None
	Networking Essentials I	AVIXA (formerly Infocomm International)	None
	Extron School of Audio Visual Technologies for System Designers	Extron Electronics	None
	Microsoft Lync Technical	Polycom	None
	Extron Networking Principals	Extron Electronics	None
	Extron Streaming Principals	Extron Electronics	None

**MATT CLARKE** *Project Engineer*

YEARS OF EXPERIENCE: 10	Wireless Best Practices & Techniques	Shure Wireless	8/28/2021
	Design	Shure Wireless	8/26/2021
	Audio Basics for Meetings and Conferences	Shure Wireless	8/20/2021
	Chief Certified Partner	Chief Manufacturing	None
	Certified Product Specialist	ClearOne	None
	Certified Technical Specialist	ClearOne	None
	Audio Basics for Conference Rooms	ClearOne	None
	Da-Lite Academy	Da-Lite	None
	Extron AV Associate	Extron	None
	Audio Equalization	AVIXA (formerly Infocomm International)	None
	AV 101 for Architects	AVIXA (formerly Infocomm International)	None
	Cable Termination	AVIXA (formerly Infocomm International)	None
	Economic Snapshot Survey Results	AVIXA (formerly Infocomm International)	None
	Biamp Tesira Forte	Biamp	None
	Desco ESD Basics	Desco	None
	Vidyo Certified Deployment & Support Engineer (VC-DSE)	Vidyo	None
	Dante Certification Level 1	Audinate	None
	OSHA 10 - Construction Safety	OSHA	None

**MARK CRISTOFFELS** *Service Manager*

YEARS OF EXPERIENCE: 16	CTS Certified	AVIXA (formerly Infocomm International)	7/31/2023
	Biamp Tesira Forte	Biamp	None
	Biamp VoIP	Biamp	None
	TelePresence Video Sales Specialist	Cisco	None
	ClearOne Specialist	ClearOne	None
	Crestron DMC-S	Crestron Electronics	None
	Crestron DigitalMedia Certified Designer – 4K	Crestron Electronics (D-4K-000-140603-2692)	None
	Crestron RL	Crestron Electronics (Lic RLC-000-140604-1058)	None
	CTI-P101 - Foundations of Crestron Programming	Crestron Electronics	None
	Extron School of Audio Visual Technologies for System Designers	Extron Electronics	None
	Extron IP config	Extron Electronics	None
	Hilti power tools certified operator	Hilti	None
	OSHA 10 – Construction Safety	OSHA	None
	Polycom RealPresence Clarity	Polycom	None
	Polycom RealPresence Platform	Polycom	None
	Polycom RealPresence Environment	Polycom	None
	Polycom Immersive Telepresence	Polycom	None
	Revolabs Certified Specialist	Revolabs	None
	SynAudCon Digital	SynAudCon	None
	Dante Certification Level 1	Audinate	None
	Microflex Advanced Training	Shure	None

**BJORN KAPSTAD** *Project Manager*

YEARS OF EXPERIENCE: 6	CTS Certified 11/2020	AVIXA (formerly Infocomm International)	12/31/2023
	OSHA 10 – Construction Safety	OSHA	None
	OSHA 30 – Construction Safety	OSHA	None
	AV Technology Certificate	AVIXA - Infocomm	None

**ROBERT O'SHEA** *Service Technician*

YEARS OF EXPERIENCE: 5	CTS Certified 12/2020	AVIXA (formerly Infocomm International)	12/31/2023
	OSHA 10 – Construction Safety	OSHA	None
	OSHA 30 – Construction Safety	OSHA	None

**MATT BELANGER** *Programmer*

YEARS OF EXPERIENCE: 15	Certified Master Programmer - Silver Level	Crestron Electronics	None
	DMC-D/4K DigitalMedia Certified Designer 4K	Crestron Electronics	None

**JAY WHITE** *Sales Account Manager*

YEARS OF EXPERIENCE: 35+	Essentials of Crestron Programming	Crestron Electronics	None
	DMC-D/4K DigitalMedia Certified Designer 4K	Crestron Electronics	None
	Extron Advanced School of AV Technologies I	Extron Electronics	None
	Extron Advanced School of AV Technologies II	Extron Electronics	None
	Extron School of Emerging Technologies	Extron Electronics	None

**MIKE LIBBY** *Project Manager*

YEARS OF EXPERIENCE: 10	OSHA 10 – Construction Safety	OSHA	None
	OSHA 30 – Construction Safety	OSHA	None
	Lift Operation Certification	Construction Equipment Rentals (CER)	None
	Shure Microflex Advanced Training	Shure	None
	Dante Certification Level 1	Audinate	None

**TYLER LOGAN** *Technician*

YEARS OF EXPERIENCE: 5	CTS	AVIXA (formerly Infocomm International)	7/31/2023
	OSHA 10 – Construction Safety	OSHA	None

**NICHOLAS CAMELIO** *Technician*

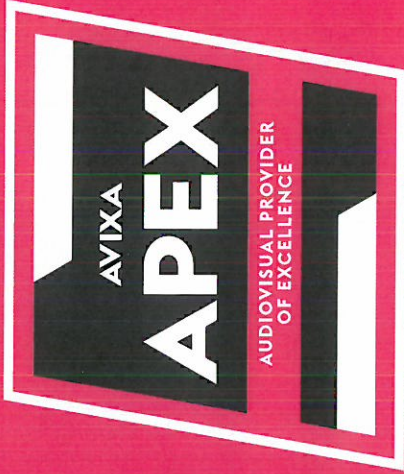
YEARS OF EXPERIENCE: 3	CTS	AVIXA (formerly Infocomm International)	10/31/2023
	OSHA 10 – Construction Safety	OSHA	None

**LINDA IVERS** *Strategic Accounts Coordinator, Safety Officer*

YEARS OF EXPERIENCE: 12	OSHA 10 – Construction Safety	OSHA	None
	OSHA 30 – Construction Safety	OSHA	None

**RICH PETERSON** *Account Manager*

YEARS OF EXPERIENCE: 5	Selling Newtek Technology	Newtek	None
	Newtek Training 3Play Operation	Newtek	None
	Newtek Live Production with Tricaster	Newtek	None
	Microsoft Teams Room Solution Sales Professional	Microsoft 365	None



Let It Be Known

## Pro AV Systems, Inc.

Has been awarded the designation of **AV Provider of Excellence (APEX)** from AVIXA by annually demonstrating their commitment to providing quality service to customers, upholding high standards, and advancing industry excellence.

04/03/2018

Designation Awarded

04/30/2022

Expiration/Renewal Date

A handwritten signature in black ink that reads 'Joe Pham'.

Joe Pham, Ph.D., President, AVIXA



AUDIOVISUAL AND INTEGRATED EXPERIENCE ASSOCIATION



Business Technology Solutions

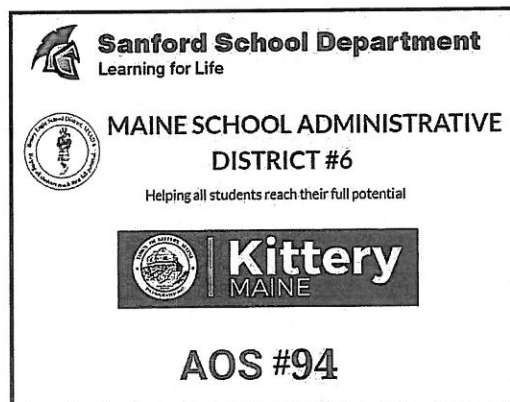
*Always There!*

## USDA Rural Development Grant

RFQ Project ID: Distance Learning Classroom Equipment RUS

Date: April 7, 2022

Presented to:



917 Main Street, Suite 200  
Sanford, ME 04073

Contact:

Joan Wright – Director of Technology  
Cheryl Fournier – Business Administrator  
Alejandra Sulpizio – Grant Consultant  
(207) 324-2810

Presented by:

**VoDaVi Technologies, LLC**

Maine Operations : Embden, ME 04958

Office: (207) 424-0515

- Where Installation and Training are spelled out as a single line item, VoDaVi has provided the price allowance for “training” only; Installation is quoted separately

#### **Video Endpoints & Interactive Display Panels**

- Preparation: Unbox and dispose of waste in customer provided waste disposable location on campus or within the facility
- Configuration: Register video endpoint to cloud controller (WebEx or Zoom)
- Installation: Mount unit to New/Existing interactive display. Ensure all necessary manufacturer provided cables and power chords have been included
  - Note: Based on prior selection, end-user client sites will have the option of either wall mounting display or cart mounted. This will be determined prior to final award. Please include wall mount brackets and option for mobile cart.
- Test: Perform test call
- Training: Work with end-user site to provide up to 1hr of basic user training on how to operate equipment (there will be additional training provided to end-users)
- Documentation: install asset tag provided by customer; record system confirmation; Registration: where appropriate register each unit with the manufacturer for warranty, licensing, and cloud management purposes
- Project Management – See above “General Project Management”
- Customer Sites: Customer sites will be given option for wall mount or cart mount (note: this will be determined prior to final award. Wall mount brackets are included with all models; optional cart pricing will be provided.








#### **Network Equipment (wireless “access points” & wired “switching”)**

- Preparation (Wireless Access Point):
  - Unbox WAP and dispose of waste in customer provided waste disposable location on campus or within the facility
  - Mount (ceiling/wall) mount each WAP, network with existing CAT6 cable powered by existing injector of PoE switch port. Note: end user sites are responsible for providing adequate mounting location (clean and cleared) and assumed each WAP will be mounted using a vendor provided Aruba manufactured ceiling/wall bracket with installations o higher than 8' using existing cabling provided by end-user site.
  - WAP Configuration: Wireless APs once networked and powered will be configured to end-users existing Aruba Central Cloud Management and Support solution.
- Preparation (Switch):
  - Unbox switch and dispose of waste in customer provided waste disposable location on campus or within the facility
- Rack mount each switch and power up. Note: end user sites are responsible for

under the SANFORD SD RUS grant umbrella. Please note, over the past several months some manufacturers have experienced supply chain issues affecting product delivery; these factors, along with other project impacting considerations will be discussed to allow for the creation of a comprehensive deployment strategy for SANFORD SD; once sign off is established the implementation planning will begin. VoDaVi project management will work closely with the stakeholders at SANFORD SD, and their affiliated school districts to develop a comprehensive project plan complete with detailed deliverables and prioritized timelines to correspond with the district's schedule for solution implementation. All project phases and stages will be carefully planned and scheduled to mitigate risk and eliminate unnecessary down time. The deployment strategy for each line item, given variations in cart or wall mounted interactive boards, will be the same for each school within the Sanford SD RUS grant umbrella.

**Deployment strategy for each solution component (in order of appearance on the recommended budget tab) for all Districts**

- POLY STUDIO USB: Video Codec Poly USB Sound bar 4k Camera speakers USB Cable (USB system only must have computer to connect to). Units will ship to a central facility within the designated school district. VoDaVi will unpackage, asset tag, and distribute the platforms to the appropriate school facilities. Installation will include: Mounting Powering Networking (wired or wireless) Basic Configuration and Testing (Training has been factored in as required).
- POLY X30-CST: Video Codec Poly Studio X30-Poly Studio Large Sound Bar. Includes 4k Camera, Beam Forming Microphones, Surround Sound Speakers Touch 8 Control Panel. (3yr Warranty). Units will ship to a central facility within the designated school district. VoDaVi will unpackage, asset tag, and distribute the platforms to the appropriate school facilities. Installation will include: Mounting Powering Networking (wired or wireless) Basic Configuration and Testing (Training has been factored in as required).
- Zoom Room - Zoom Room video conferencing capabilities. Required for all video endpoints 3-year subscription. Provided the customer does not purchase the Zoom Room directly, all units will ship to a central facility within the designated school district. VoDaVi will unpackage, asset tag, and distribute the platforms to the appropriate school facilities. Installation will include: Mounting Powering Networking (wired or wireless) Basic Configuration and Testing (Training has been factored in as required).
- Promethean AP7-B86-NA-1-CST 86" Interactive Monitor for Video Conferencing Unit:  
PROMETHEAN: TIT-86" Includes wall mount kit, Mobile Stand and S&H. Units are shipped to a single consolidated district facility with inside delivery and handling for the boards. VoDaVi will unpackage, asset tag, and distribute the platforms to the appropriate designated facilities for wall mounting or cart mounting. Installation will include: Mounting Powering Networking (wired or wireless) Basic Configuration and Testing (Training has been factored in as required).
- IPEVO 5-902-4-01-00 High-Definition Document Camera VZ-X Wireless, HDMI & USB Document Camera. Units are shipped to a single consolidated district facility. VoDaVi will unpackage, asset tag, and distribute the platforms to the appropriate designated facilities for wall mounting or cart mounting. Installation will include: Mounting Powering Networking (wired or wireless) Basic Configuration and Testing (Training has been factored in as required).
- Aruba HPE R3V48A - Aruba AP-505H (US) Unified AP with Verizon Hotspot 2yr License, &

-  Aruba HPE JL087A Network Switch: Aruba 2930M Power Supply - Integrates into 2930 switch. VoDaVi will unpackage, asset tag, and distribute the Aruba switch devices to the appropriate school facilities for rack mounting based on requirement. Installation to include: Mounting Powering Networking, Basic Configuration and Testing (Training has been factored in as required).
-  Promethean AP7-U75-NA-1-CST 75" Interactive Monitor for Video Conferencing Unit: PROMETHEAN: NIC-75" Includes wall mount kit, Chrome Box and S&H. Units are shipped to a single consolidated district facility with inside delivery handling for the Promethean. VoDaVi will unpackage and distribute the Promethean platform to the appropriate designated facility for wall mounting or cart mounting and installation to include: Mounting Powering Networking (wired or wireless) Basic Configuration and Testing (Training has been factored in as requested).
-  Aruba HPE JZ399AAECST Aruba ClearPass Cx000V VM Appliance E-LTU with 3yr Enhanced Warranty. Units will ship to a central site or facility within the designated school district. VoDaVi will unpackage, asset tag, and distribute the Aruba appliance to the appropriate school facilities for rack mounting based on requirement. Installation to include: Mounting Powering Networking, Basic Configuration and Testing (Training has been factored in as required).
-  Aruba HPE JZ403AAE5KCST Aruba ClearPass NL AC 5000 CE E-LTU with 3YR Enhanced Warrant. VoDaVi will asset tag, associate and distribute the Aruba licensing to the appropriate school facilities based on requirement. Installation to include: Basic Configuration and Testing (Training has been factored in as required).
-  Aruba HPE JZ402AAE1KCST Aruba ClearPass NL AC 1K CE E-LTU with 3yr Enhanced Warranty. VoDaVi will asset tag, associate and distribute the Aruba licensing to the appropriate school facilities based on requirement. Installation to include: Basic Configuration and Testing (Training has been factored in as required).
-  Zoom EDU SKU1YR – Zoom Education Licenses – 1YR Download the Zoom 1 year EDU license. This download task and task of product distribution is the responsibility of the customer. Provided the customer does not purchase the Zoom Room directly, all licensing units will ship distributed to the designated school district. VoDaVi will asset tag. Installation will include: Basic Configuration and Testing (Training has been factored in as required).
-  Lenovo 81VS0002US (discontinued – see substitution) Lenovo - IdeaPad 1 15" Laptop - AMD A6-Series - 4GB Memory - AMD Radeon R4 - 64GB eMMC Flash Memory - Platinum Gray with 3yr Warranty. Units are shipped to a single consolidated district facility. Client is responsible for handling the device. No installation Required by Vendor.

## 5. Pricing – Network Upgrade Solution

The following tables document the established Bills-of-Material (BOM) necessary to complete the wired and wireless network upgrade to including design engineering, planning, technical configuration, and post installation support strategies:

Zoom	Zoom Room	Zoom Room video conferencing capabilities. Required for all video endpoints 3-year subscription	1	\$1418.59	\$1418.59
POLY	POLY USB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (USB system only must have computer to connect to)	3	\$794.69	\$2384.07
IPEVO	IPEVO	IPEVO High-Definition Document Camera	5	\$306.89	\$1534.45
Promethean	Titanium75	Promethean Titanium Panels	5	\$3,433.34	\$17,166.70
VoDaVi	INSTALL	Installation and Training (1 lot includes POLY and Promethean)	1	\$1,530.00	\$1,530.00
<b>Willard School</b>					
POLY	X30-CST	Video Codec: Poly Studio X30 -Poly Studio Large Sound Bar. Includes 4k Camera, Beam Forming Microphones, Surround Sound Speakers Touch 8 Control Panel. Includes 3-YR Warranty	1	\$1,327.11	\$1,327.11
Zoom	Zoom Room	Zoom Room video conferencing capabilities. Required for all video endpoints 3-year subscription	1	\$1,418.59	\$1,418.59
POLY	POLY USB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (USB system only must have computer to connect to)	3	\$794.69	\$2,384.07
Promethean	AP7-B86-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN: TIT-86" Includes wall mount kit, Mobile Stand and S&H	3	\$4,884.48	\$14,653.44
IPEVO	IPEVO	IPEVO High-Definition Document Camera	3	\$306.89	\$920.67
Promethean	Titanium75	Promethean Titanium Panels	5	\$3,433.34	\$17,166.70
Aruba HPE	R3V48A	Aruba AP-505H (US) Unified AP with Verizon Hotspot 2yr License, & Aruba Central Network Security Management	27	\$407.04	\$10,990.08
VoDaVi	INSTALL	Installation and Training ( 1 lot includes POLY Promethean and Aruba	1	\$4,896.00	\$4,896.00



POLY	POLY USB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (USB system only must have computer to connect to)	7	\$794.69	\$5,562.83
Promethean	AP7-B86-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN: TIT-86" Includes wall mount kit, Mobile Stand and S&H	7	\$4,884.48	\$34,191.36
IPEVO	IPEVO	IPEVO High-Definition Document Camera	10	\$306.89	\$3,068.90
Aruba HPE	R3V48A	Aruba AP-505H (US) Unified AP with Verizon Hotspot 2yr License, & Aruba Central Network Security Management	40	\$407.04	\$16,281.60
VoDaVi	INSTALL	Installation & Training (1 lot includes POLY Promethean and Aruba)	1	\$9,996.00	\$9,996.00

**Kittery Public School**

**Horace Mitchel Primary School**

POLY	POLY USB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (USB system only must have computer to connect to)	6	\$794.69	\$4,768.14
Promethean	AP7-B86-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN: TIT-86" Includes wall mount kit, Mobile Stand and S&H	6	\$4,089.48	\$24,536.88
VoDaVi	INSTALL	Installation and Training	6	\$9,870.00	\$9,870.00
Apple	APPLEIPAD7G	Student iPad with Keyboard Case: iPad 7th Generation 10.2", 128MB, with Logitech keyboard case	80	\$703.35	\$56,268.00
Aruba HPE	Q9H63A	Wireless Access Point: Aruba AP- 515 (US) Unified AP. Includes Mounting Bracket & 3yr Enhanced Warranty	33	\$556.44	\$18,362.59
Aruba HPE	JZ017AAE	Network Management Software: Aruba Central Device Management/Cloud Services 2 Tokens 3yr Subscription Bundle E- STU	36	\$171.37	\$6,169.18

Aruba HPE	JL087A	Network Switch: Aruba 2930M Power Supply - Integrates into 2930 switch	3	\$542.30	\$1,626.90
<b>RSU 06/MSAD 06 – Buxton Schools</b>					
<b>Buxton Center Elementary School</b>					
POLY	POLY USB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (USB system only must have computer to connect to)	5	\$794.69	\$3,973.45
Promethean	AP7-U75-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN: NIC-75" Includes wall mount kit, Chrome Box and S&H	5	\$3,380.34	\$16,901.70
POLY	X30-CST	Video Codec: Poly Studio X30 -Poly Studio Large Sound Bar. Includes 4k Camera, Beam Forming Microphones, Surround Sound Speakers Touch 8 Control Panel. Includes 3-YR Warranty	2	\$1,327.11	\$2,654.22
Zoom	Zoom Room	Zoom Room video conferencing capabilities. Required for all video endpoints 3-year subscription	2	\$1,418.59	\$2,837.18
Promethean	AP7-B75-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN: TIT-75" Includes wall mount kit, Chrome Box and S&H	2	\$3,698.34	\$7,396.68
VoDaVi	INSTALL	Installation & Training (1 lot includes POLY and Promethean)	1	\$2,142.00	\$2,142.00
<b>Hollis School</b>					
POLY	POLY USB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (USB system only must have computer to connect to)	4	\$794.69	\$3,178.76
Promethean	AP7-U75-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN: NIC-75" Includes wall mount kit, Chrome Box and S&H	4	\$3,380.34	\$13,521.36
VoDaVi	INSTALL	Installation & Training (1 lot includes POLY and Promethean)	1	\$1,224.00	\$1,224.00
<b>Bonnie Eagle Middle School</b>					

**Edna Libby Elementary School**

POLY	POLY USB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (USB system only must have computer to connect to)	3	\$794.69	\$2,384.07
Promethean	AP7-U75-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN: NIC-75" Includes wall mount kit, Chrome Box and S&H	3	\$3,380.34	\$10,141.02
VoDaVi	INSTALL	Installation & Training (1 Lot includes POLY and Promethean)	1	\$918.00	\$918.00

**George E Jack School**

POLY	POLY USB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (USB system only must have computer to connect to)	3	\$794.69	\$2,384.07
Promethean	AP7-U75-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN: NIC-75" Includes wall mount kit, Chrome Box and S&H	3	\$3,380.34	\$10,141.02
VoDaVi	INSTALL	Installation & Training (includes POLY Promethean)	1	\$918.00	\$918.00

**Steep Falls Elementary School**

POLY	POLY USB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (USB system only must have computer to connect to)	3	\$794.69	\$2,384.07
Promethean	AP7-U75-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN: NIC-75" Includes wall mount kit, Chrome Box and S&H	3	\$3,380.34	\$10,141.02
VoDaVi	INSTALL	Installation and Training	1	\$918.00	\$918.00

**Bonnie Eagle High School**

POLY	POLY USB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (USB system only must have computer to connect to)	4	\$794.69	\$3,178.76
Promethean	AP7-U75-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN:	4	\$3,380.34	\$13,521.36

Zoom	EDU SKU 1YR	Zoom Education License 1-year	5	\$90.00	\$450.00
POLY	X30-CST	Video Codec: Poly Studio X30 -Poly Studio Large Sound Bar. Includes 4k Camera, Beam Forming Microphones, Surround Sound Speakers Touch 8 Control Panel. Includes 3-YR Warranty	11	\$1,327.11	\$14,598.21
Zoom	Zoom Room	Zoom Room video conferencing capabilities. Required for all video endpoints 3-year subscription	11	\$1,418.59	\$15,604.49
POLY	POLY USB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (USB system only must have computer to connect to)	11	\$794.69	\$8,741.59
VoDaVi	INSTALL	Installation & Training (1 Lot includes POLY)	22	\$2,244.00	\$2,244.00
Lenovo	81VS0002US (DISCO)	Lenovo - IdeaPad 1 15" Laptop - AMD A6-Series - 4GB Memory - AMD Radeon R4 - 64GB eMMC Flash Memory - Platinum Gray with 3yr Warranty	5	\$302.02	\$1,510.10

**Tri-County Technical School**

Zoom	EDU SKU 1YR	Zoom Education License 1-year	5	\$90.00	\$450.00
POLY	X30-CST	Video Codec: Poly Studio X30 -Poly Studio Large Sound Bar. Includes 4k Camera, Beam Forming Microphones, Surround Sound Speakers Touch 8 Control Panel. Includes 3-YR Warranty	1	\$1,327.11	\$1,327.11
Zoom	Zoom Room	Zoom Room video conferencing capabilities. Required for all video endpoints 3-year subscription	1	\$1,418.59	\$1,418.59
Promethean	AP7-B75-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN: TIT-75" Includes wall mount kit, Chrome Box and S&H	1	\$3,698.34	\$3,698.34
VoDaVi	INSTALL	Installation and Training	1	\$306.00	\$306.00

**Harmony Elementary School**

Zoom	EDU SKU 1YR	Zoom Education License 1-year	5	\$90.00	\$450.00
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**Support for the Technology Infrastructure.** This cost will be based on the equipment and solutions being support and determined in the final build of this project. A more thorough proposal will be provided at that time with a detailed description of what support is included.

**Scope of Work:** VoDaVi Technologies is providing a detailed account of the Professional Services, both technical and engineering required to implement the above proposed solution across all districts and all schools; the estimates for time and materials outlines what is required to accomplish a Basic and initial configuration of the specified "wired" and "wireless" networking solutions in this RUS Grant RFP. The engineering component will either be accomplished remotely or if necessary, an on-site visit is estimated to complete the implementation of the specified Category Two component or accessories delivered under the pretense of normal working condition and normal business hours of operation.

- For wired components the services include: mounting (rack or shelf), powering the device preferably through a customer provided UPS, patching to patch panel, use of stacking cables, networking with existing copper or fiber cable runs between closets, transfer of an existing switch configuration, joining to a Cloud Management software through appropriate licensing, and testing.
- For wireless components the services include: mounting (ceiling, wall, or shelf), powering and networking preferably through an existing CAT 6 cable connected to a PoE switchport, configuration of the individual AP or joining the AP to a Cloud Management software with appropriate licensing, and testing. Note: wireless basic installation is based locating and mounting APs to a drop ceiling rail no higher than a 10' std ladder; should APs require location and mounting above 10', a lift truck may be required at added cost.

VoDaVi ensures all CAT Two devices are electrically (high voltage 120V/230V) connected to a power source (preferably through an adequately sized UPS Battery Backup platform) and the devices power up; VoDaVi will establish the appropriate external (ISP or MSLN) network connection as well as the internal WAN or LAN connections where appropriate, including re-patching existing patch cables (should they be available). Shipment of the designated equipment will be only to the facilities designated within the school district.

**Cabling:** VoDaVi is providing cabling estimates based on the defined requirement; VoDaVi will only be responsible for installation of Fiber Optic cable runs, Copper cable drops, patch cables, along with any new transceivers or stacking cables identified above in this document; all other cabling or cables will be provided by the school district. Any additional Cable runs (CAT 6 or Fiber) between closets (MDF or IDF) or to other remote endpoint devices not expressly part of the scope of this engagement. Any Patch cables, stacking cables, fiber jumpers or uplink cables, transceivers, cable types not outlined in the RFP, and not explicitly stated in this response or otherwise indicated by VoDaVi Technologies as being part of the solution offer, will be considered out-of-scope and purchased separately on a time and materials basis. In addition, any requirement to remove old CAT 2 technology infrastructure or relocate existing CAT2 infrastructure in order to accommodate the installation of said new CAT2 equipment will be outside the scope of this engagement and considered billable on a time and materials basis.

Please note that the above pricing, part numbers, and product availability are subject to change by the manufacturer and are only valid for 30 days from the quoted date on this proposal. Internal Connections HW and SW, Basic Maintenance, and installation - initial configuration is priced for execution during normal business hours; equipment placement: installation, rack or ceiling mounting of HW devices is considered under normal business working conditions and not requiring special equipment or services to accomplish.

**Out of Scope:** Outside of a basic and initial solution installation, configuration, and implementation, should additional Professional Services be needed to assess and remediate existing issues, provide engineering & design services to include physical or logical network drawings or diagrams, detailed port mapping, or technical-hands be required to address poor cable management to access racks or mounting sites in order to receive the net-new CAT TWO equipment, work special hours, or provide non-standard services to complete the tasks, it will be provided on a Time & Materials basis with a proposed budget established.

Internal Connections HW and SW, Basic Maintenance, and installation - initial configuration is priced for

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## VoDaVi Quote/Proposal – Solution Agreement Section

**Service Provider:** VoDaVi Technologies, LLC

Contract-Agreement Approval:

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Printed Name: \_\_\_\_\_

Title: \_\_\_\_\_

### Product Payment Terms

100% of product payment is due up front.

### Project Services Payment

25% of Project payment is due upon signing of this contract, 50% is due at project mid completion stage, and the remaining 25% is due at project completion, approval and sign-off.

### VoDaVi Terms and Conditions Agreement

This Terms and Conditions Agreement (the "Agreement") is entered into by and between VoDaVi Technologies, LLC a Limited Liability Company having its principal offices at 212 S. Meadow Rd, Plymouth, Massachusetts ("VoDaVi") and the undersigned customer (the "Customer").

1. The content of this Agreement and any related statement of work, scope of work, managed services agreement, outsourcing agreement or other quotation or proposal (each, a "Work Order") is confidential, and is provided for the exclusive use of those to whom it has been submitted. Neither this Agreement nor the Work Order is to be disclosed to any person or organization that does not need to be directly involved with the assessment and review of the Work Order and this Agreement, unless required by law or authorized in writing by VoDaVi.

2. Customer agrees that neither it nor any of its affiliates will solicit, make any offer to, or contract with any VoDaVi employee for the performance of services unless at least one (1) year has elapsed after the termination of this Agreement and any Master Services Agreement (as defined below).

3. The pricing information, estimates, and all other proposed solutions included in this Agreement or the Work Order are based on VoDaVi's understanding and assumptions of the requirements and environment represented in the corresponding Work Order, and on VoDaVi being awarded the entire scope of the work being requested (collectively, the "Conditions"). In the event any of the Conditions are not accurate or if any Condition changes or is altered during the term of this Agreement, VoDaVi shall have the right to terminate this Agreement and any related Work Order immediately upon notice to Customer.

4. VODAVI WARRANTS THAT ITS SERVICES WILL BE PERFORMED IN A GOOD AND WORKMANLIKE MANNER, USING REASONABLE SKILL AND CARE CONFORMING TO GENERALLY ACCEPTED INDUSTRY STANDARDS AND IN COMPLIANCE WITH APPLICABLE LAW.

Customer understands that VoDaVi shall bear no responsibility for the performance, repair or warranty

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termination or default of a Work Order or this Agreement cannot readily be determined and that the termination charge constitutes "liquidated damages" and not a penalty. Customer waives any claim that such termination charge constitutes a penalty.

## APPROVAL AND AUTHORITY TO PROCEED

We approve the project as described above, and authorize the team to proceed.

Project	Name	Title	Date

\_\_\_\_\_  
Approved By

\_\_\_\_\_  
Date

\_\_\_\_\_  
Approved By

\_\_\_\_\_  
Date

This document is the property of and is proprietary to VoDaVi Technologies, LLC. It is not to be disclosed in whole or in part without the expressed written consent of VoDaVi Technologies and shall not be duplicated or used, in whole or in part, for any purpose other than to evaluate VoDaVi Technologies proposals, and shall be returned upon request.

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Page |

**Sanford School Department Budget Request**

June 24th, 2017

SKU	Description	Qty	Your Price Each	Your Price Ext
<b>Sanford School Department - Sanford Regional Technical Center &amp; High School</b>				
<b>Standard Distance Learning Classroom</b>				
POLYUSB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (usb system only must have computer to connect to)	10	\$794.69	\$7,946.90
<b>Note these units will be installed on existing Promethean 75" panels</b>				
<b>Large Distance Learning Classroom</b>				
X30-CST	Video Codec: Poly Studio X30 -Poly Studio Large Sound Bar. Includes 4k Camera, Beam Forming Mcrophones, Surround Sound Speakers Touch 8 Control Panel. Includes 3yr Warranty	1	\$1,327.11	\$1,327.11
Zoom Room	Zoom Room video conferencing capabilities. Required for all video endpoints- 3 year subscription	1	\$1,418.59	\$1,418.59
POLYUSB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (usb system only must have computer to connect to)	1	\$794.69	\$794.69
AP7-B86-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN : TIT-86" Includes wall mount kit, Mobile Stand and S&H	2	\$4,884.48	\$9,768.96
<b>Document Cameras</b>				
IPEVO	IPEVO High-Definition Document Camera	4	\$306.89	\$1,227.56
<b>Wireless Mobile Hotspots</b>				
R3V48A	Aruba AP-505H (US) Unified AP with Verizon Hotspot 2yr License, & Aruba Central Network Security Management	30	\$407.04	\$12,211.20
<b>Installation &amp; Training</b>				
INSTALL	Installation & Training ( 1 lot includes POLY Promethean and Aruba)	1	\$4,794.00	\$4,794.00
<b>Sanford School Department - Margaret Chase Smith School</b>				
<b>Large Distance Learning Classroom</b>				
X30-CST	Video Codec: Poly Studio X30 -Poly Studio Large Sound Bar. Includes 4k Camera, Beam Forming Mcrophones, Surround Sound Speakers Touch 8 Control Panel. Includes 3yr Warranty	1	\$1,327.11	\$1,327.11
Zoom Room	Zoom Room video conferencing capabilities. Required for all video endpoints- 3 year subscription	1	\$1,418.59	\$1,418.59
POLYUSB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (usb system only must have computer to connect to)	3	\$794.69	\$2,384.07
<b>Document Cameras</b>				
IPEVO	IPEVO High-Definition Document Camera	5	\$306.89	\$1,534.45



<b>Student Computers/Interactive devices</b>				
Titanium75	Promethean Titanium Panels	5	\$3,433.34	\$17,166.70
<b>Installation &amp; Training</b>				
INSTALL	Installation & Training ( 1 lot includes POLY and Promethean)	1	\$1,530.00	\$1,530.00
<b>Sanford School Department - Willard School</b>				
<b>Large Distance Learning Classroom</b>				
X30-CST	Video Codec: Poly Studio X30 -Poly Studio Large Sound Bar. Includes 4k Camera, Beam Forming Microphones, Surround Sound Speakers Touch 8 Control Panel. Includes 3yr Warranty	1	\$1,327.11	\$1,327.11
Zoom Room	Zoom Room video conferencing capabilities. Required for all video endpoints- 3 year subscription	1	\$1,418.59	\$1,418.59
POLYUSB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (usb system only must have computer to connect to)	3	\$794.69	\$2,384.07
AP7-B86-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN : TIT-86" Includes wall mount kit, Mobile stand and S&H	3	\$4,884.48	\$14,653.44
<b>Document Cameras</b>				
IPEVO	IPEVO High-Definition Document Camera	3	\$306.89	\$920.67
<b>Classroom Equipment</b>				
Titanium75	75" PrometheanTitanium for classroom conferencing	5	\$3,433.34	\$17,166.70
<b>Wireless Mobile Hotspots</b>				
R3V48A	Aruba AP-505H (US) Unified AP with Verizon Hotspot 2yr License, & Aruba Central Network Security Management	27	\$407.04	\$10,990.08
<b>Installation &amp; Training</b>				
INSTALL	Installation & Training ( 1 lot includes POLY Promethean and Aruba)	1	\$4,896.00	\$4,896.00
<b>Sanford School Department - Carl J Lamb School</b>				
<b>Large Distance Learning Classroom</b>				
X30-CST	Video Codec: Poly Studio X30 -Poly Studio Large Sound Bar. Includes 4k Camera, Beam Forming Microphones, Surround Sound Speakers Touch 8 Control Panel. Includes 3yr Warranty	1	\$1,327.11	\$1,327.11
Zoom Room	Zoom Room video conferencing capabilities. Required for all video endpoints- 3 year subscription	1	\$1,418.59	\$1,418.59
POLYUSB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (usb system only must have computer to connect to)	3	\$794.69	\$2,384.07
AP7-B86-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN : TIT-86" Includes wall mount kit, Mobile Stand and S&H	3	\$4,884.48	\$14,653.44
<b>Document Cameras</b>				

IPEVO	IPEVO High-Definition Document Camera	5	\$306.89	\$1,534.45
<b>Classroom Conferencing Equipment</b>				
Titanium75	Promethean Titanium Panels	10	\$3,433.34	\$34,333.40
<b>Installation &amp; Training</b>				
INSTALL	Installation & Training (1 lot includes POLY and Promethean)	1	\$3,162.00	\$3,162.00
<b>Sanford School Department - Sanford Jr High School</b>				
<b>Standard Distance Learning Classroom</b>				
POLYUSB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (usb system only must have computer to connect to)	35	\$794.69	\$27,814.15
<b>Note these units will be installed on existing Promethean 75" panels</b>				
<b>Large Distance Learning Classroom</b>				
X30-CST	Video Codec: Poly Studio X30 -Poly Studio Large Sound Bar. Includes 4k Camera, Beam Forming Microphones, Surround Sound Speakers Touch 8 Control Panel. Includes 3yr Warranty	1	\$1,327.11	\$1,327.11
Zoom Room	Zoom Room video conferencing capabilities. Required for all video endpoints- 3 year subscription	1	\$1,418.59	\$1,418.59
POLYUSB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (usb system only must have computer to connect to)	7	\$794.69	\$5,562.83
AP7-B86-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN : TIT-86" Includes wall mount kit, Chrome Box and S&H	7	\$4,884.48	\$34,191.36
<b>Document Cameras</b>				
IPEVO	IPEVO High-Definition Document Camera	10	\$306.89	\$3,068.90
<b>Wireless Mobile Hotspots</b>				
R3V48A	Aruba AP-505H (US) Unified AP with Verizon Hotspot 2yr License, & Aruba Central Network Security Management	40	\$407.04	\$16,281.60
<b>Installation &amp; Training</b>				
INSTALL	Installation & Training ( 1 lot includes POLY Promethean and Aruba)	1	\$9,996.00	\$9,996.00
<b>Kittery Public Schools - Horace Mitchell Primary School</b>				
<b>Standard Distance Learning Classroom</b>				
POLYUSB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (usb system only must have computer to connect to)	6	\$794.69	\$4,768.14
AP7-B75-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN : TIT-75" Includes mobile cart Chrome Box and S&H	6	\$4,089.48	\$24,536.88
<b>Installation &amp; Training</b>				
INSTALL	Installation & Training (includes POLY Promethean and Aruba)	1	\$9,870.00	\$9,870.00
<b>Student iPads</b>				
APPLEIPAD7G	Student iPad with Keyboard Case: iPad 7th Generation 10.2", 128MB, with Logitek keyboard case	80	\$703.35	\$56,268.00
<b>Network Infrastructure Upgrades</b>				

Q9H63A	Wireless Access Point: Aruba AP-515 (US) Unified AP. Includes Mounting Bracket & 3yr Enhanced Warranty	33	\$556.44	\$18,362.59
JZ017AAE	Network Management Software: Aruba Central Device Management/Cloud Services 2 Tokens 3yr Subscription Bundle E-STU	36	\$171.37	\$6,169.18
JL322A	Network Switch: Aruba 2930M 48G PoE+ 1-slot Switch	3	\$3,162.62	\$9,487.86
JL087A	Network Switch: Aruba 2930M Power Supply - Integrates into 2930 switch	3	\$542.30	\$1,626.90
<b>Kittery Public Schools - Robert W Traip Academy</b>				
POLYUSB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (usb system only must have computer to connect to)	3	\$794.69	\$2,384.07
AP7-B75-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN : TIT-75" Includes mobile cart Chrome Box and S&H	3	\$4,089.48	\$12,268.44
<b>Installation &amp; Training</b>				
INSTALL	Installation & Training (1 lot POLY and Promethean)	1	\$918.00	\$918.00
<b>Student iPads Pro for High School</b>				
	Student iPad with Keyboard Case: iPad Pro 4th Generation 12.9", 128MB, with Logitech keyboard case	7	\$1,514.69	\$10,602.83
<b>Kittery Public Schools - Shapleigh School</b>				
POLYUSB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (usb system only must have computer to connect to)	6	\$794.69	\$4,768.14
AP7-B75-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN : TIT-75" Includes mobile cart Chrome Box and S&H	6	\$3,995.14	\$23,970.84
<b>Installation &amp; Training</b>				
INSTALL	Installation & Training (1 lot POLY Promethean & Aruba)	1	\$11,502.00	\$11,502.00
<b>Network Infrastructure Upgrades</b>				
Q9H63A	Wireless Access Point: Aruba AP-515 (US) Unified AP. Includes Mounting Bracket & 3yr Enhanced Warranty	49	\$556.25	\$27,256.42
JZ017AAE	Network Management Software: Aruba Central Device Management/Cloud Services 2 Tokens 3yr Subscription Bundle E-STU	51	\$168.19	\$8,577.52
JL322A	Network Switch: Aruba 2930M 48G PoE+ 1-slot Switch	3	\$3,162.62	\$9,487.86
JL087A	Network Switch: Aruba 2930M Power Supply - Integrates into 2930 switch	3	\$542.30	\$1,626.90
<b>RSU 06/MSAD 06 - Buxton Center Elementary School</b>				
<b>Standard Distance Learning Classroom</b>				

POLYUSB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (usb system only must have computer to connect to)	5	\$794.69	\$3,973.45
AP7-U75-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN : NIC-75" Includes wall mount kit, Chrome Box and S&H	5	\$3,380.34	\$16,901.70
<b>Large Distance Learning Classroom</b>				
X30-CST	Video Codec: Poly Studio X30 -Poly Studio Large Sound Bar. Includes 4k Camera, Beam Forming Microphones, Surround Sound Speakers Touch 8 Control Panel. Includes 3yr Warranty	2	\$1,327.11	\$2,654.22
Zoom Room	Zoom Room video conferencing capabilities. Required for all video endpoints- 3 year subscription	2	\$1,418.59	\$2,837.18
AP7-B75-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN : TIT-75" Includes wall mount kit, Chrome Box and S&H	2	\$3,698.34	\$7,396.68
<b>Installation &amp; Training</b>				
INSTALL	Installation & Training (1 lot includes POLY and Promethean)	1	\$2,142.00	\$2,142.00
<b>RSU 06/MSAD 06 - Hollis School</b>				
<b>Standard Distance Learning Classroom</b>				
POLYUSB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (usb system only must have computer to connect to)	4	\$794.69	\$3,178.76
AP7-U75-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN : NIC-75" Includes wall mount kit, Chrome Box and S&H	4	\$3,380.34	\$13,521.36
<b>Installation &amp; Training</b>				
INSTALL	Installation & Training (1 lot includes POLY and Promethean)	1	\$1,224.00	\$1,224.00
<b>RSU 06/MSAD 06 - Bonny Eagle Middle School</b>				
<b>Standard Distance Learning Classroom</b>				
POLYUSB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (usb system only must have computer to connect to)	5	\$794.69	\$3,973.45
AP7-U75-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN : NIC-75" Includes wall mount kit, Chrome Box and S&H	5	\$3,380.34	\$16,901.70
<b>Large Distance Learning Classroom</b>				
X30-CST	Video Codec: Poly Studio X30 -Poly Studio Large Sound Bar. Includes 4k Camera, Beam Forming Microphones, Surround Sound Speakers Touch 8 Control Panel. Includes 3yr Warranty	2	\$1,327.11	\$2,654.22
Zoom Room	Zoom Room video conferencing capabilities. Required for all video endpoints- 3 year subscription	2	\$1,418.59	\$2,837.18
AP7-B75-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN : TIT-75" Includes wall mount kit, Chrome Box and S&H	2	\$3,698.34	\$7,396.68

<b>Installation &amp; Training</b>				
INSTALL	Installation & Training (1 Lot POLY Promethean)	1	\$2,142.00	\$2,142.00
<b>Remote Access Solution to support Remote Learners</b>				
Solution provides remote access connectivity to remote learners and extends school security policies to home users				
JZ399AAECST	Aruba ClearPass Cx000V VM Appliance E-LTU with 3yr Enhanced Warranty	1	\$2,126.25	\$2,126.25
JZ403AAE5KCST	Aruba ClearPass NL AC 5000 CE E-LTU with 3YR Enhanced Warranty	1	\$37,168.16	\$37,168.16
JZ402AAE1KCST	Aruba ClearPass NL AC 1K CE E-LTU wtkh 3yr Enhanced Warranty	1	\$11,150.88	\$11,150.88
INSTALL	Installation & Training (1 lot includes Aruba)	1	\$22,224.00	\$22,224.00
<b>RSU 06/MSAD 06 - H B Emery Jr Memorial School</b>				
<b>Standard Distance Learning Classroom</b>				
POLYUSB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (usb system only must have computer to connect to)	3	\$794.69	\$2,384.07
AP7-U75-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN : NIC-75" Includes wall mount kit, Chrome Box and S&H	3	\$3,380.34	\$10,141.02
<b>Installation &amp; Training</b>				
INSTALL	Installation & Training (includes POLY Promethean)	1	\$918.00	\$918.00
<b>RSU 06/MSAD 06 - Edna Libby Elementary School</b>				
<b>Standard Distance Learning Classroom</b>				
POLYUSB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (usb system only must have computer to connect to)	3	\$794.69	\$2,384.07
AP7-U75-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN : NIC-75" Includes wall mount kit, Chrome Box and S&H	3	\$3,380.34	\$10,141.02
<b>Installation &amp; Training</b>				
INSTALL	Installation & Training (1 Lot includes POLY and Promethean)	1	\$918.00	\$918.00
<b>RSU 06/MSAD 06 - George E Jack School</b>				
<b>Standard Distance Learning Classroom</b>				
POLYUSB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (usb system only must have computer to connect to)	3	\$794.69	\$2,384.07
AP7-U75-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN : NIC-75" Includes wall mount kit, Chrome Box and S&H	3	\$3,380.34	\$10,141.02
<b>Installation &amp; Training</b>				
INSTALL	Installation & Training (includes POLY Promethean)	1	\$918.00	\$918.00
<b>RSU 06/MSAD 06 - Steep Falls Elementary School</b>				
<b>Standard Distance Learning Classroom</b>				
POLYUSB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (usb system only must have computer to connect to)	3	\$794.69	\$2,384.07

AP7-U75-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN : NIC-75" Includes wall mount kit, Chrome Box and S&H	3	\$3,380.34	\$10,141.02
<b>Installation &amp; Training</b>				
INSTALL	Installation & Training (includes POLY Promethean)	1	\$918.00	\$918.00
<b>RSU 06/MSAD 06 - Bonny Eagle High School</b>				
<b>Standard Distance Learning Classroom</b>				
POLYUSB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (usb system only must have computer to connect to)	4	\$794.69	\$3,178.76
AP7-U75-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN : NIC-75" Includes wall mount kit, Chrome Box and S&H	4	\$3,380.34	\$13,521.36
<b>Large Distance Learning Classroom</b>				
X30-CST	Video Codec: Poly Studio X30 -Poly Studio Large Sound Bar. Includes 4k Camera, Beam Forming Microphones, Surround Sound Speakers Touch 8 Control Panel. Includes 3yr Warranty	2	\$1,327.11	\$2,654.22
Zoom Room	Zoom Room video conferencing capabilities. Required for all video endpoints- 3 year subscription	2	\$1,418.59	\$2,837.18
AP7-B75-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN : TIT-75" Includes wall mount kit, Chrome Box and S&H	2	\$3,698.34	\$7,396.68
<b>Installation &amp; Training</b>				
INSTALL	Installation & Training (1 Lot includes POLY and Promethean)	1	\$1,836.00	\$1,836.00
<b>AOS #94 - Ridge View Community School</b>				
<b>Software Based Video Codec (Zoom)</b>				
EDU SKU1YR	Zoom Education Licenses- 1YR	5	\$90.00	\$450.00
<b>Large Distance Learning Classroom -Leveraging existing displays</b>				
X30-CST	Video Codec: Poly Studio X30 -Poly Studio Large Sound Bar. Includes 4k Camera, Beam Forming Microphones, Surround Sound Speakers Touch 8 Control Panel. Includes 3yr Warranty	4	\$1,327.11	\$5,308.44
Zoom Room	Zoom Room video conferencing capabilities. Required for all video endpoints- 3 year subscription	4	\$1,418.59	\$5,674.36
POLYUSB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (usb system only must have computer to connect to)	5	\$794.69	\$3,973.45
<b>Installation &amp; Training</b>				
INSTALL	Installation & Training (1 lot includes POLY)	1	\$918.00	\$918.00
<b>Student Computers</b>				
81VS0002US	Lenovo - IdeaPad 1 15" Laptop - AMD A6-Series - 4GB Memory - AMD Radeon R4 - 64GB eMMC Flash Memory - Platinum Gray with 3yr Warranty	5	\$302.02	\$1,510.10
<b>AOS #94 - Dexter Regional High School</b>				

<b>Software Based Video Codec (Zoom)</b>				
EDU SKU1YR	Zoom Education Licenses- 1YR	5	\$90.00	\$450.00
<b>Large Distance Learning Classroom -Leveraging existing displays</b>				
X30-CST	Video Codec: Poly Studio X30 -Poly Studio Large Sound Bar. Includes 4k Camera, Beam Forming Microphones, Surround Sound Speakers Touch 8 Control Panel. Includes 3yr Warranty	11	\$1,327.11	\$14,598.21
Zoom Room	Zoom Room video conferencing capabilities. Required for all video endpoints- 3 year subscription	11	\$1,418.59	\$15,604.49
POLYUSB	Video Codec: Poly USB Sound bar. 4 k Camera speakers USB Cable (usb system only must have computer to connect to)	11	\$794.69	\$8,741.59
<b>Installation &amp; Training</b>				
INSTALL	Installation & Training (1 Lot includes POLY)	1	\$2,244.00	\$2,244.00
<b>Student Computers</b>				
81VS0002US	Lenovo - IdeaPad 1 15" Laptop - AMD A6-Series - 4GB Memory - AMD Radeon R4 - 64GB eMMC Flash Memory - Platinum Gray with 3yr Warranty	5	\$302.02	\$1,510.10
<b>AOS #94 - Tri-County Technical Center</b>				
<b>Software Based Video Codec (Zoom)</b>				
EDU SKU1YR	Zoom Education Licenses- 1YR	5	\$90.00	\$450.00
<b>Large Distance Learning Classroom -Leveraging existing displays</b>				
X30-CST	Video Codec: Poly Studio X30 -Poly Studio Large Sound Bar. Includes 4k Camera, Beam Forming Microphones, Surround Sound Speakers Touch 8 Control Panel. Includes 3yr Warranty	1	\$1,327.11	\$1,327.11
Zoom Room	Zoom Room video conferencing capabilities. Required for all video endpoints- 3 year subscription	1	\$1,418.59	\$1,418.59
AP7-B75-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN : TIT-75" Includes wall mount kit, Chrome Box and S&H	1	\$3,698.34	\$3,698.34
<b>Installation &amp; Training</b>				
INSTALL	Installation & Training (1 lot includes POLY and Promethean)	1	\$306.00	\$306.00
<b>AOS #94 - Harmony Elementary</b>				
<b>Software Based Video Codec (Zoom)</b>				
EDU SKU1YR	Zoom Education Licenses- 1YR	5	\$90.00	\$450.00
<b>Large Distance Learning Classroom</b>				
X30-CST	Video Codec: Poly Studio X30 -Poly Studio Large Sound Bar. Includes 4k Camera, Beam Forming Microphones, Surround Sound Speakers Touch 8 Control Panel. Includes 3yr Warranty	1	\$1,327.11	\$1,327.11

Zoom Room	Zoom Room video conferencing capabilities. Required for all video endpoints- 3 year subscription	1	\$1,418.59	\$1,418.59
AP7-B75-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN : TIT-75" Includes wall mount kit, Chrome Box and S&H	1	\$3,698.34	\$3,698.34
<b>Installation &amp; Training</b>				
INSTALL	Installation & Training (1 lot includes POLY and Promethean)	1	\$306.00	\$306.00
<b>AOS #94 - Athens Community School</b>				
<b>Software Based Video Codec (Zoom)</b>				
EDU SKU1YR	Zoom Education Licenses- 1YR	5	\$90.00	\$450.00
<b>Large Distance Learning Classroom</b>				
X30-CST	Video Codec: Poly Studio X30 -Poly Studio Large Sound Bar. Includes 4k Camera, Beam Forming Microphones, Surround Sound Speakers Touch 8 Control Panel. Includes 3yr Warranty	1	\$1,327.11	\$1,327.11
Zoom Room	Zoom Room video conferencing capabilities. Required for all video endpoints- 3 year subscription	1	\$1,418.59	\$1,418.59
AP7-B75-NA-1-CST	Interactive Monitor for Video Conferencing Unit: PROMETHEAN : TIT-75" Includes wall mount kit, Chrome Box and S&H	1	\$3,698.34	\$3,698.34
<b>Installation &amp; Training</b>				
INSTALL	Installation & Training (1 lot includes POLY and Promethean)	1	\$306.00	\$306.00
			<b>Total</b>	<b>\$851,716.05</b>



