

REQUEST FOR COUNCIL ACTION

SUBJECT: Improve City Council Chamber audio quality by approving funding for an infrastructure overhaul (wiring, speakers, mics, mixer, audio processor, video encoder, etc.).

SUMMARY: Approve a Purchase Order with GENCOMM to update Council Chamber infrastructure.

Over the years, staff has presented different options for streaming video of City Council meetings. Technology has continually changed and costs have come down, but the outdated and inadequate wiring of the Council Chambers needs to be updated regardless of what type of video system is installed. In order to effectively stream audio and video, an overhaul of the room's wiring and other components needs to take place.

**FISCAL
IMPACT:**

Cost for the Council Chamber overhaul is \$69,483.00. The money is available in the IT ERP project budget. (This project will be included on the budget adjustment that will be presented at a December Council meeting.)

STAFF RECOMMENDATION:

Staff recommends approval of a Purchase Order with GENCOMM to pay for an overhaul of the Council Chamber's infrastructure in an amount not to exceed \$69,483.00.

MOTION RECOMMENDED:

"I move to adopt Resolution No. 16-177 authorizing a Purchase Order with GENCOMM to overhaul Council Chamber infrastructure in an amount not to exceed \$69,483.00. GENCOMM is on State Contract MA513."

Roll Call vote required

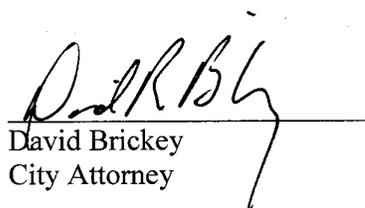
Prepared by:


Michael Oliver
IT Manager

Recommended by:


Mark R. Palesh
City Manager

Reviewed by:


David Brickey
City Attorney

BACKGROUND DISCUSSION:

Council Chamber Overhaul

City Council meeting audio has been available online since 2004, but Council Members have also expressed interest in streaming video of the meetings. This discussion began in 2006, and many options have been discussed in the years since ranging from simple inexpensive systems to a full-service system. However, before any system can be implemented, an overhaul of the Council Chamber infrastructure needs to take place.

The Council Chamber was wired and outfitted in 1993 – that’s back in the days of VHS tapes and analog signals. Today, everything is digital and the Council Chamber is simply not equipped to effectively handle the latest advances in technology. In order to improve the audio quality of the Council meetings, the Council Chamber’s infrastructure needs to be updated. This is a necessary first step before the City invests in equipment to stream video of the meetings.

GENCOMM is our current AV system provider responsible for providing maintenance to our current antiquated system. The company is on State Contract.

Attachments:

_____ quote
Sole Source form
Resolution

THE CITY OF WEST JORDAN, UTAH

A Municipal Corporation

RESOLUTION NO. 16-177

A RESOLUTION AUTHORIZING THE MAYOR TO AUTHORIZE STAFF TO PROCEED WITH A PURCHASE ORDER FOR GENCOMM TO OVERHAUL COUNCIL CHAMBER INFRASTRUCUTRE.

Whereas, the City Council of the City of West Jordan has received and reviewed a proposal from GENCOMM for the overhaul and installation of wiring, speakers, mics, audio processor, video encoder and more to replace the infrastructure in the City Council Chambers and recommends a Purchase Order in an amount not to exceed \$69,483.00; and

Whereas, the City Council desires to award a Purchase Order with GENCOMM.

NOW, THEREFORE, IT IS RESOLVED BY THE CITY COUNCIL OF WEST JORDAN, UTAH:

Section 1. A Purchase Order is hereby awarded to GENCOMM for an amount not to exceed \$69,483.00.

Section 2. This Resolution shall take effect immediately.

Adopted by the City Council of West Jordan, Utah, this 16th day of November 2016.

KIM V. ROLFE
Mayor

ATTEST:

MELANIE S. BRIGGS
City Recorder

Voting by the City Council	"AYE"	"NAY"
Council Member Dirk Burton	_____	_____
Council Member Jeff Haaga	_____	_____
Council Member Zach Jacob	_____	_____
Council Member Chris McConnehey	_____	_____
Council Member Chad Nichols	_____	_____
Council Member Sophie Rice	_____	_____
Mayor Kim V. Rolfe	_____	_____



WEST
JORDAN
UTAH

AUDIO VIDEO UPGRADE

West Jordan City Council Chambers

October 5, 2016



Stephen Gubler
Business Development Manager
sgubler@gencomminc.com

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Scope of Work

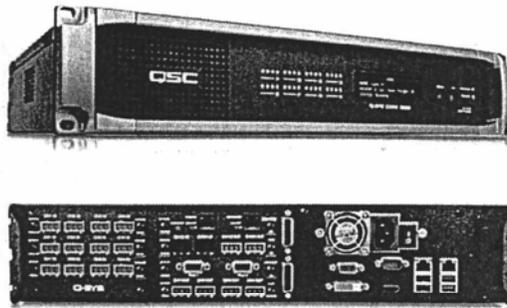
GENCOMM™ proposes the installation of an innovative audio visual system that addresses the needs of the West Jordan City Council Chambers in West Jordan, UT. The proposed system uses the QSC Q-Sys audio system and SVSi video system that is scalable; future rooms, displays, and audio options can easily be added to the system.

The following is a description of the audio and video systems that will be installed.

Audio System

The audio processor will be a networked audio DSP, the QSC Q-Sys system. Q-Sys is a suite of powerful tools that make any network audio system's requirements easy to achieve. It provides rock-solid performance backed by unrivaled service and support. This system will perform all the audio routing, processing and control functions. Based on a centralized processing architecture, all processing takes place in one unit and any input can be routed to any output without convoluted signal paths offering system designers complete flexibility and simplifying system redundancy.

The ability to set up audio conferencing (dependent upon the current VoIP settings and phone system) is built-in to the audio system. This will allow calls to be made directly from the council chambers using the provided mics and speakers. *(Note: While the ability to do this is built-in a touchpad or some kind of dialer will be required to operate this feature, this proposal includes a 7" table top touch controller for the dais as described below that will be used for this purpose in this design).*



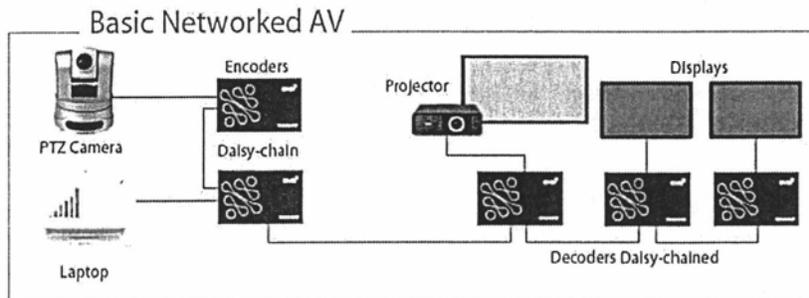
Included in this system is also the ability to load audio files for scheduled playback. This gives the West Jordan City the ability to pre-record messages (i.e. safety announcements in case of emergency, program announcements, etc.) or add music to play on designated dates and times and in assigned areas. There are many ways this could be used in the future.

Video System

The video system will be based on the SVSi video over IP system. SVSi's Networked AV technology is one of the most proven and cost-effective solutions for video over IP on the market today. Utilizing standard TCP/IP networking to stream video and audio sources to any other location on your network via Ethernet, installation is straightforward and takes advantage of your existing networking infrastructure. Imagine the flexibility to transmit your video and image sources anywhere throughout the building, leveraging those standards, components and wiring already in place.

SVSi encoders, decoders, DVR devices and processors are like any other host on your existing gigabit Ethernet. Encoders generate a TCP/IP data stream with a bandwidth configurable between 20Mbps and 100Mbps as your display quality and network bandwidth needs dictate. Each encoder includes a built-in 3-port switch that is software-configurable to select which port(s) the video traffic will use and which ports are for command and control only. This allows easy daisy-chaining of units and the creation of a separate video network when certain applications call for it.

By utilizing multicast video streams, encoders generate a single stream that reaches the first network switch. With IGMP enabled in the switch, the stream goes no further than the first switch until it is requested by a subscribing decoder. A single stream then leaves the switch on the necessary port. Even if there are intermediate switches enroute to multiple destination displays, only a single stream is passed along the inter-switch links, preserving your network bandwidth and performance. When no more displays are viewing the stream, the subscriptions can be dropped and the stream will no longer proceed beyond the initial switch.



With this type of video switching, any video input on the SVSi network can be routed to any output on the SVSi network. If new displays are added to the halls, open office space,

waiting rooms, conference rooms, or closed offices, the more this type of video routing can be leveraged.

The QSC Q-System as well as SVSi system and all other main system equipment will be housed in the IT/SERVER room.

Council Chambers

One (1) SVSi HD 1080p decoder will be added to the existing owner provided projector. One (1) SVSi HD 1080p decoder will be added to each of the existing owner provided displays on the right and left sides of the council chambers. The projector and displays will receive feeds from the SVSi network and any combination of desired inputs can be routed to these outputs (decoders).

The existing ceiling recessed speakers will be rewired and zoned for mix/minus audio processing enhancement. This will help manage the acoustical characteristics of the room. When an individual speaks into a given microphone the zoned speakers directly overhead will automatically be muted.

Seven (7) Samsung LS22F350FHXXZA 22" LED monitors with Ergomart limbo low-profile stands will be installed on the dais. These 16:9 aspect ratio 1080p screens will receive the correct HD video signal without content distortion. Each screen will be connected to a centralized distribution amplifier and have the ability to receive video content from the SVSi system.

Three (3) HDMI, VGA + 3.5mm AUX input plates will be installed with SVSi encoders (inputs) on the dais. These inputs will allow council members to connect their devices or computers to the room's AV system. Two (2) additional HDMI, VGA + 3.5mm AUX wall input plates will be installed with SVSi encoders (inputs) at customer designated locations within the room.

One (1) Bosch CCS 1000 Ultra Discussion System with moderator control will be installed on the dais. This system includes thirteen (13) wired mics. This all-in-one solution enables participants to speak and listen to the proceedings. The moderator (i.e. mayor or chairperson) has the ability to mute the microphones of participants as well as receive notification from the "request to speak" indicator. Enabled and built in on the other participant microphones is the "possible to speak" indicator.

Two (2) Vaddio ClearSHOT 10 cameras will be installed for streaming. The Vaddio™ ClearSHOT 10 camera is an Enterprise-Class, high definition PTZ conferencing camera with high quality imaging, exceptional color

reproduction and truly fine detail. With simultaneous and individual USB 3.0 uncompressed and IP (H.264) streaming video outputs, this camera offers end users with an impressive improvement over other USB conferencing cameras available today.

One (1) Wowza streaming service software license will be provided (to be managed on a customer provided PC). Wowza Streaming Engine™ is robust, customizable media server software that powers reliable high-quality video and audio streaming. It delivers streams using the latest standards as they come on the market: MPEG-DASH, Apple HLS, Adobe HDS, and Microsoft SMOOTH formats, VP8 and VP9 video codecs, Vorbis and Opus audio codecs, and more. This software package will enable live or recorded streams to be delivered as West Jordan City sees fit (i.e. website).

To control the functions of the system (source selection and routing, volume, audio conferencing dialer, etc.) in the council chamber is one (1) 7" AMX Modero S Series table top touch panel will be installed. Key features include a brilliant 24-color depth, PoE connectivity, and VoIP support. An IP-based control screen will also be setup through a VNC viewer software or App. This screen can be accessed on any tablet, phone, PC, or Mac that is connected to the same network as the AV system. This will enable an authorized user to control the room functions in or out of the room wherever they are in the building. If allowed, this could even be accessed remotely through a VPN so system adjustments could be made outside of the building if needed.

Services

1. Installation of equipment specified above.
2. Programming
3. Onsite implementation support (first week of occupancy)
4. Test for proper installation.
5. System commissioning.
6. Training for new equipment.
7. Free equipment storage for Break Room AV up to 12 months after substantial completion of project.

Exclusions

1. High voltage wiring will need to be performed by a licensed electrician and is not included in this proposal.
2. All Cat6 Cable – drawings will be provided by GENCOMM™ to illustrate where this is needed (i.e. touch panel locations, displays, projectors, table boxes, etc.) but will need to be pulled prior to GENCOMM's installation.
3. Conduit for cabling.
4. Surface and finish work (i.e. concrete, tile, wallboard, ceiling tile, etc.)

Fees and Options

Listed below are the prices for the main system components, any additional options, and warranties.

System Components

Accept Decline

_____ _____ **\$65,483.00 – Main System:** All services and equipment specified above for the main system.

Warranty Options

Accept Decline

_____ _____ **Included – Basic Warranty:** GENCOMM™ warrants the system under normal use, to be free of defects in material and workmanship for the period of ninety (90) days from the date of substantial inspection and will repair or replace at GENCOMM™'s option any equipment to be found defective. Warranty will include telephone support for assistance. Service or repair by an agency or person not authorized by GENCOMM™ renders the warranty void releasing GENCOMM™ from any further responsibility or obligation. The warranty will not apply to damage or deterioration or malfunction resulting from: 1) Accident, misuse, abuse, neglect, fire, water, lightning or other acts of nature, unauthorized product modification or failure to follow instructions; 2) Problems caused by associated equipment not supplied under this contract; 3) Problems with owner-furnished equipment. Some of the major suppliers of equipment for this project may provide additional warranties that do not apply to GENCOMM™'s warranty.

Terms

The total cost for this system package is the sum of the selected options above, amounting to: \$_____. Payment terms must be chosen from one of the following:

- 30% down with a signed contract, 30% due upon receipt of goods in our warehouse (client may inspect property), monthly progress billing based on work performed, payable within 30 days from date of invoice. A 1.5% monthly interest fee will be assessed for late payments after 30 days from date of invoice.
- 50% down, and 50% upon project completion.
- Lease Option. Please discuss this option with your GENCOMM™ representative for monthly payment options. Separate lease agreement required.
- Cash or credit card. A 1.3% processing fee will be assessed for use of credit cards, or 3% fee for use of American Express. (Note: 100% will be billed on the card upfront unless one of the 30% or 50% options is also selected)

Card Number: _____

Expiration Date: _____ / _____ Security Code: _____

Name on Card: _____

Billing Address: _____

Proposal is guaranteed for 30 days.

Installation can begin typically six (6) to eight (8) weeks from signed contract being received by GENCOMM™, but is based on availability and cannot be guaranteed.

Owner Acceptance

In accepting this Proposal, Owner agrees to the terms and conditions contained herein including those on the following page. It is understood that they shall prevail over any variation in terms and conditions on any purchase order or other document that the Owner may issue. Any changes in the system requested by the Owner after the execution of this Agreement shall be paid for by the Owner and such changes shall be authorized in writing. In accepting this Proposal, Owner agrees to the terms and conditions contained herein including those on the reverse side. It is understood that they shall prevail over any variation in terms and conditions on any purchase order or other document that the Owner may issue. Any changes in the system requested by the Owner after the execution of this Agreement shall be paid for by the Owner and such changes shall be authorized in writing.

This Agreement is not binding unless approved in writing by an authorized Representative of GENCOMM™. In the event of failure of such approval, the only liability of GENCOMM™ shall be to return to the Owner the amount, if any, paid to GENCOMM™ upon signing of this Agreement.

Client Authorized Signature

Date

Printed Name

Title

Business Development Signature (GENCOMM™)

Date

Printed Name

Title

GENCOMM™ Authorized Signature

Date

Printed Name

Title



Project and Billing Information

Please complete the following information for our team to adequately plan our installation.

Project Contact: _____ Contact Phone Number: _____

Contact E-mail Address: _____

Project Address: _____

Project City, State ZIP: _____

Billing Contact: _____ Billing Phone Number: _____

Billing E-mail Address: _____

Billing Address: _____

Billing City, State ZIP: _____

Desired Plate Color: White Black Ivory Other: _____

Statement of Qualifications

Experience

At GENCOMM, we use a consultative design process and top level engineering to deliver a high quality system that functions exactly as desired by our clients. Organizations seek us out when they have been burdened by overcomplicated or lackluster AV systems.

After reviewing several integrators in the market, Workfront (formerly AtTask) selected GENCOMM™ as their sole AV consultant and integrator.

"After reviewing several integration companies, we found GENCOMM™ to be the only true commercial integration firm."

IT Director, Workfront (Formerly AtTask)

As the only AQAV certified integrator in Utah, GENCOMM™ holds itself accountable to the highest level of standards for quality management systems ensuring the client gets what they pay for every time. AQAV is a non-profit organization that is dedicated to improving the operational art of designing and installing audio visual technology. To obtain AQAV certification a firm must show that their organization's quality processes have been audited against the ISO 9001 standards with third party certification bodies.

GENCOMM™ is currently engaged with the following long-term clients:

- U.S. Federal Court AV Contractor with a multi-year IDIQ contract (one of six in the nation)
- Church of Jesus Christ of Latter Day Saints AV Contractor (one of a select few in the nation)
- State of Utah multi-year, AV contract (one of five, contract# MA513)
- United State Senate and House of Representatives AV Contractor (one of a very select few nationwide)

Industry and Community Relationships

GENCOMM™ is dedicated to staying current within the audio-visual, security, and networking industries through our various affiliations including:

- Infocomm
- NSCA: National System Contractors Association
 - Board Member and Past President, Ingolf de Jong
- PSNI: Professional Systems Network International
 - Past President, Ingolf de Jong
- PSA Security Network






GENCOMM™ is also dedicated to the local community and gives back through its local affiliations including:

- United Way of Salt Lake
 - Cash and In-Kind Donations
 - Board Member and Young Leaders Chair, Mike Kirby
- Salt Lake Chamber of Commerce
 - Board Member and Small Business Chair, Ingolf de Jong
- Building Owners and Managers (BOMA Utah)
- Utah Manufacturer's Associations (UMA)






Qualifications and Resumes

Over the past 58 years, GENCOMM™ has completed numerous projects ranging in scope and value from \$15,000 to over \$5 million. Regardless of project size, GENCOMM™ strives to ensure all projects are finished on schedule and on-budget. This is achieved by the commitment and dedication of our management, installation, and engineering teams. Our unique engineering team sets GENCOMM™ apart enabling us to provide a custom-designed system for every client ensuring their needs are met.

Systems Engineer: Brandon Gramse

Mr. Gramse specializes in the design and commissioning of professional building technology solutions for the public and private sector, including Corporate, K-12 Education, Institutions of Higher Learning, Entertainment Venues, Retail Facilities, DOD, and Local, State, and Federal Government Agencies. With over 15 years of experience in the industry, Mr. Gramse also has a vast knowledge of the integration process, bringing a realistic approach to the design.

- B.S. in Electrical Engineering from University of Southern California (USC, 2006)
- M.S. in Product Development Engineering from University of Southern California (USC, 2010)
- CTS-D (Infocomm, 2007)
- CQD and CQT (AQAV, 2014)

Sales and Marketing Manager: Mike Kirby

Mr. Kirby has a deep background of managing both processes and assets that drives the consultative process GENCOMM™ utilizes to discover clients' needs. Mr. Kirby graduated from the University of Utah with a Bachelor's of Science degree in Business Management in 2008 and is working on a Masters of Business Administration through Westminster College. With over a decade of sales and management experience, Mr. Kirby leads the sales and marketing team to better serve our clients and ensure the highest level of professionalism and service.

Project Manager: Clay Flory

Mr. Flory specializes in project planning and scheduling. Mr. Flory graduated from the University of Texas at Arlington with a Bachelors of Science degree in Business Management Technology. He has experience with multiple software platforms that allow him to optimize material management and procurement during construction/installation projects. His knowledge of the industry and a background in dealing with cross functional-teams enables Mr. Flory to expertly execute contractual obligations. Mr. Flory uses his management experience of over two decades, to effectively and expertly manage projects from beginning to end.

Lead Foreman

GENCOMM™ will have a lead foreman overseeing all on-site activities. The lead foreman will manage the technicians and their installation teams and will provide them with daily tasks to accomplish. The lead foreman will attend "on-site" meetings with the customer and relay information to his technicians and the project manager. Our foreman have overseen numerous high-profile projects including Workfront (formerly AtTask), American Express, MRM/McCann, Clyde Companies, Hogle Zoo, and projects for our long-term accounts listed above.

Project Success

GENCOMM™ has built a team of highly qualified individuals to drive the process from consultation and design through project completion and training. Our success is driven by perfectly implementing our workflow process on every project. See appendix 1 for a graphic of our “Post-Contract” workflow process.

Please see attached “References” to similar scoped project successes.

“GENCOMM™ is the only firm that can handle this magnitude of scope.”

Local Engineering Firm

Project Management Plan

Based on the AQAV, ISO9001 quality standards, GENCOMM™ utilizes a project management plan that divides responsibilities and holds accountable specific employees within the organization. Following this plan ensures project success and has allowed GENCOMM™ to identify and mitigate risks before project installation. This plan also reduces and in most cases eliminates change orders.

Some of the ways that we identify and mitigate risks are:

- Numerous client planning meetings to uncover needs and discuss options
- All systems custom designed by in-house degreed engineer
- In-house project kick-off meetings to collaborate between departments regarding project
- On-site kick off meeting with client and other stakeholders
- Equipment racks built, inspected, and tested in-house prior to installation
- Licensed, bonded and professionally trained technicians follow a rigorous installation schedule
- All programming completed by manufacturer certified, in-house programmer (AMX, Crestron, etc.)
- System tested and commissioned by our in-house, degreed engineering team
- Final inspection and onsite training completed by engineering and sales teams

Relevant Project Experience and References

Please see appendix 3 for project sheets describing relevant project experience.

References

Below are three references for accounts that GENCOMM™ has completed a variety of projects for.

Workfront (formerly AtTask)

Approximate Project Value: \$700,000

Project Date: Fall 2014

Contact: Clayton Romberg

Title: IT Manager

Phone: Available upon request

Address: 3301 N. Thanksgiving Way #100, Lehi, UT 84043



Scope: In 2014, AtTask decided to expand its operations and move to a new building in the Thanksgiving park complex. The AV requirements for this new building included a unified, networked audio and video system for 25 huddle rooms, six large conference rooms, two board rooms, game room, 35+ common area displays, and a NOC (network operations center) video wall.

Hogle Zoo

Approximate Project Value: \$150,000

Project Date: Spring 2014

Contact: Dan Smith

Title: Capital Projects Manager

Phone: Available upon request

Address: 2600 E Sunnyside Ave, Salt Lake City, UT 84108



Scope: GENCOMM™ has completed a variety of projects for the Hogle Zoo, including their new African Savannah and Rocky Shores areas. Before these projects all audio systems in the zoo were separate and independent of one another. With the new Rocky Shores project a system was implemented that will connect the audio throughout the zoo to one system. This allows the zoo to control and monitor the audio throughout the park from a central location. Controls were put on iPads to allow them to do all of this remotely.

Clyde Companies

Approximate Project Value: \$175,000

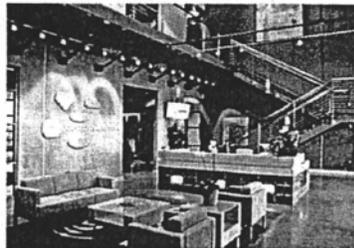
Project Date: Fall 2014

Contact: Paul Stokes

Title: IT Manager

Phone: Available upon request

Address: 730 N 1500 W, Orem, UT 84057



Scope: Clyde Companies has had an audio and video system in their building for several years, but has never been happy with its performance. GENCOMM™ was asked to come evaluate their needs and provide a new system that would work well for them. A new IP audio and video system was installed in the rooms of this facility including a combinable training room, five conference rooms, and a boardroom. GENCOMM™ has now been asked to design and install the AV systems in their new WW Clyde building that is going in next to their current headquarters.

General Provisions

The Contract represents the entire and integrated agreement between the Parties and supersedes prior negotiations, representations or agreements, either written or oral. The Contract may be amended or modified only by a written modification. The term "Work" means the construction and services required by the Contract Documents, and includes all other labor, materials, equipment and services provided by GENCOMM™ to fulfill GENCOMM™'s obligations. The intent of the Contract Documents is to include all items necessary for the proper execution and completion of the Work by GENCOMM™.

If requested by GENCOMM™, the Owner shall furnish and pay for a survey and a Legal description of the site. Except for permits and fees which are the responsibility of GENCOMM™ under the Contract Documents, the Owner shall obtain and pay for other necessary approvals, easements, assessments and charges. If GENCOMM™ fails to correct Work which is not in accordance with the Contract Documents, the Owner may direct GENCOMM™ in writing to stop the work until the correction is made. If GENCOMM™ defaults or neglects to carry out the Work in accordance with the Contract Documents and fails within a seven day period after receipt of written notice from the Owner to correct such default or neglect with diligence and promptness, the Owner may, with prejudice to other remedies, correct such deficiencies. In such a case, a Change Order shall be issued deducting the cost of correction from payments due GENCOMM™. GENCOMM™ shall coordinate and cooperate with separate contractors employed by the Owner. Costs caused by delays or by improperly timed activities or defective construction shall be borne by the party responsible therefore.

Execution of the Contract by GENCOMM™ is a representation that GENCOMM™ has visited the site, become familiar with local conditions under which the Work is to be performed and correlated personal observations with requirements of the Contract Documents. GENCOMM™ shall carefully study and compare the Contract Documents with each other and with information furnished by the Owner. Before commencing activities, GENCOMM™ shall: (1) take field measurements and verify field conditions; (2) carefully compare this and other information known to GENCOMM™ with the Contract Document; and (3) promptly report errors, inconsistencies or omissions, discovered to the Owner. GENCOMM™ shall supervise and direct the Work, using the GENCOMM™'s best skill and attention. GENCOMM™ shall be solely responsible for and have control over construction means, methods, techniques, sequences and procedures, and for coordinating all portions of the Work. Unless otherwise provided in the Contract Documents, GENCOMM™ shall provide and pay for labor, materials, equipment, tools, utilities, transportation, and other facilities and services necessary for proper execution and completion of the Work. GENCOMM™ shall deliver, handle, store and install materials in accordance with manufacturers' instructions. The Owner shall be responsible to provide the following: (1) All electrical requirements for the project including but not limited to conduit, raceway, back boxes, proper ground wire, proper breakers, etc. (2) Core drilling and penetration of concrete (3) Furniture or building modifications to accommodate contracted equipment unless stated in the Contract. GENCOMM™ shall pay sales, consumer, use and similar taxes that are legally required when the Contract is executed. GENCOMM™ shall obtain and pay for the building permit and other permits and government fees, licenses and inspections necessary for proper execution and completion of the Work. GENCOMM™ shall confine operations at the site to areas permitted by law, ordinances, permits, the Contract Documents and the Owner. GENCOMM™ shall be responsible for cutting, fitting or patching required to complete the Work or to make its parts fit together properly. The Owner may agree to patch portions of the work as stated in the Contract. GENCOMM™ shall keep the premises and surrounding area free from accumulation of debris and trash related to the Work. To the extent permitted by law, GENCOMM™ shall indemnify and hold harmless the Owner from and against claims, damages, losses and expenses arising out of or resulting from performance of the Work, provided that such claim, damage, loss or expense is attributable to bodily injury, sickness, disease or death, or to injury to or destruction of tangible property (other than the Work itself), but only to the extent caused solely by negligent acts or omissions of GENCOMM™, a Subcontractor, anyone directly or indirectly employed by them or anyone for whose acts they may be liable. GENCOMM™'s liability shall be limited to actual property damages caused by GENCOMM™. GENCOMM™ shall not be responsible for consequential damages.

After execution of the Contract, changes in the Work may be accomplished by Change Order or by order for a minor change in the Work. The Owner, without invalidating the Contract, may order changes in the Work within the general scope of the Contract consisting of additions, deletions or other revisions, the Contract Sum and Contract Time being adjusted accordingly. A Change Order shall be a written order to GENCOMM™ signed by the Owner to change the Work, Contract Sum or Contract Time. If concealed or unknown physical conditions are encountered at the site that differ materially from those indicated in the Contract Documents or from those conditions ordinarily found to exist, the Contract Sum and Contract Time shall be subject to equitable adjustment.

Time limits stated in the Contract Documents are of the essence of the Contract. If GENCOMM™ is delayed at any time in progress of the Work by changes ordered in the Work, or by Labor disputes, strikes, fire, riots, acts of God, unusual delay in deliveries, unavoidable casualties or other causes beyond the GENCOMM™'s control, the Contract Time shall be extended by Change Order for a reasonable time. Owner shall pay for Contract extensions exceeding 90 days. The Owner shall pay schedule compression fees to GENCOMM™ in the event the Time Line is accelerated which will include over time for all personnel associated with the project.

Upon execution of the Contract, the Owner shall make an initial payment of 30% of the Contract Sum. A second payment of 30% will be made upon receipt of the products in our warehouse for this project, (the client is welcome to inspect the material to verify receipt). Afterwards, based on Applications for Payment submitted by GENCOMM™, the Owner shall make progress payments on account of the Contract Sum to GENCOMM™ as provided in the conditions of the Contract as follows: Once each calendar month, the Owner shall make a progress payment to GENCOMM™ on the basis of a duly certified and approved estimate of the Work performed during the preceding calendar month under this Contract; but to insure the proper performance of this Contract, the Owner shall retain five percent (5%) of each estimate until final completion and acceptance of all Work covered by this Contract: provided that the Owner, at any time after fifty percent (50%) of the Work has been completed, finds that satisfactory progress is being made, may make any of the remaining progress payments in full. Final payment, constituting the entire unpaid balance of the Contract Sum, shall be paid by the Owner to GENCOMM™ thirty (30) days after Substantial Completion of the Work, provided the Work has then been completed, and the Contract fully performed and approved by the Owner. A 1.5% monthly interest charge will be assessed for any payments received after 30 days from date of invoice.

GENCOMM™ warrants that title to all Work covered by an Application for Payment will pass to the Owner no later than the time of payment. GENCOMM™ further warrants that upon submittal of an Application for Payment, all Work for which Certificates for Payment have been previously issued and payments received from the Owner shall, to the best of GENCOMM™'s knowledge, information and belief, be free and clear of liens, claims, security interests or other encumbrances adverse to the Owner's interests. Substantial Completion is the stage in the progress of the Work when the Work or designated portion thereof is sufficiently complete in accordance with the Contract Documents so that the Owner can occupy or utilize the Work for its intended use. When the Work or designated portion thereof is substantially complete, the Owner and GENCOMM™ shall establish the date of Substantial Completion, shall establish the responsibilities of the Owner and GENCOMM™, and shall fix the time within which GENCOMM™ shall finish all items. Warranties required by the Contract Documents shall commence on the date of Substantial Completion of the Work. Upon receipt of a final Application for Payment, the Owner will inspect the Work. When the Owner finds the Work acceptable and the Contract fully performed, the Owner will promptly issue a final Payment.

GENCOMM™ shall be responsible for initiating, maintaining and supervising all safety precautions and programs, including all those required by law in connection with performance of the Contract. GENCOMM™ shall promptly remedy damage and loss to property caused by GENCOMM™, or by anyone for whose acts GENCOMM™ may be liable.

Neither party to the Contract shall assign the Contract as a whole without written consent of the other. Tests, inspections and approvals of portions of the Work required by the Contract Documents or by laws, ordinances, rules, regulations or orders of public authorities having jurisdiction shall be made at an appropriate time. The Owner shall pay for tests except for testing Work found to be defective for which the Contractor shall pay. The Contract shall be governed by the laws of the State of Utah.

Intellectual Property. GENCOMM™ owns and retains ownership of all intellectual property, engineering, programming, etc. Any software or system setup written to manage the various systems for the client is owned by GENCOMM™. A conditional use license is granted to the Owner for the equipment installed under this contract. The Client may not backward engineer, copy, or reuse the system design, software, object code, software and other intellectual property created by GENCOMM™.

Software, settings and hardware configuration changes

If owner, owner representative or any other person not authorized by GENCOMM makes changes to software code, settings and/or hardware configuration supplied by GENCOMM, they will assume all responsibility and expenses to restore the software code, settings and/or hardware configuration to specifications outlined in the contract. Any unauthorized changes to software code, settings and/or hardware configuration made will void all warranties outlined in the contract.

The owner shall not solicit, recruit, hire or otherwise employ or retain the employees of the other Party without the prior written consent of the other Party during the term of this Agreement and for two (2) years following the termination or expiration of this Agreement.

If the Owner fails to make payment when due or substantially breaches any other obligation of this Contract, following seven days' written notice to the Owner, GENCOMM™ may terminate the Contract and recover from the Owner payment for Work executed and for proven loss with respect to materials, equipment, tools, construction equipment and machinery, including reasonable overhead, profit and damages for the entire project.

GENCOMM™ will file a Preliminary Notice (otherwise known as a "Pre Lien") or Mechanic's Lien, as indicated by state where work is carried out, with the Owner, General Contractor or other parties Generally speaking, in order to advise the property owner, and in some states, the owner's general contractor, and construction lender, that GENCOMM™ may have the right to attach a lien to the Owner's property if he or she is not paid for their services. This notice is meant to give the owner an opportunity to insure that GENCOMM™ is paid in full. This is a standard measure, carried out with all contracts to protect the interests of all parties.

If the Owner cancels the Contract prior to the commencement of actual work on the project, the Owner agrees to compensate GENCOMM™ 20% of the value of the contract amount as a cancellation fee to compensate for all work performed in preparation for the project. Any products purchased for the project will be returned to the vendor and all costs associated with return of equipment will be charged to the Client as an additional fee beyond the cancellation fee.

As a condition to this proposal, the Parties agree to execute and accept the terms and conditions of GENCOMM™'s license agreement and the terms of a non-disclosure non-compete as they relate to the work performed on this project.

This Contract falls within the jurisdiction of Salt Lake City, Utah. Any conflict resolution associated with this contract must be held in Salt Lake City, Utah.

If any term or condition of this Contract does not comply with current law, all other terms and conditions remain in full effect and are not voided.

In mutual consideration of the covenants and conditions contained in this Agreement, the Parties additionally agree as follows:

DEFINITIONS.

Confidential Information. "Confidential Information" shall include but not be limited to any facts, opinions, conclusions, projections, data, or trade secrets relating to either Party's work in progress, future work, product marketing, or financial matters transmitted by one Party ("Disclosing Party") to the other Party ("Receiving Party"), in written or other tangible form (including magnetic or optical media), or by oral, visual or other means. If confidential information is disclosed in writing, it must be clearly labeled as "confidential." If it is disclosed orally, the Disclosing Party must summarize the information in writing and confirm that is confidential within 10 days after its oral disclosure to the Receiving Party.

Exceptions to Definition of Confidential Information. Confidential Information as defined in this Agreement shall not include information that:

- (i) was known to the Receiving Party without obligation to keep confidential at the date of disclosure by the Disclosing Party;
- (ii) is after the date of disclosure acquired by the Receiving Party in good faith from an independent third party who is not subject to any obligation of confidentiality in respect of such Confidential Information;
- (iii) was, in its entirety and at the time of its disclosure, in the public knowledge or has become public knowledge during the term of this Agreement otherwise than by reason of the Receiving Party's neglect or breach of this Agreement or any other agreement; or
- (iv) is independently developed by the Receiving Party without access to any or all of the Confidential Information.

TERM/TERMINATION/RETURN OF DOCUMENTS.

Term. This Agreement shall begin on the Effective Date and continue in full force and effect for a period of two (2) years on which date this Agreement shall expire and not automatically renew, unless earlier terminated by either Party as set forth herein.

Nevertheless, the terms and conditions of this Agreement shall survive the expiration or termination of this Agreement and shall continue for a period of three (3) years.

Termination. Either Party may terminate this Agreement for any reason with five (5) days prior written notice.

Return of Documents. Upon the date of expiration or termination of this Agreement, or at any time during the term of this Agreement upon written request by the Disclosing Party, the Receiving Party shall return or destroy, in the Disclosing Party's sole discretion, all Confidential Information in its possession, including all copies, within five (5) days and provide a written confirmation of the action taken.

DUTY OF NON DISCLOSURE.

Description of Duty. The Receiving Party shall do the following:

- (i) keep in strict confidence and in safe custody any Confidential Information disclosed to the Receiving Party by the Disclosing Party, exercising the same duty of care used to maintain as confidential the Receiving Party's own Confidential Information and at a minimum a reasonable duty of care;
- (ii) not use or exploit any Confidential Information other than as described herein or as is reasonably necessary for the Purpose;
- (iii) not copy or reproduce any or all of the Confidential Information except as is reasonably necessary for the Purpose;
- (iv) not distribute, disclose or disseminate Confidential Information to anyone except with the prior written consent of the other party; and
- (v) not embody any Confidential Information in other work or otherwise use Confidential Information to develop anything except as provided herein.

Disclosure within Receiving Party. The Receiving Party may only disclose Confidential Information on a need to know basis to its employees.

Disclosure by Law or Regulation. The Receiving Party shall have no such duty to keep Confidential Information where the Receiving Party is required by law, judicial order, the regulations of a government department or agency or other regulatory authority to disclose Confidential Information to a third party, in which event the Receiving Party shall take all reasonable steps to consult and take into account the reasonable requirements of the Disclosing Party in relation to such disclosure. In the event a Secrecy Order pertaining to Confidential Information is issued by the U.S. Patent and Trademark Office, and Confidential Information is disclosed accordingly, the terms of such Secrecy Order shall take precedence over this Agreement. In the event Confidential Information is subject to U.S. export control laws and regulations, Confidential Information shall be disclosed only in compliance with such export laws and regulations.

EXCLUSION OF WARRANTIES/IP INDEMNIFICATION. Neither Party warrants the accuracy or completeness of any Confidential Information. All implied warranties or representations to that effect are hereby excluded. Notwithstanding the foregoing, the Disclosing Party warrants that it possesses sufficient rights to disclose to the Receiving Party as set forth herein any third party intellectual property contained in Confidential Information, and the Disclosing Party shall defend, indemnify and hold harmless the Receiving Party from any claims by third parties of infringement of intellectual property rights or wrongful disclosure arising from use of Confidential Information by the Receiving Party as described herein and as is otherwise reasonably necessary for the Purpose. As a condition to the foregoing indemnity obligations, the indemnified Party (Receiving Party) shall provide the indemnifying Party (Disclosing Party) with prompt notice of any claim for which indemnification shall be sought hereunder and shall cooperate in all reasonable respects with the indemnifying Party (Disclosing Party) in connection with any such claim. The indemnifying Party (Disclosing Party) shall be entitled to control the handling of any such claim and to defend or settle any such claim, in its sole discretion, with counsel of its own choosing and at the indemnifying Party's (Disclosing Party's) expense.

NON TRANSFERENCE OF RIGHTS. Nothing in this Agreement shall be construed as transferring any rights, title or license to Confidential Information, except for use of Confidential Information as described herein or as is otherwise reasonably necessary for the Purpose. All Confidential Information shall at all times remain the property or license of the Disclosing Party.

EQUITABLE RELIEF. The Parties acknowledge and agree that Confidential Information, as well as the intellectual property contained therein, is unique and valuable, and that breach of the terms and conditions herein will result in irreparable injury to

the Disclosing Party for which monetary damages alone would not be an adequate remedy. In the event of a breach or threatened breach of this Agreement, the Disclosing Party shall be entitled to seek specific performance and injunctive or other equitable relief as a remedy for any such breach or anticipated breach without posting bond. Any such relief shall be in addition to and not in lieu of any monetary damages.

ASSIGNMENT. Neither Party shall assign or otherwise transfer this Agreement or any rights, duties or obligations under this Agreement without the prior written consent of the other Party.

WAIVER. Any delay or failure by either Party to insist upon strict performance of any term or condition or to exercise any right or remedy provided herein shall not be a waiver of such Party's right to demand strict compliance with that term or condition or right or remedy in the future.

NOTICES. Unless otherwise specified herein, all notices, requests, or consents required to be given in writing hereunder shall be transmitted by facsimile, hand delivered, or mailed, first class, postage prepaid, and addressed as indicated in this document, unless either Party notifies the other Party, in writing, of a change in the addressee:

PUBLICITY. Company/Individual shall not make any news release, public announcement, advertisement or publicity concerning anything under this Agreement without the prior written consent of both Parties.

SEVERABILITY. If any term or condition or portion of this Agreement shall be determined by any court of competent jurisdiction to be invalid or unenforceable to any extent, the remainder of this Agreement shall not be affected thereby, and each remaining term or condition hereof shall continue with full force and effect.

GOVERNING LAW AND VENUE. This Agreement shall be governed by, interpreted, construed and enforced in accordance with the laws of the State of Utah, without reference to the principles of conflict of laws. Suit under this Agreement with the exception of suits brought solely for injunctive relief shall only be brought in a court of competent jurisdiction in the State of Utah.

SOFTWARE LICENSE AGREEMENT

This Software License is made by General Communications, Inc. (GENCOMM™), to the Customer as an essential element of the services to be rendered by GENCOMM™ as defined in the system specification and any associated documents and agreement. *System* shall mean the deliverable product as defined in these documents.

Customer and GENCOMM™ agree that this Software License is deemed to be part of, and subject to, the terms of the Agreement applicable to both parties.

SECTION 1 LICENSE GRANT AND OWNERSHIP

GENCOMM™ hereby grants to Customer a world-wide, perpetual, non-exclusive, non-transferable license to all software for Customer's use in connection with the establishment, use, maintenance and modification of the system implemented by GENCOMM™. *Software* shall mean executable object code of software programs and the patches, scripts, modifications, enhancements, designs, concepts or other materials that constitute the software programs necessary for the proper function and operation of the system as delivered by GENCOMM™ and accepted by the Customer.

Except as expressly set forth in this paragraph, GENCOMM™ shall at all times own all intellectual property rights in the software. Any and all licenses, product warranties or service contracts provided by third parties in connection with any software, hardware or other software or services provided in the system shall be delivered to Customer for the sole benefit of Customer.

Customer may supply to GENCOMM™ or allow GENCOMM™ to use certain proprietary information, including service marks, logos, graphics, software, documents and business information and plans that have been authored or pre-owned by Customer. All such intellectual property shall remain the exclusive property of Customer and shall not be used by GENCOMM™ for any purposes other than those associated with delivery of the system.

SECTION 2 COPIES, MODIFICATION AND USE

Customer may make copies of the software for archival purposes and as required for modifications to the system. All copies and distribution of the software shall remain within the direct control of customer and its representatives.



Customer may make no modifications to the software. This Software License confers no right in Customer to license, sublicense, sell, or otherwise authorize the use of the software by any third parties, except in connection with the use of the particular system as part of Customer's business.

All express or implied warranties relating to the software shall be deemed null and void in case of any modification to the software made by any party other than GENCOMM™.

SECTION 3 WARRANTIES AND REPRESENTATIONS

GENCOMM™ represents and warrants to Customer that:

It has all necessary rights and authority to execute and deliver this Software License and perform its obligations hereunder and to grant the rights granted under this Software License to Customer.

The goods and services provided by GENCOMM™ under this Software license, including the software and all intellectual property here provided, are original to GENCOMM™ or its subcontractors or partners.

The software, as delivered as part of the system, will not infringe or otherwise violate the rights of any third party, or violate any applicable law, rule or regulation.

Throughout the System Warranty Period, the executable object code of software and the system will perform substantially in accordance with the system specifications and Agreement. If the software fails to perform as specified and accepted all remedies are pursuant to the policies set forth in the Specification and in the Agreement.

Except as expressly stated in this Agreement, there are no warranties, express or implied, including, but not limited to, the implied warranties of fitness for a particular purpose, of merchantability, or warranty of no infringement of third party intellectual property rights.

SECTION 4 INDEMNIFICATION

GENCOMM™ hereby indemnifies and shall defend and hold harmless Customer, its parent companies and its and their subsidiaries, affiliates, officers, directors, employees, agents and subcontractors from and against liability, damages, loss, cost or expense, including but not limited to reasonable attorney's fees and expenses, arising out of or in connection with any breach or alleged breach of the Agreement or any third party claims that the software or system here provided by GENCOMM™ infringes or otherwise violates any rights of any such third party.

Customer hereby indemnifies and shall defend and hold harmless GENCOMM™, its and their subsidiaries, affiliates, officers, directors, employees, agents and subcontractors from and against all liability, damages, loss, cost or expense, including but not limited to reasonable attorney's fees and expenses, arising out of or in connection with any third party claims that Customer's use of the software in contravention of the grant of rights infringes or otherwise violates any rights of any such third party.

Upon the assertion of any claim or the commencement of any suit or proceeding against an indemnitee by any third party that may give rise to liability of an indemnitor hereunder, the indemnitee shall promptly notify the indemnitor of the existence of such a claim and shall give the indemnitor reasonable opportunity to defend and to settle the claim at its own expense and with counsel of its own selection. The indemnitee shall cooperate with the indemnitor, shall at all times have the right full to participate in such a defense at its own expense and shall not be obligated, against its consent, to participate in any settlement which it reasonably believes would have an adverse effect on its business.

SECTION 5 TRANSFER AND TERMINATION

This license will automatically terminate upon the disassembly of the system cited above, unless the system is reassembled in its original configuration in another location.

GENCOMM™ may terminate this license upon notice for failure to comply with any of terms set forth in this Software License. Upon termination, Customer is obligated to immediately destroy the software, including all copies and modifications.

ENTIRE AGREEMENT. The foregoing constitutes the entire understanding and agreement between the Parties and shall supersede any prior agreements, written or oral, not incorporated herein. The terms and conditions of this Agreement shall not be amended except by written amendment signed by both Parties.

CCS 1000 D Digital Discussion System

Compact yet versatile



BOSCH

Invented for life



Designed for **plug-and-play, ease-of-use,** and **highly productive meetings**

- ▶ Excellent speech intelligibility with built-in Digital Acoustic Feedback Suppression
- ▶ Built-in audio recording on internal memory and/or USB memory stick
- ▶ On-board support for automatic HD camera control
- ▶ Advanced configuration and control via built-in web browser
- ▶ "Energy saving mode" for automatic switch-off after two hours of inactivity
- ▶ Up to 245 Discussion Devices

Compact yet versatile

Known for world-class conference system solutions, Bosch introduces the compact yet highly versatile CCS 1000 D Discussion System. Designed and developed by Bosch experts in Europe, the system makes it extremely easy to manage meetings and is ideal for small to large sized meeting areas such as town halls, local business centers and courtrooms. The CCS 1000 D Discussion System is easy to set up, easy to use, and is designed to ensure highly productive meetings.

Excellent speech intelligibility

The system delivers excellent speech intelligibility thanks to advanced digital audio processing and superior microphone and loudspeaker performance. The loudspeaker and the microphone are activated simultaneously to create a more natural face-to-face meeting feel, encouraging participants to more easily take part in the meeting. The system also utilizes built-in Digital Acoustic Feedback Suppression (DAFS) so you can reach higher volumes without causing any 'howling' effect. The result? Every word spoken is understood by all participants, and productivity is optimized in every meeting.



The system's extreme ease-of-use makes it ideal for first-time users. No operator, no additional equipment, and no training are required.



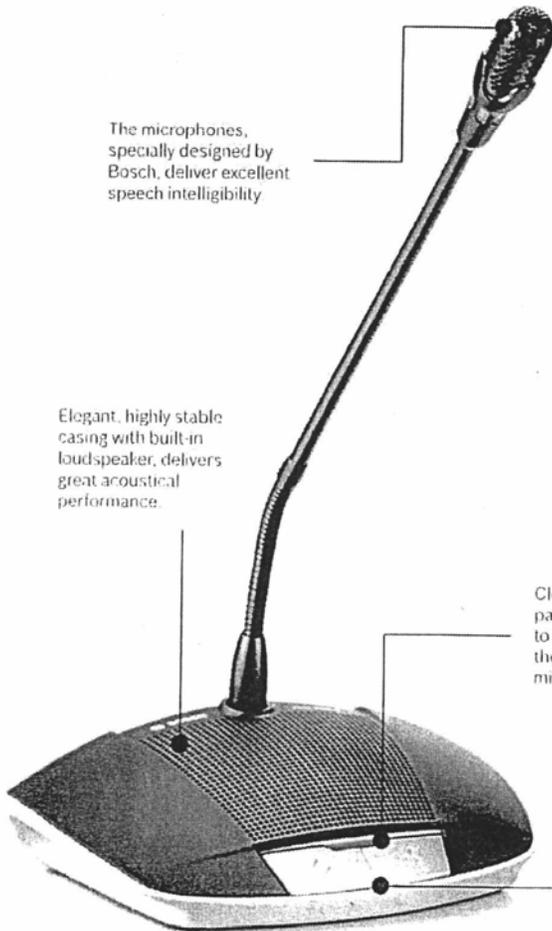
The CCS 1000 D Discussion System is ideal for small to large meeting areas such as town halls, local business centers and courtrooms. Its highly versatile feature set means that chairpersons enjoy effortless meeting control, and participants enjoy free-flowing, highly productive meetings.



Discussion Devices

Exclusive aesthetics – solid reliability

The CCS 1000 D Discussion System is designed in Europe by one of the best product design teams in the industry and is exclusively registered to Bosch. Its eye-catching aesthetics complement any interior - from new, ultra-modern buildings to traditional, centuries-old structures. In addition, thanks to superior materials selection, the Discussion Devices are robust and solid - reflecting the high reliability for which Bosch systems are renowned.



The microphones, specially designed by Bosch, deliver excellent speech intelligibility.

Elegant, highly stable casing with built-in loudspeaker, delivers great acoustical performance.

Clear LED indication informs meeting participants when it is possible to speak (white), when they are in the queue (green), and when their microphone is 'On' (red).



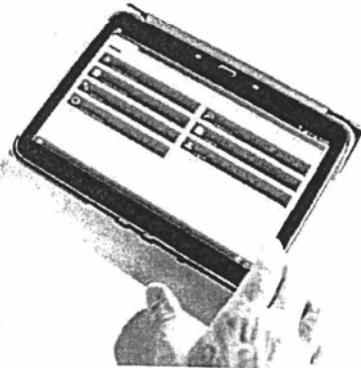
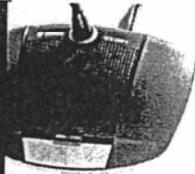
Headphone socket with built-in volume control

All Discussion Devices are delivered with a single large button for meeting participants. It takes just a few seconds to change it into a two-button chairperson's device. This interchangeability simplifies inventory.

Control Unit



Advanced configuration and meeting control is possible via a tablet and the system's built-in web browser. Also, thanks to the system's on-board support for automatic camera control, everyone can see who is talking.



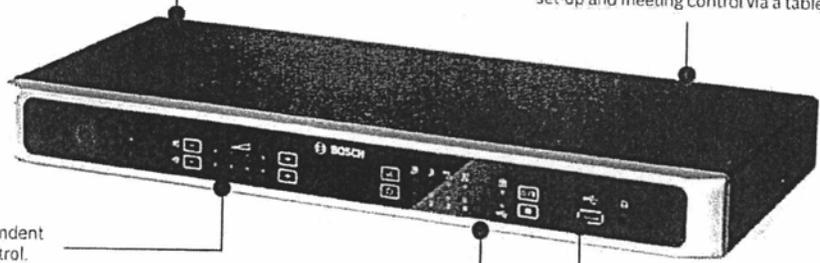
On-board support for automatic camera control.

Built-in web browser for advanced set-up and meeting control via a tablet.

Language independent touch button control.

Built-in Digital Acoustic Feedback Suppression.

Built-in recording facility for internal and external recording



Compact discussion management

The Control Unit is the heart of the system - powering the Discussion Devices, controlling the cameras, and interfacing with external equipment such as a sound reinforcement or public address systems. Its compact design and stylish touch-button control, makes it look perfect on the tabletop, but it can also easily fit as a rack-mounted device.

Simple control with convenient recording

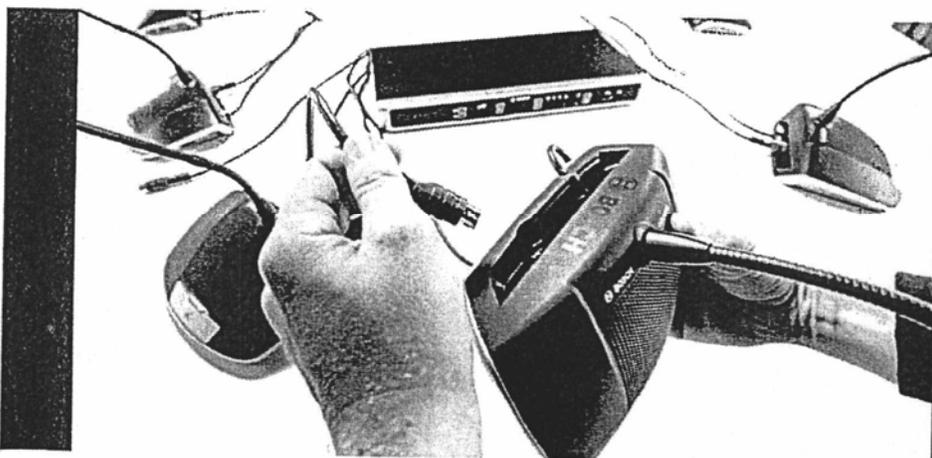
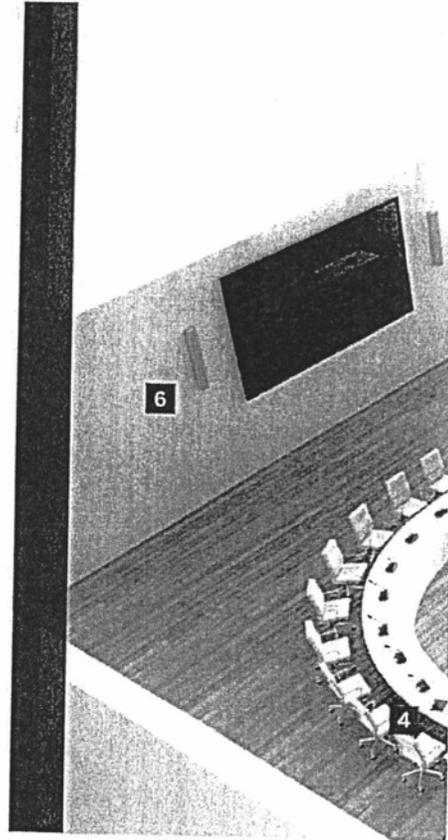
The front panel on the Control Unit provides all the necessary controls for setting up a meeting, here the Chairperson can select the number of open microphones, choose microphone mode, and set the system volume. The Control Unit can record up to 4,000 hours of discussion on a single USB stick, and its internal memory can also record up to 8 hours of discussion, so it is never a problem if the USB stick has been forgotten.

Highly productive meetings

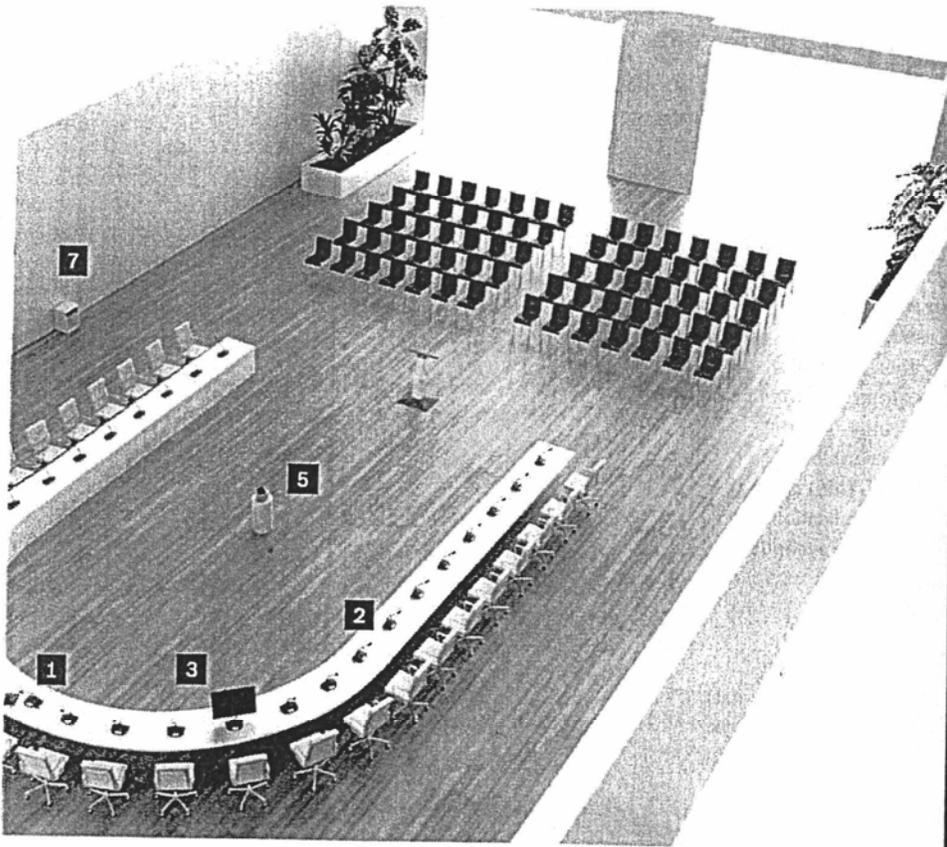
The CCS1000 D Digital Discussion System is an excellent choice for small to large sized applications, like town halls. The chairperson can guide the discussion, allowing individual delegates to speak or letting several delegates take the microphone simultaneously.

For more advanced control of the meeting the chairperson can use a laptop or tablet which provides him/her with the ability to manage the discussions by remotely activating or deactivating participant microphones and shifting participants from the waiting list to the speaker list.

Live video of active speakers can be shown on a big screen, thanks to the system's on-board support for automatic camera control. Up to six HD cameras can be easily connected to the system without needing additional software. In addition, the audio of the whole meeting can be recorded conveniently with the built in MP3 recorder, which makes it possible to archive meetings electronically and avoids the need to manually record meeting minutes.



The system is very quick and easy to install. No training or additional equipment is needed: the discussion devices are directly plugged into the control unit via a simple 'daisy chain' cable connection.



1. Chairman Device
2. Delegate Device
3. Monitor
4. Tablet
5. HD Conference Dome
6. XLA 3200 Line Array Loudspeakers
7. Control Unit



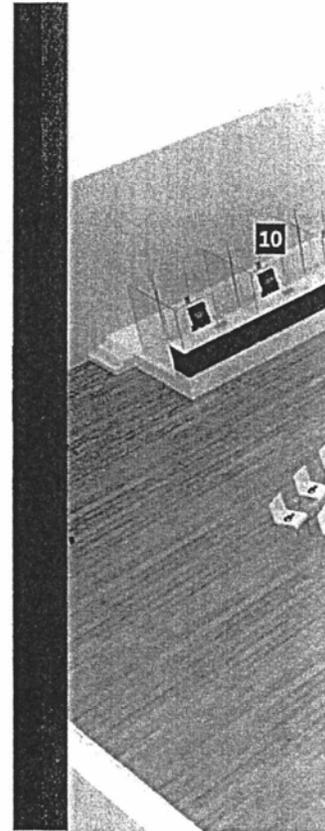
For now and in the future

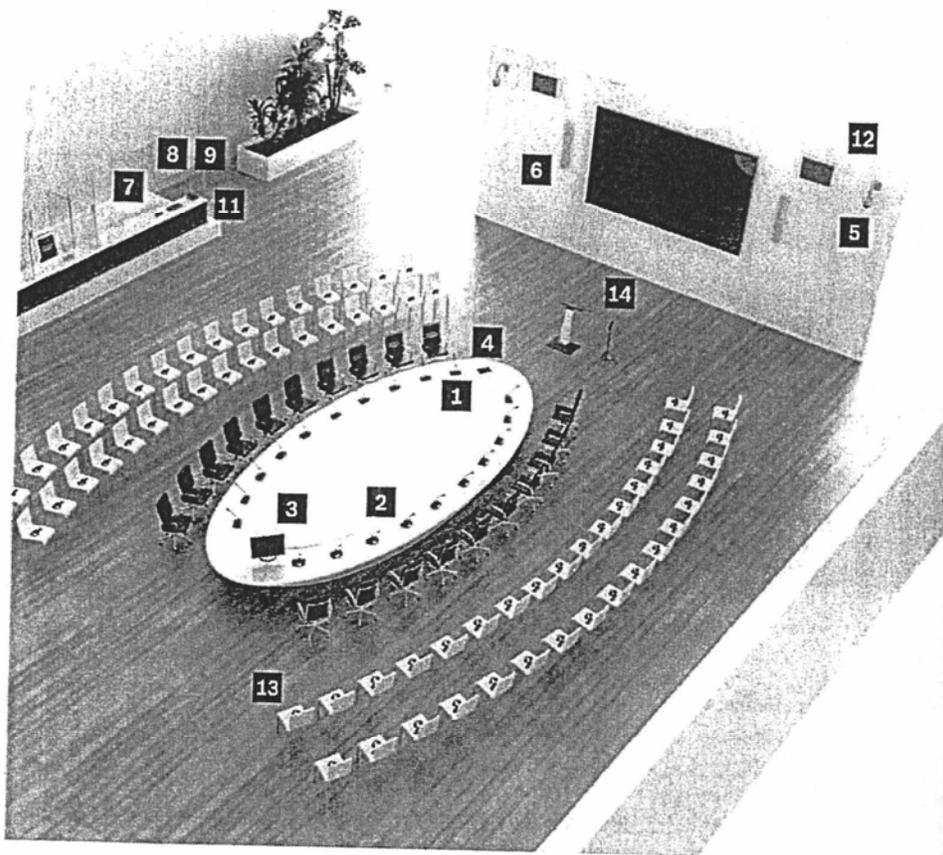
Easy to expand

The CCS 1000 D Discussion System can handle a variety of external equipment such as an interpretation system, language distribution, and a public address system. Also an interface for tele- and video-conferencing can be used to connect two remote locations with each other. In addition, the number of Discussion Devices (max. 245) can be easily scaled up or down in minutes - without needing to turn off and restart the system. The application programming interface (API) offers the possibility to make custom build applications for remote control of the system (e.g. via synoptic layouts or use of 3rd party camera's).

Ideal for courtrooms

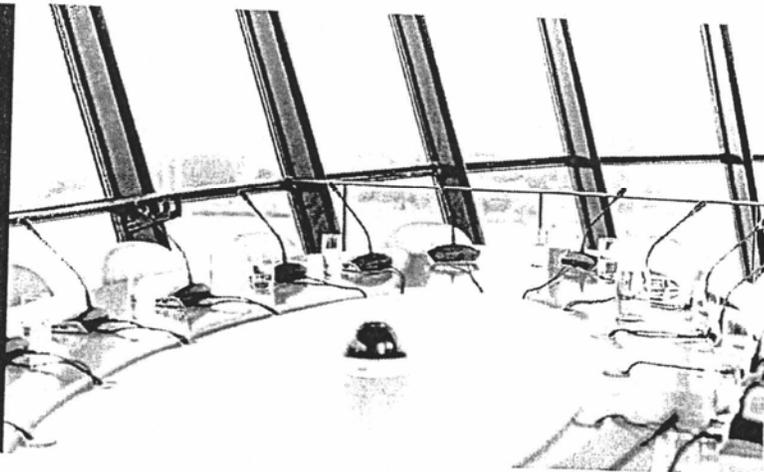
Courtroom applications often need to record individual audio channels, for example, all of what the defendant says and all of what the lawyer says. That's why the CCS 1000 D Discussion System can have four individual microphones routed to four separate outputs so that these channels can be recorded by an external recorder. Alternatively, the built-in recorder can record the floor plus one individual channel.





1. Chairman Device
2. Delegate Device
3. Monitor
4. Tablet
5. HD Conference Dome
6. XLA 3200 Line Array Loudspeakers
7. Control Unit
8. Video conferencing interface
9. Plena Mixer Amplifier 120 W
10. Six-channel Analog Interpretation Desk
11. Integrus Transmitter
12. Integrus Radiators
13. Integrus Receivers
14. Wireless microphone & Receiver

The CCS 1000 D Discussion System includes a unique 'energy saving mode' that automatically switches the system off after two hours of inactivity. This saves energy, helps minimize operational costs, and prolongs system lifetime.



Successful meetings assured

For many years to come, every meeting will be fluent, decisive, and business-like, thanks to the system's advanced features and long-lasting reliability.



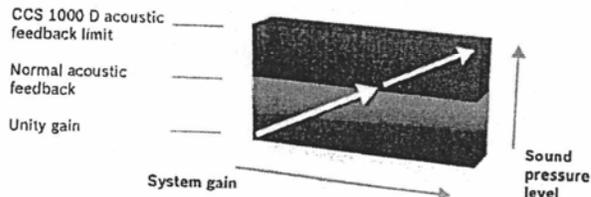
The highly reliable choice

Bosch is world-renowned for the reliability of its systems, regardless of the application size. Hence, the CCS 1000 D Discussion System, with its superior materials and component choices together with extensive quality assurance processes, ensures that users enjoy free-flowing, highly-productive meetings. Dealers and rental companies also benefit from lower call-back costs and higher customer satisfaction.

Only with Bosch

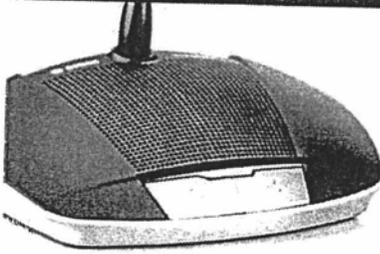
For more than 60 years, Bosch has led the market in conference equipment. So not surprisingly, the CCS 1000 D Discussion System gives you many efficiency-enhancing features which are not available in other systems. For example, the Digital Acoustic Feedback Suppression algorithm is unique to Bosch and is proven by many years of faultless operation in the field. Also exclusive to Bosch is the "Possible-To-Speak" indicator, the internal recording memory, and the simultaneously active loudspeaker and microphone that creates a more natural meeting feel. With Bosch, you get more.

Unique, built-in Digital Acoustic Feedback Suppression balances sound pressure levels and system gain to enable higher volumes without any 'howling' effects.



The all-in-one discussion solution

Discussion Device



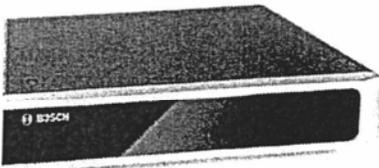
- ▶ Enables participants to speak and listen to the proceedings
- ▶ Can be used either as participant or chairperson device
- ▶ Enables chairperson to mute microphones of participants
- ▶ "Possible-To-Speak" indicator
- ▶ "Request-To-Speak" indicator
- ▶ Cable lock facility
- ▶ GSM Immune
- ▶ Built-in loudspeaker
- ▶ Microphone: with mic-active LED indicators, flexible stem (either 38 or 48 cm length)
- ▶ Headphone socket with built-in volume control

Control Unit



- ▶ Supplies power to all system elements - up to 80 Discussion Devices per Control Unit
- ▶ Intuitive control of microphone operating mode and loudspeaker volume via front panel capacitive buttons
- ▶ Advanced configuration and control via built-in web browser and tablet
- ▶ On-board support for automatic HD camera control
- ▶ Internal recording for up to 8 hours
- ▶ External recording via USB up to 128 GB (>4,000 hours)
- ▶ Built-in Digital Acoustic Feedback Suppression (DAFS)
- ▶ Optimized for courtroom usage with four individual microphone outputs
- ▶ Built-in loudspeaker and headphone socket for monitoring the proceedings
- ▶ Energy saving mode for cost minimization and prolonged life-time
- ▶ For tabletop and rack-mounted usage
- ▶ The Control Unit is also available as a basic version without recording and DAFS facilities
- ▶ The API offers the possibility to make custom build applications for remote control of the system

Extension unit



- ▶ A single extension unit can provide power for up to 85 Discussion Devices.
- ▶ A maximum of up to 245 Discussion Devices can be connected to the CCS 1000 D Digital Discussion System.

Rugged transport case

- ▶ Each case enables transport and storage for Control Unit, six Discussion Devices, cables, and power supply

Accessories

- ▶ Extension cables, installation cables, rack-mounting brackets, cable clamps, cable locks, handheld microphone.

A Tradition of Quality and Innovation

For over 125 years, the Bosch name has stood for quality and reliability. Bosch is the global supplier of choice for innovative technology, backed by the highest standards for service and support.



Bosch Security Systems proudly offers a wide range of security, safety, communications and sound solutions that are relied upon every day in applications around the world, from government facilities and public venues to businesses, schools and homes.

Bosch Security Systems

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STATE OF UTAH "BEST VALUE" COOPERATIVE CONTRACT
CONTRACT NUMBER: MA513

February 29, 2016

Revision number: Purchasing Agent: Brad Cummings
Phone #: 801-538-3232
Email: bcummings@utah.gov

Item: Integrated Classroom which includes some or all of the following items: Sound System, Projectors, Document Cameras, White Boards, Student Response Systems, Wireless Interactive Pads, Interactive Panels, and Software.

Vendor: 03936B General Communications Inc.
12393 South Gateway Park Plaza Ste 400
Draper Utah 84020

Internet Homepage: www.gencomminc.com

General Contact: Mike Kirby
Telephone: 801-266-5731
Fax number: 801-263-9249
Email: sales@gencomminc.com

Reporting Type: Item
Brand/trade name: Teachlogic, Lightspeed, Crestron, Extron, Sanyo, Chief, Interwrite

Price: See Attached Pricing
Terms: Net 30
Effective dates: 3/12/2014 through 3/13/2019
Potential renewal options remaining: None
Days required for delivery: N/A
Price guarantee period: One Year
Freight:
Minimum order: \$100
Min shipment without charges:
Other conditions:

New Contract awarded to same vendor.

Solicitation #: RT14036-1

The administrative fee for this contract is **0.25%** and is already included in the contract price.

This contract covers only those items listed in the price schedule. It is the responsibility of the agency to ensure that other items purchased are invoiced separately. State agencies will place orders directly with the vendor creating a PRC in Finet. Agencies will return to the vendor any invoice which reflects incorrect pricing.

This contract is one of five available contracts for same/like items. Examine all contracts when making a selection. The bid tabulation comparing the bid pricing is at the end of this cover sheet. The other available contracts are MA513, MA515, MA516, MA538, MA543



STATE OF UTAH "BEST VALUE" COOPERATIVE CONTRACT CONTRACT NUMBER: MA513

February 29, 2016

Conditions for Making a Change:

- A. The same minimum (or better) discount off of MSRP/list per bid category must be used.
- B. The change request must state that the discount offered maintains gross margin parity with the brand being replaced. Varying freight costs due to size and/or weight may be taken into account.
- C. If a 0% discount is used, the vendor must indicate if shipping is included in the price.
- D. The item must meet or exceed the minimum bid specifications.
- E. Vendor must state the facts for requesting the change.
- F. Vendor must state the contact information of the end user requesting the change.
- G. It must be the same brand and same category as in the bid.
- H. It must be in the same category.

Steps for making the a change to the contract

* Changes must be "approved by the state contract agent, **listed on the contract**, and fall clearly within the stated category definition."

*If requesting a price change, provide an excel spreadsheet of the original price list with suggested changes. Highlight the changes. (Only one excel need be submitted with all changes.) In lieu of an excel spreadsheet, provide a website where the contract items may be viewed. The site must clearly state the MSRP, the percent discount, and State of Utah net pricing. Changes to the site must meet the criteria for "Categories of Changes" and "Conditions for Making a Change."

* Provide E. Provide F when an accessory item is being suggested.

Accessory Items

The "accessory items" lines on the bid sheet provide the contractor a way to add accessories to the equipment listed in some of the categories. The contractor must request and obtain approval from State Purchasing to add to the contract.

MSRP Decreases

During the term of the contract, if the manufacturer offers a MSRP that is lower than the MSRP originally used for bidding this contract, the contractor may decrease the bid discount providing that the manufactures price to the contractor is not also discounted. The discount cannot decrease more than the discount percentage of the new discounted MSRP. This exception will only be allowed for old technology, projectors for example, and will be limited to two incidents during the 5 year period of the contract. The State of Utah must approve this change by addendum if requested and will require documentation.

Participant Participation

See Sections 18, 19, and 20 of the contract standard terms and conditions.
The terms of the contract shall be offered equally to all Participants throughout the state. There will be a charge for travel to an installation that is outside the Wasatch front and is reflected on the bid sheet as a cost per mile bid item. The Wasatch front includes Cache, Box Elder, Davis, Weber, Salt Lake, Utah, and Summit Counties.



**STATE OF UTAH "BEST VALUE" COOPERATIVE CONTRACT
CONTRACT NUMBER: MA513**

February 29, 2016

PRICE AND PRICE GUARANTEE PERIOD

All pricing must be guaranteed for six months. Following the guarantee period, any request for price adjustment must be for an equal guarantee period, and must be made at least 30 days prior to the effective date. Requests for price adjustment must include sufficient documentation supporting the request. Any adjustment or amendment to the contract will not be effective unless approved by the State Director of Purchasing. The State will be given the immediate benefit of any decrease in the market, or allowable discount.

Vendors, if awarded a contract, will be able to sale other items of the same category and brand that may not be specifically identified on the bid sheet at a discount off list price. All such items must be approved by the state, listed on the contract, and fall clearly within the stated category definition.



STATE OF UTAH "BEST VALUE" COOPERATIVE CONTRACT
 CONTRACT NUMBER: MA513

February 29, 2016

Bid Number: RT140036-1						
Bid Opening Date: January 24, 2014						
Vendor Name: General Communications DBA GENCOMM™						
Note: Make certain you read the "Bid Instructions" and "Award" in the Specific Terms and Conditions.						
Expand worksheet buy adding rows if you desire to bid more than one brand of a particular item.						
				% Discount		
White Board System				Off List		
				FOB Destination		(Only use the I-19 column if
Note: Can have different % discount each for White Boards, Software, Accessories, and Materials for installation.				Freight Prepaid		vol disc are not offered)
				and charged		Vol Disc Per # of Units
White Board				and charged back		I-19
	Brand Name & Model Number	List Price		Unit Cost		
1	Electronic White board near as possible to 77" A eInstruction 79" IW-A-84-00517-02-R	\$999.00	25.0%	\$749.25		
1	Electronic White board near as possible to 77" A Promethean 78" AB178/178PRM32EXT3XRFR	\$1,188.00	30.3%	\$828.04		
2	Electronic White board near as possible to 87" A eInstruction 89" IW-A-84-00518-02-R	\$1,116.00	25.0%	\$837.00		
3	Electronic White board near as possible to 94" A eInstruction 97" IW-A-84-00519-02-R	\$1,234.00	25.0%	\$925.50		
White Board with Projector						
4	Electronic White board with projector near as possible to 77" B Promethean 78" ABMTS178DSTX/178PRM32EXT3XRFR	\$2,188.00	30.3%	\$1,525.04		