

# Cochise County Superior Court



Pricing Per:  
Maricopa Superior Court Contract # 09026-RFP

Proposal for:  
Courtroom Audio Upgrades

Submitted on:  
October 28, 2013

Submitted to:  
Eric Silverberg  
Cochise County Superior Court  
100 Quality Hill Rd.  
Bisbee, AZ 85603



Submitted by:  
ExhibitOne Corporation  
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October 28, 2013

Eric Silverberg  
Cochise County Superior Court  
100 Quality Hill Rd.  
Bisbee, AZ 85603

Dear Eric,

Thank you for extending the invitation for ExhibitOne Corporation to provide a proposal for audio upgrades for four courtrooms located in Bisbee (Divisions 2, 3, 4 and 5) and the courtroom located in Sierra Vista.

Please find enclosed in the proposal:

- Company Overview
- Scope of Work
- Pricing
- Warranty
- Acceptance

After giving you time to review this information, I will follow up with a call to answer any questions you may have and to determine our next steps together on this project.

Sincerely,

Adam Lofredo  
Regional Sales Manager  
480.763.1002 Ext. 140  
888.572.3265  
ALofredo@ExhibitOne.com

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## SCOPE OF WORK

**ExhibitOne Corporation** is one of the nation's leading designers and integrators of presentation and telepresence technologies with unique system implementations throughout the United States.

The company's national scope ensures best pricing on the industry's top-performing technologies while our extensive experience and expertise continually delivers quality implementations, superior service and high customer satisfaction.

ExhibitOne's heritage as an engineering and service-support company enables us to be highly cost-effective in bringing innovative solutions to smaller implementations while meeting the pricing, technical and logistical demands of multi-million dollar projects. Our clients include federal, state, and local government facilities, educational institutions and corporations throughout the United States.

ExhibitOne is a national leader in the design and integration of audio/visual projects for newly constructed courthouses and retrofitting audio/visual technologies into existing court facilities. Our ability to excel in demanding, cost-conscious environments also includes mission-critical and life-saving telemedicine solutions at institutions such as the University of Arizona and Carle Foundation Hospitals and Clinics (University of Illinois – Urbana). Similarly, ExhibitOne has designed and integrated other types of exciting audio/visual projects, including those at Arizona State University, Pepperdine University, University of Nevada, Southwestern University, The National Judiciary College in Reno, Nevada as well as the National Indian Program Training Center in Albuquerque, New Mexico. ExhibitOne has a strong partnership with Avaya Government Solutions in delivering solutions for the U.S. Nuclear Regulatory Commission in Nevada and Maryland, as well as the Department of Justice's Executive Office of Immigration Review's courtrooms across the nation. References for these and other ExhibitOne projects are all readily available.

ExhibitOne ensures "one-stop" total-quality satisfaction by keeping critical functions in-house, including rack assembly, shop fabrication, software programming as well as repair and servicing of your audio/visual systems. Our high level of customer satisfaction comes from the years of experience and specialized expertise that our more than 40 system engineers, design and integration technicians and support staff can bring to a project. In addition to AMX, Extron, Biamp, Crestron, Infocomm CTS certifications, ExhibitOne provides on-going technical and service training programs to ensure our technical staff is up to date on all required testing and certification programs for additional manufacturers.



ExhibitOne was founded in 1997 and has its corporate headquarters in Phoenix, Arizona.

This scope of work describes the audio systems as they will apply for all five courtrooms.

**The audio platform will consist of the following features:**

- Integrate existing microphones into an audio reinforcement system
- Improve audio clarity and gain in the courtroom and recordings
- Build an integrated audio conference system
- Install and program an integrated control system using both a 7" Touch Panel and COTS Wi-Fi devices
- Integrate existing video conferencing audio with new sound system

Audio reinforcement consists of audio mixers with digital signal processors that allow us to connect the microphones into the system. The system will add a headphone input jack for the court reporter that will feed all audio to this port. We can then route the microphones back to the digital recording system and an amplifier. The amplifier allows us to create zones of speakers, which we can then mix minus the participant microphones in each zone of ceiling and desktop speakers. Mix minus allows us to prevent feedback by not sending, for example the judges microphone, through the speaker that will be at the judges area. The mix minus feature will allow louder audio levels in the courtroom if needed.

The system provided will be capable of a "bench conference mode" which activates the side bar Omni-directional microphone to a recording channel and the reporter headphone connection. During a bench conference session static noise will be generated over the jury speakers to mask the private side bar conversation from the jury. The jury noise volume will be adjustable through the control panel.

A recording playback input will be provided if the court should wish to playback a recording over the speakers.

The system will provide 4 channels of mixed down audio from the microphones and phone conference to the courts existing digital mixers.

New speakers will be divided into a gallery zone (ceiling speakers), jury zone (ceiling speakers), well zone (ceiling speakers in Division 2 and Sierra Vista, or desk speakers Division 3, 4 & 5), witness zone (desk top speaker) and a judge zone (amplified desk speaker with volume control).

Integrated audio conference utilizes one of the mixers built in dialer capabilities. One of the mixers we are providing also has a connection for a standard POTS telephone line that allows the court to have the system function just like a telephone. The participants will be able to speak into the existing microphones and have their audio heard on the far end. In addition when the far end speaks the court will hear the far end participant over



## SCOPE OF WORK

the newly integrated ceiling mounted speakers. These professional mixers have built in features for echo cancellation and surrounding noise suppression. Echo cancellation prevents the audio of the local participants emanating from the ceiling speakers to go back into the microphones creating an echo effect. Noise suppression is the ability for the audio system to adjust for any constant background noise (air conditioning for example) and helps elevate the far end participant from hearing that on their end. These systems are full duplex for the telephone conference. This is what prevents the clipping as both sides talk at the same time.

Integrated control system consist of a control processor and web panel control that allows the judge and/or other designated court provided tablet, IPAD or smart phone to control functionality in the rooms. The court provided remote control devices will connect to the audio system's private Wi-Fi network. An application will be loaded to the device that will allow the device to access and manipulate a web page built into the control processor. Some of the functions that staff will be able to control are raising and lowering the overall volume of the sound reinforcement system. Muting microphones and or raising or lowering of volume levels. In addition the control system will be your audio conference dialer. Allowing you to dial a far end participant and connect them into the room system. From this control panel you can also raise, lower and mute the courts audio to the far end or raise/lower the volume of the far ends audio in the room. In addition the audio from the far-end will also be sent to the digital recording to capture for the record. Since the feed is directly into the mixer the audio quality will be very clear in the digital recording, just like the microphones.

For this system we will need to work with the court for the following. We will need to make sure we have a standard power receptacle at the designated rack location. A standard POTS line connection for the phone conference system will need to be provided near the rack location.

The existing VTC's (video teleconference) input and output audio will be integrated with new sound system. The VTC will receive a mix down of active courtroom microphones and will be heard at the far side. The far side audio will be mixed with the courtroom audio and be routed to the digital recording and amplified courtroom speakers.

The base audio platform ExhibitOne is providing has flexibility and will be capable of supporting additional features such as a video presentation system. The audio platform has the capacity to support a wireless assistive listening, wireless interpretation and remote interpretation.

The audio system provided will be housed in a 24.5" H x 20.5" W x 18" D equipment rack with lockable Plexiglas front door.

PRICING

Bisbee Courthouse

Div. 2

Sequence	Make/model	Description	Qty	Unit Price	Extended Price
1	Superlux/304B	Omni Directional Condenser Boundary Mic	1	\$85.72	\$85.72
2	Biamp/Nexia SP	Audio Mixer w/DSP	1	\$984.60	\$984.60
3	Biamp/Nexia TC	Audio Mixer w/ Telephone Interface	1	\$1,773.00	\$1,773.00
4	Crestron/TSW750	7" Touch Panel with POE and TableTop Kit	1	\$1,020.00	\$1,020.00
5	D-Link/DES-105	Network Switch (audio mixers)	1	\$27.59	\$27.59
6	QSC/CX204V	Amplifier, 4 Channel, 70V Output	1	\$1,152.84	\$1,152.84
7	Atlas/FAP62T	Ceiling Speakers (Gallery, Jury, Well)	5	\$90.64	\$453.18
8	Atlas/SM42T	70 V Box Speaker (Witness)	1	\$56.44	\$56.44
9	Anchor/AN-135BK+	Amplified Speaker (Judge)	1	\$151.20	\$151.20
10	Behringer Amp800	4 Channel Headphone Amp (Reporter)	1	\$58.80	\$58.80
11	Leviton/40839-SIS	3.5mm TRS Quickport Jack Light Almond (Reporter)	1	\$6.50	\$6.50
12	Leviton/41080-1TP	Quick Port Wall Plate Light Almond (Reporter)	1	\$1.39	\$1.39
13	Crestron / MP2e	Control Processor	1	\$1,020.00	\$1,020.00
14	Owner Provided Android Device	Control Panel	1	\$0.00	\$0.00
15	Linksys/WRT54GL	Wireless Access Point (Control Panel)	1	\$59.99	\$59.99
16	Middle Atlantic / BRK14	14 RU Rack Cabinet, 20"D	1	\$108.54	\$108.54
17	MiddleAtlantic/UTR1	Rack Shelf	3	\$21.60	\$64.80
18	Middle Atlantic / RK-RR14	14 space (24 1/2") RK/BRK rear additional rail kit	1	\$21.44	\$21.44
19	Middle Atlantic / RK-GD14	Smoked Rack Front Door	1	\$95.20	\$95.20
20	Middle Atlantic / PD-915R	Power Receptacle Panel	1	\$75.23	\$75.23
21	Covid/CVA 3200 18	18 AWG 1 Pair Plenum Cable in Feet (Speaker Cable per foot)	150	\$0.16	\$24.00
22	Covid/CSP 3200 22	22 AWG 1 Pair + Shield Plenum Cable in Feet (Speaker Cable per foot)	500	\$0.12	\$60.00
23	RDL/TX-A2	Balanced Line Levelto Unbalanced For VTC Input	1	\$85.76	\$85.76
24	ExhibitOne/Custom	Misc. Cables, Connectors, Components	1	\$190.80	\$190.80
25	ExhibitOne/Custom	Audio Video Control Cable	1	\$60.00	\$60.00

Equipment Subtotal \$7,551.30

Div. 3

Sequence	Make/model	Description	Qty	Unit Price	Extended Price
1	Superlux/304B	Omni Directional Condenser Boundary Mic	1	\$85.72	\$85.72
2	Biamp/Nexia SP	Audio Mixer w/DSP	1	\$984.60	\$984.60
3	Biamp/Nexia TC	Audio Mixer w/ Telephone Interface	1	\$1,773.00	\$1,773.00
4	Crestron/TSW750	7" Touch Panel with POE and TableTop Kit	1	\$1,020.00	\$1,020.00
5	D-Link/DES-105	Network Switch (audio mixers)	1	\$27.59	\$27.59
6	QSC/CX204V	Amplifier, 4 Channel, 70V Output	1	\$1,152.84	\$1,152.84
7	Electro Voice/EVID4.2T	Surface Mount Speakers (1 pair is needed)	1	\$281.52	\$281.52
8	Atlas/FAP62T	Ceiling Speakers (Gallery, Jury)	2	\$90.64	\$181.27
9	Atlas/SM42T	70 V Box Speaker (Witness, Attorneys)	3	\$56.44	\$169.31
10	Anchor/AN-135BK+	Amplified Speaker (Judge)	1	\$151.20	\$151.20
11	Behringer Amp800	4 Channel Headphone Amp (Reporter)	1	\$58.80	\$58.80
12	Leviton/40839-SIS	3.5mm TRS Quickport Jack Light Almond (Reporter)	1	\$6.50	\$6.50
13	Leviton/41080-1TP	Quick Port Wall Plate Light Almond (Reporter)	1	\$1.39	\$1.39
14	Crestron / MP2e	Control Processor	1	\$1,020.00	\$1,020.00
15	Owner Provided Android Device	Control Panel	1	\$0.00	\$0.00
16	Linksys/WRT54GL	Wireless Access Point (Control Panel)	1	\$59.99	\$59.99
17	Middle Atlantic / BRK14	14 RU Rack Cabinet, 20"D	1	\$108.54	\$108.54
18	MiddleAtlantic/UTR1	Rack Shelf	3	\$21.60	\$64.80
19	Middle Atlantic / RK-RR14	14 space (24 1/2") RK/BRK rear additional rail kit	1	\$21.44	\$21.44
20	Middle Atlantic / RK-GD14	Smoked Rack Front Door	1	\$95.20	\$95.20
21	Middle Atlantic / PD-915R	Power Receptacle Panel	1	\$75.23	\$75.23
22	Covid/CVA 3200 18	18 AWG 1 Pair Plenum Cable in Feet (Speaker Cable per foot)	250	\$0.16	\$40.00
23	RDL/TX-A2	Balanced Line Levelto Unbalanced For VTC Input	1	\$85.76	\$85.76
24	ExhibitOne/Custom	Misc. Cables, Connectors, Components	1	\$192.00	\$192.00
25	ExhibitOne/Custom	Audio Video Control Cable	1	\$60.00	\$60.00

Equipment Subtotal \$7,630.99

# PRICING

## Div. 4

Sequence	Make/model	Description	Qty	Unit Price	Extended Price
1	Superlux/304B	Omni Directional Condenser Boundary Mic	1	\$85.72	\$85.72
2	Biamp/Nexia SP	Audio Mixer w/DSP	1	\$984.60	\$984.60
3	Biamp/Nexia TC	Audio Mixer w/ Telephone Interface	1	\$1,773.00	\$1,773.00
4	Crestron/TSW750	7" Touch Panel with POE and TableTop Kit	1	\$1,020.00	\$1,020.00
5	D-Link/DES-105	Network Switch (audio mixers)	1	\$27.59	\$27.59
6	QSC/CX204V	Amplifier, 4 Channel, 70V Output	1	\$1,152.84	\$1,152.84
7	Atlas/FAP62T	Ceiling Speakers (Gallery, Jury)	4	\$90.64	\$362.54
8	Atlas/SM42T	70 V Box Speaker (Witness, Attorneys)	3	\$56.44	\$169.31
9	Anchor/AN-135BK+	Amplified Speaker (Judge)	1	\$151.20	\$151.20
10	Behringer Amp800	4 Channel Headphone Amp (Reporter)	1	\$58.80	\$58.80
11	Leviton/40839-SIS	3.5mm TRS Quickport Jack Light Almond (Reporter)	1	\$6.50	\$6.50
12	Leviton/41080-1TP	Quick Port Wall Plate Light Almond (Reporter)	1	\$1.39	\$1.39
13	Crestron / MP2e	Control Processor	1	\$1,020.00	\$1,020.00
14	Owner Provided Android Device	Control Panel	1	\$0.00	\$0.00
15	Linksys/WRT54GL	Wireless Access Point (Control Panel)	1	\$59.99	\$59.99
16	Middle Atlantic / BRK14	14 RU Rack Cabinet, 20"D	1	\$108.54	\$108.54
17	MiddleAtlantic/UTR1	Rack Shelf	3	\$21.60	\$64.80
18	Middle Atlantic / RK-RR14	14 space (24 1/2") RK/BRK rear additional rail kit	1	\$21.44	\$21.44
19	Middle Atlantic / RK-GD14	Smoked Rack Front Door	1	\$95.20	\$95.20
20	Middle Atlantic / PD-915R	Power Receptacle Panel	1	\$75.23	\$75.23
21	Covid/CVA 3200 18	18 AWG 1 Pair Plenum Cable in Feet (Speaker Cable per foot)	250	\$0.16	\$40.00
22	RDL/TX-A2	Balanced Line Level to Unbalanced For VTC Input	1	\$85.76	\$85.76
23	ExhibitOne/Custom	Misc. Cables, Connectors, Components	1	\$189.60	\$189.60
24	ExhibitOne/Custom	Audio Video Control Cable	1	\$60.00	\$60.00

**Equipment Subtotal      \$7,528.34**

## Div. 5

Sequence	Make/model	Description	Qty	Unit Price	Extended Price
1	Superlux/304B	Omni Directional Condenser Boundary Mic	1	\$85.72	\$85.72
2	Biamp/Nexia SP	Audio Mixer w/DSP	1	\$984.60	\$984.60
3	Biamp/Nexia TC	Audio Mixer w/ Telephone Interface	1	\$1,773.00	\$1,773.00
4	Crestron/TSW750	7" Touch Panel with POE and TableTop Kit	1	\$1,020.00	\$1,020.00
5	D-Link/DES-105	Network Switch (audio mixers)	1	\$27.59	\$27.59
6	QSC/CX204V	Amplifier, 4 Channel, 70V Output	1	\$1,152.84	\$1,152.84
7	Atlas/FAP62T	Ceiling Speakers (Gallery, Jury)	4	\$90.64	\$362.54
8	Atlas/SM42T	70 V Box Speaker (Witness, Attorneys)	3	\$56.44	\$169.31
9	Anchor/AN-135BK+	Amplified Speaker (Judge)	1	\$151.20	\$151.20
10	Behringer Amp800	4 Channel Headphone Amp (Reporter)	1	\$58.80	\$58.80
11	Leviton/40839-SIS	3.5mm TRS Quickport Jack Light Almond (Reporter)	1	\$6.50	\$6.50
12	Leviton/41080-1TP	Quick Port Wall Plate Light Almond (Reporter)	1	\$1.39	\$1.39
13	Crestron / MP2e	Control Processor	1	\$1,020.00	\$1,020.00
14	Owner Provided Android Device	Control Panel	1	\$0.00	\$0.00
15	Linksys/WRT54GL	Wireless Access Point (Control Panel)	1	\$59.99	\$59.99
16	Middle Atlantic / BRK14	14 RU Rack Cabinet, 20"D	1	\$108.54	\$108.54
17	MiddleAtlantic/UTR1	Rack Shelf	3	\$21.60	\$64.80
18	Middle Atlantic / RK-RR14	14 space (24 1/2") RK/BRK rear additional rail kit	1	\$21.44	\$21.44
19	Middle Atlantic / RK-GD14	Smoked Rack Front Door	1	\$95.20	\$95.20
20	Middle Atlantic / PD-915R	Power Receptacle Panel	1	\$75.23	\$75.23
21	Covid/CVA 3200 18	18 AWG 1 Pair Plenum Cable in Feet (Speaker Cable per foot)	250	\$0.16	\$40.00
22	RDL/TX-A2	Balanced Line Level to Unbalanced For VTC Input	1	\$85.76	\$85.76
23	ExhibitOne/Custom	Misc. Cables, Connectors, Components	1	\$189.60	\$189.60
24	ExhibitOne/Custom	Audio Video Control Cable	1	\$60.00	\$60.00

**Equipment Subtotal      \$7,528.34**

PRICING

Sierra Vista Courthouse

Sequence	Make/model	Description	Qty	Unit Price	Extended Price
1	Superlux/304B	Omni Directional Condenser Boundary Mic	1	\$85.72	\$85.72
2	Biamp/Nexia SP	Audio Mixer w/DSP	1	\$984.60	\$984.60
3	Biamp/Nexia TC	Audio Mixer w/ Telephone Interface	1	\$1,773.00	\$1,773.00
4	Crestron/TSW750	7" Touch Panel with POE and TableTop Kit	1	\$1,020.00	\$1,020.00
5	D-Link/DES-105	Network Switch (audio mixers)	1	\$27.59	\$27.59
6	QSC/CX204V	Amplifier, 4 Channel, 70V Output	1	\$1,152.84	\$1,152.84
7	Atlas/FAP62T	Ceiling Speakers (Gallery, Jury, Well)	6	\$90.64	\$543.82
8	Atlas/SM42T	70 V Box Speaker (Witness)	1	\$56.44	\$56.44
9	Anchor/AN-135BK+	Amplified Speaker (Judge)	1	\$151.20	\$151.20
10	Behringer Amp800	4 Channel Headphone Amp (Reporter)	1	\$58.80	\$58.80
11	Leviton/40839-SIS	3.5mm TRS Quickport Jack Light Almond (Reporter)	1	\$6.50	\$6.50
12	Leviton/41080-1TP	Quick Port Wall Plate Light Almond (Reporter)	1	\$1.39	\$1.39
13	Owner Provided Wireless Mics	Wireless Mics (Lectern)	1	\$0.00	\$0.00
14	Crestron / MP2e	Control Processor	1	\$1,020.00	\$1,020.00
15	Owner Provided Android Device	Control Panel	1	\$0.00	\$0.00
16	Linksys/WRT54GL	Wireless Access Point (Control Panel)	1	\$59.99	\$59.99
17	Middle Atlantic / BRK14	14 RU Rack Cabinet, 20"D	1	\$108.54	\$108.54
18	MiddleAtlantic/UTR1	Rack Shelf	3	\$21.60	\$64.80
19	Middle Atlantic / RK-RR14	14 space (24 1/2") RK/BRK rear additional rail kit	1	\$21.44	\$21.44
20	Middle Atlantic / RK-GD14	Smoked Rack Front Door	1	\$95.20	\$95.20
21	Middle Atlantic / PD-915R	Power Receptacle Panel	1	\$75.23	\$75.23
22	Covid/CVA 3200 18	18 AWG 1 Pair Plenum Cable in Feet (Speaker Cable per foot)	250	\$0.16	\$40.00
23	RDL/TX-A2	Balanced Line Level to Unbalanced For VTC Input	1	\$85.76	\$85.76
24	ExhibitOne/Custom	Misc. Cables, Connectors, Components	1	\$192.00	\$192.00
25	ExhibitOne/Custom	Audio Video Control Cable	1	\$60.00	\$60.00

**Equipment Subtotal \$7,599.14**

**Total Equipment \$37,838.11**

**Shipping \$945.84**

**Integration Services \$25,849.50**

**Sale Tax on Equipment 8.3% \$3,140.56**

**Total \$67,774.01**



## Warranty

Upon project completion and final inspection, ExhibitOne provides you with a one (1) year warranty, which covers:

- technical support
- parts (excluding consumables)
- on-site labor
- workmanship

## E1 Care

ExhibitOne offers E1 Care service agreements that extend the terms and conditions of the initial one (1) year warranty. E1 Care covers:

- technical support
- parts (excluding consumables)
- on-site labor
- workmanship
- advanced equipment replacement
- preventative maintenance (optional)

E1 Care service agreements have one year durations and can be purchased for any number of years, so you can continue to protect your investment.

## Service – Technical Assistance Center (TAC)

ExhibitOne's service team of certified engineers is easily accessible by providing you with a convenient, single point-of-contact for all service inquiries. ExhibitOne provides a thirty (30) minute call-back response time to assess the specific technical issue(s), with phone-based technical support provided within a maximum of four (4) hours or one (1) business day (or sooner) for on-site support.

### Toll Free

**ExhibitOne Technical Assistance Center  
(888) 572-3265, Option 3  
E-mail [support@ExhibitOne.com](mailto:support@ExhibitOne.com)**

### Hours

**Monday through Friday  
8:00 AM to 5:00 PM AZT**

Subject to the Scope of Work and the Terms and Conditions set forth in this document, the investment for this system shall be:

<u>Description</u>	<u>Cost</u>
5 Courtroom Audio Upgrades (1st Year Warranty Included)	\$ 67,774.01

**This proposal includes all shipping, taxes, travel and labor for this project.**

Submitted by:  
ExhibitOne Corporation

Accepted by:  
Cochise County Superior Court

10/28/2013

Date

Signature

Date

Signature

**Adam Lofredo**

Printed Name

Printed Name

**Regional Sales Manager**

Title

Title

Please sign and fax this Acceptance with the Purchase Order to ExhibitOne.

**FAX: 480-763-1003**