



Prepared For

Las Positas College

3000 Camus Hill Dr
National IPA Contract-171725-01
Livermore Ca

Classrooms 2490,2470,2460,2450

5627 Stoneridge Drive, Suite 308 | Pleasanton, CA 94588
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www.diversifiedus.com

Registered and Bonded
California C-7 #1030361

Date: 10.13.19
Project Number: SF8499
Proposal Revision 1

Proposal for System Integration Las Positas College; Classrooms 2490,2470,2460,2450

Diversified proposes to provide audio/video system integration sales and/or service as defined in the attached documentation for

Project Total \$ 159,447.00

Sales Tax \$ 9,836.64

Total Proposal \$ 169,283.64

Please refer to the project number and proposal number on all communications.

PLEASE NOTE THAT RECENT AND UPCOMING TARIFFS CAN HAVE AN IMMEDIATE IMPACT ON EQUIPMENT PRICING. PRICE QUOTED IS BASED ON INFORMATION AVAILABLE AS OF THIS DATE AND IS SUBJECT TO INCREASE.

Extend to 1-Year Service Contract

Classic \$ 7,444.00

Total with Service Contract \$ 176,727.64

I, _____
Customer Signature

Accept

Decline

Service Contract

Terms of Payment

50% Down to Order, Schedule

Progress - Net 30

100% @ Sign-Off

Requested Project Completion Date

TBD

1. Projected completion date is subject to availability of materials and workforce.
2. Material order and workforce allocation is subject to terms of payment as shown below.
3. Any changes or additions to the project may affect the completion date.

Important Limitations and Exclusions

1. Client shall be responsible for dedicated electrical A/C power and conduits (as required) to all specified locations. All A/V conduits shall be dedicated for Diversified wiring and of adequate size. Detailed specifications can be provided by Diversified.
2. Client shall be responsible for installation of all LAN and CCTV cable and connections..
3. This proposal shall remain valid for 30 days from date issued.

4. Client shall provide electrical infrastructure, work surfaces, millwork, openings, structural requirements, custom finishes or painting for the proper installation and operation of the equipment, and ensure compliance with the installation and use of electrical circuits. Delays resulting in overtime or unusual costs may result in additional charges. All equipment shall be installed with stock factory finish.
5. Unless otherwise specified in this document, customer shall supply all computer equipment. Including but not limited to: desktop computers, laptops, network hardware, routing and wiring.
6. Diversified personnel shall have full access to the installation site on the agreed upon dates and times. One half days labor will be charged to the client for each technician unable to work due to an inaccessible installation site, or site conditions which prevent the performance of this agreement. Additionally, any project timeframes previously agreed to become null and void. Any schedule changes must be requested in writing 48 hours prior to installation to avoid charges.
7. Owner Furnished Equipment (OFE): When equipment for the project being proposed herein is being supplied by anyone other than Diversified the following must be understood.
 - A. If equipment needs to be repaired or refurbished it will be paid for by the client as a change order to this proposal. This can impact schedule and project cost to the client.
 - B. The equipment and its exact make and model being supplied needs to be listed as OFE on the line item equipment list attached with this proposal to be considered an approved item for this project.
 - C. Only equipment approved in writing by our engineering staff will be accepted. If equipment not approved by engineering is provided to us for installation it is almost assured there will be integration issues that may or may not be able to be resolved by a change order to this proposal.
 - D. Use of non-approved equipment in integrated AV projects always adds time to the schedule, increased labor costs and negatively impacts the systems operations and usability.
- 8 Please note that recent and upcoming tariffs can have an immediate impact on equipment pricing. Price quoted is based on information available as of this date and is subject to increase.

Scope of Project

Reference the attached Scope of Work (Attachment "A")

Diversified, Inc. Statement of Performance

This statement of performance is intended to provide you with our working standards and expectations while planning and installing your presentation system. Please feel free to request references from other projects to validate the performance standards we have set forth in this statement.

Integration of System

- 1) Installation
 - i) Diversified shall install all equipment in accordance with the manufacturers' specifications, national and local regulation ordinances and codes, including all OSHA guidelines. Unless specifically stated, all work shall be performed during the normal working hours of Monday through Friday, between 8:00AM and 5:00PM, except for recognized holidays.
 - ii) All equipment, with the exception of equipment intended for portable use, shall be affixed permanently into place. Equipment racks and cabinets shall be square and plumb. Fasteners and supports shall be carefully selected to match the structural and weight requirements of the equipment to be installed and that of the mounting structure.
 - iii) Diversified shall take all possible precautions to prevent hum or distortions created by ground differential, electromagnetic or electrostatic fields; and to supply adequate ventilation to all equipment as specified by the manufacturer. All equipment shall be installed with provisions for the safety of the operator, with all controls accessible as specified under ADA guidelines. Diversified shall notify you of any hum or distortions beyond Diversified control caused by interference with the building structure, electrical or existing equipment and advise you of their alternatives to alleviate the problem. Diversified shall advise you of any unsatisfactory operating condition due to temperature, humidity, ventilation, mechanical structure or other safety concern beyond Diversified control and advise you of alternatives to alleviate the condition.

- iv) All wiring and conduit shall be in strict conformity with good engineering practice as established by the International Communications Industries Association and the low voltage section of national and local electrical codes. extreme care shall be taken in wiring as not to exceed the bend radius, tensile strength or any other condition, which may result in damage to the cable or equipment. All joints and connections shall be made with rosin core solder, crimp, or other approved mechanical connectors.
- v) All connections and cable ends shall be identified with labels or tags and nomenclature as established by the International Communications Industries Association. All labels and tags shall be permanently affixed and correspond to labels on the provided as-built drawings.
- vi) Diversified lists all equipment to be installed as part of the contract. Unless specifically stated, Diversified shall not install equipment other than that shown in the contract. If you have other equipment requiring installation, please contact us for consultation.
- vii) Client shall provide electrical infrastructure, work surfaces, millwork, openings, structural requirements, custom finishes or painting for the proper installation and operation of the equipment, and ensure compliance with the installation and use of electrical circuits. Delays resulting in overtime or unusual costs may result in additional charges. All equipment shall be installed with stock factory finish.
- viii) Unless specifically stated, Diversified shall receive free access and vehicle parking, to the installation site and suitable secure space for the storage of equipment before installation. Diversified cannot assume responsibility for the condition or adequacy of the facility in which the system is to be stored, installed or operated.
- ix) Upon arrival for installation, Diversified shall receive immediate access to the system and equipment. To avoid additional charges, please contact your project manager if delays in access are expected.

2) Workmanship and Staffing

- i) All Diversified workmanship shall be neat and detail oriented during and upon completion of the system integration. So that consistency may be maintained, Diversified asks that you provide replacement ceiling tiles as required due to changes in the ceiling layout resulting from the installation or removal of equipment.
- ii) All Diversified staff and contractors shall conduct themselves in a professional, courteous manner, maintaining a clean-cut appearance and acceptable dress. All Diversified staff are expected to check in and out with client or an assigned contact at the beginning and end of the workday.
- iii) Diversified staff shall maintain a clean and safe work environment. All unused materials, containers, tools and equipment shall be removed whenever possible. Diversified shall take precautions to protect all floors, walls, windows and other surfaces from stains, marring or other damage.
- iv) Diversified shall assign sufficient staff to the project to meet scheduling requirements.

3) Project Coordination

- i) During the system integration, all communication relative to the project should be directed to your project manager.
- ii) Diversified shall coordinate and cooperate with other trades to ensure satisfactory work progress. Diversified shall notify you if other contractors or other delays impede our work so that additional charges may be avoided. All equipment stored in the care of Diversified or in your facility must be paid for in full as agreed upon during the purchase negotiations.
- iii) Diversified may make minor moves or changes necessary to accommodate other equipment or to preserve symmetry and a pleasing appearance without additional claims for payment. The project manager shall provide you with change order documents for work deviating from provided preliminary drawings approved during the purchase negotiations in equipment, location or layout. Change orders shall be billed at the normal hourly labor rates, plus materials, shipping, restocking and other charges.
- iv) Where the system defined in this contract interfaces with lighting controls, motors, relays, screen controls, telephone systems, networks or other electrical or mechanical systems, Diversified shall provide labeled terminal connections or other easily identifiable connection points, to which interfacing connections may be made by other contractors.
- v) Diversified cannot be responsible for the operation, performance or warranty of equipment outside this contract. Diversified does not warrant that equipment supplied by others can be connected or shall function properly except as specified by the project documentation.

Testing and Adjustments

- vi) Initial Tests and Adjustments
- vii) Diversified shall configure all necessary equipment and perform tests in accordance to the guidelines established by the manufacturer and the International Communications Industries Association. Diversified shall adjust or modify the systems as necessary to provide system performance conforming to the specifications at no additional cost.
- viii) Performance Tests
- ix) You may review the installed system upon integration completion. Diversified shall demonstrate the performance of each feature and capability of the system. Please feel free to furnish testing materials and criteria for use during the demonstration.
- x) You may request testing of any individual system component or subsystem, the screening of testing materials or criteria, or other reasonable tests to demonstrate the system performance.
- xi) If the need for additional adjustments becomes evident during the demonstration and testing, Diversified shall adjust the systems to comply with these specifications at no additional cost, and resume testing.
- xii) If deficiencies or need for changes are revealed during the demonstration and testing, the project manager shall prepare a punch list. Diversified shall rectify the noted deficiencies at no additional cost and make the requested changes promptly upon completion of the demonstration. If you request changes, please keep in mind that these may necessitate a change order, and may extend beyond acceptance of this contract.
- xiii) Acceptance
- xiv) Upon completion of the demonstration, the satisfactory resolution of all adjustments and deficiencies and the delivery of all items ordered, Diversified shall deliver a Notice of Completion to the Client. The Client may dispute the Notice of Completion, within 10 working days, by providing to Diversified a written description of why they feel the project is not complete. Notwithstanding dispute, Diversified shall invoice the Client for final payment 10 working days after delivery of the Notice of Completion.
- xv) Diversified shall extend a 90-day system warranty from the date of your acceptance of the system, unless superseded by an extended warranty, service contract or preventative maintenance contract.
- xvi) Unless specifically stated, Diversified cannot guarantee functionality of the system, any subsystem or component prior to your acceptance.

Documentation

- 1) Data Files, Handbooks and Drawings
 - i) Diversified shall provide, in electronic media, all equipment operation instructions, warranty documents, etc. If purchased, "B" size drawings shall be provided for system schematics and wiring diagrams.
 - ii) Diversified shall provide a secure storage container containing all setup remote controls and copies of programming diskettes, as applicable.
 - iii) One copy of this documentation shall be provided, unless specified prior in this contract.
- 2) Service Manuals
 - i) Service manuals may be purchased from Diversified at an additional charge for any equipment included in the system, if available from the manufacturer.

Training

- a) Diversified shall provide one operation training session of up to two hours at no additional cost, to include hands-on operation and basic maintenance. In addition, all presenters are encouraged to attend the operation training session.
- b) Additional in-depth training on system setup, troubleshooting, signals flow and presentation techniques are available from Diversified at an additional charge.

Warranty

- a) Diversified will extend a 1 year Workmanship Warranty on all its installation projects from the date of client acceptance. This extends to our installation techniques, our cabling, connectors, structural elements, mountings, equipment rack wiring, internal adjustments, etc. This does not include equipment not manufactured by Diversified. If we are called out for a workmanship issue after the 90 day system warranty period and there is no service contract in place we will repair or replace any faulty workmanship on our installations. If it is deemed that the call is not a workmanship issue but an equipment failure, user error, tampering with external adjustments, and wiring or anything else not directly related to our workmanship the client will be billed at our current labor and material rates.
- b) All new equipment provided by Diversified includes each manufacturer's full warranty from the date of customer invoice. Diversified shall address all warranty requirements as depot service only. Depot service is the customer shipping the unit to an authorized factory warranty repair center. Involvement by Diversified personnel on-site will be covered under the included 90 day extended System Warranty or an Annual Service Contract otherwise will be billed at our current Time and Materials rates.
- c) Diversified shall extend a 90-day system warranty from the date of your acceptance of the system, unless superseded by a Diversified Service contract Extending this period to 1, 2 or 3 years.
- d) Diversified warrants the system to be free of defects in materials and workmanship and fit for the intended purpose. This warranty does not cover equipment or system abuse, lamps and bulbs, misuse including but not limited to: operating outside of environmental, electrical, temperature or humidity specifications, system alterations neither approved nor performed by Diversified or repair by a service facility other than those authorized by the manufacturer.
- e) Diversified shall respond (via telephone, email or on-site) during the normal working hours of Monday through Friday, between 8:00AM and 5:00PM, except for recognized holidays. Service required outside of normal working hours shall be billed at the normal hourly rates for overtime work.
- f) Upon arrival for warranty service, Diversified is expecting access to the system and equipment. To avoid additional charges, please contact us 24 hours in advance if delays in access are to be expected. If our technician arrive to a scheduled appointment and cannot gain access to the system or equipment to affect a proper diagnosis or repair we will bill the service call at our standard time and material rates.
- g) If it is required that equipment be removed for repair we will make every attempt to minimize the impact on the system operation while the unit is being repaired. However, it is not possible to guaranty any level of system operation. Loaner equipment is not included in our standard warranties.

Additional Performance Details

- 1) Additional Costs, Payment and Rights of Ownership
 - i) Unless specifically stated in the terms of the purchase agreement, all shipping charges shall be billed FOB point of shipment to the locations stipulated, and client shall also be responsible for the payment of all excise sales, occupation, or any similar taxes applicable to the equipment, its sale or use, even though not expressly set forth in the quotation. Upon delivery of all or any equipment included in this contract, title and risk of loss to the delivered equipment shall be passed to client. Diversified shall retain a security interest in the equipment until all payments due have been made in full. Further, on delinquent accounts, Diversified may divert shipments or reschedule deliveries on unfulfilled orders, and storage fees may be incurred at a billable rate of 1% of value per month.
- 2) Shipping and Delivery
 - i) Shipping dates represent the best estimate of Diversified. If manufacture, delivery or installation is delayed, in whole or in part by forces beyond the control of Diversified, time for performance shall be extended by the duration of the delaying cause. Diversified cannot be held responsible for any delay in shipment or delivery caused by or due to war, strike, fire, flood, shipping damage, acts of civil or military authority or any other cause, accidental or otherwise over which Diversified has no control.
- 3) Deferred Delivery
 - i) You may ask for a delay of shipment or installation of equipment that has already been ordered or manufactured. Diversified shall, upon receipt, place the equipment in storage at a billable rate of 1% of its value per month. You shall be invoiced for the equipment according to the terms of payment in the purchase agreement.

- ii) You may also ask for a delay of shipment or installation of equipment that has not yet been ordered or manufactured. Please keep in mind that equipment costs may increase, as based upon the manufacturers' list price increase occurring after the date upon which the equipment would have been ordered by Diversified. We also ask to be released from any delivery estimate or completion deadline due to these circumstances.
- 4) Consequential and other Loss or Damage
- i) Diversified cannot be liable, by reason of any breach of contract or warranty, for the consequential or special damages, economic loss or damages resulting from loss of use of the equipment. This provision is not intended to preclude you from joining Diversified in any action or claim brought against you by a third party in which the action or claim alleges personal injury to the third party by reason of negligence or willful misconduct by Diversified.
- 5) Returns
- i) Goods returned to Diversified require a return authorization number. Goods being returned for other than reasons of warranty or defect must be original undamaged and untarnished condition and must include all original packaging and documentation. Restocking fees may apply to the items being returned. Please consult us for specifics.
- 6) Publicity
- i) Diversified may request to photograph your presentation system and request to publicize it's relationship with and work for you to promote Diversified business to other individual customers. Your acceptance of our request is at your sole discretion.
 - ii) Diversified may also ask if we can use you to provide individual references for the promotion of Diversified business. Your acceptance of this request is also at your sole discretion.
 - iii) Diversified shall submit to you for approval any press releases or other publicly distributed documentation for newspaper, magazine, trade journal, television, radio or other means of public advertising which may include photographs of your system or acknowledgment of the relationship with and work for you.

Thank you for the opportunity to serve you. Please feel free to contact your systems salesperson with any questions or comments about our statement of performance.

Client Authorization

Approved

I, _____, agree to the terms set forth in this contract.

	Mary Holliday
Client Name	Diversified Representative
Date	Date

System Integration Dept. Authorization

	Date:



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 California C-7 #1030361

Date: 10.13.19
 Project Number: SF8499
 Proposal Revision 1

Bill of Materials A:Las Positas College

Project Title: Classrooms 2490,2470,2460,2450
 Title of System: MAT A Rooms 2490,2470,2460,2450

Client Information

Name: Stephen Gunderson
 Company: Las Positas College
 Address: 3000 Camus Hill Dr
 Address: National IPA Contract-171725-01
 City/State/Zip: Livermore Ca

Item	Qty Total	Qty per Room	Manufacturer	Model #	Description	Price Each	Price Total
1.00						\$ -	\$ -
2.00						\$ -	\$ -
3.00					Display Systems	\$ -	\$ -
4.00						\$ -	\$ -
5.00	4	1	Panasonic	PT-MZ670U	6,500 lumen with a laser light engine and WUXGA	\$ 4,812.00	\$ 19,248.00
6.00	4	1	Da-Lite	70362	Da-Snap DM 72.5X116NPA-137" Diagonal	\$ 1,290.00	\$ 5,160.00
7.00	4	1	Panasonic	ET-ELW20	Zoom Lens	\$ 1,999.00	\$ 7,996.00
8.00					Video System	\$ -	\$ -
9.00						\$ -	\$ -
10.00	4	1	Crestron	DMPS3-4K-150-C	3 Series 4K Presentation Switcher	\$ 3,029.00	\$ 12,116.00
11.00	4	1	Crestron	DM-TX-4K-302-C	4K Digital Media 8G+DM Transmitter	\$ 1,212.00	\$ 4,848.00
12.00	4	1	Extron	60-1558-01	ShareLink 250 Series Wireless Collaboration	\$ 1,024.00	\$ 4,096.00
13.00	4	1	Wolfvision	VSOLUTION	1080p Visualizer	\$ 1,696.00	\$ 6,784.00
14.00	4	1	Crestron	DM-RMC-4KZ-SCALER-C	DM Receiver and Room Controller with Scaler	\$ 1,091.00	\$ 4,364.00
15.00					Audio System	\$ -	\$ -
16.00						\$ -	\$ -
17.00	16	4	JBL	Control 25-AV-W	70v Surface Mount Speakers	\$ 164.00	\$ 2,624.00
18.00	4	1	Crestron	AMP-2100-70	70V Power Amplifier	\$ 636.00	\$ 2,544.00
19.00	4	1	Shure	ULXD4	Wireless Mic Receiver	\$ 842.00	\$ 3,368.00
20.00	4	1	Shure	ULXD1	Bodypack Transmitter	\$ 424.00	\$ 1,696.00
21.00	4	1	Shure	WL185	Lavalier Microphone for ULDX1	\$ 101.00	\$ 404.00
22.00					Control System	\$ -	\$ -
23.00	4	1	Crestron	TSW-760-B-S	7" Touch Panel	\$ 848.00	\$ 3,392.00
24.00	4	1	Crestron	TSW-760-TTK-B-S	Table Top Kit for TSW-760-B-S	\$ 121.00	\$ 484.00
25.00	4	1	Crestron	CEN-SW-POE-5	5-Port POE Switch	\$ 242.00	\$ 968.00
26.00						\$ -	\$ -
27.00					Equipment Rack Accessories	\$ -	\$ -
28.00						\$ -	\$ -
29.00	4	1	Extron	70-1046-02	Cable Cubby 700 w/o AC Module	\$ 303.00	\$ 1,212.00
30.00	4	1	Extron	60-1697-01	AC/USB Power Module	\$ 236.00	\$ 944.00
31.00	4	1	Extron	70-1065-08	Cable Retractor Display Port-M to HDMI-M	\$ 333.00	\$ 1,332.00
32.00	4	1	Extron	70-1065-04	Cable Retractor HDMI	\$ 273.00	\$ 1,092.00
33.00	4	1	Extron	70-1065-11	Cable Retractor VGA/3.5mm Stereo	\$ 303.00	\$ 1,212.00
34.00	4	1	Extron	70-1065-03	Cable Retractor Network CAT	\$ 273.00	\$ 1,092.00
35.00	8	2	Extron	70-1065-35	Retractor Filler Panel	\$ 42.00	\$ 336.00
36.00	4	1	Extron	60-804-01	ASA-141 Passive Summing Audio Adapter	\$ 42.00	\$ 168.00
37.00	4	1	Furman	PL-8C	Power Conditioner 15A Advanced Power	\$ 156.00	\$ 624.00
38.00	4	1	TrippLite	RS-1215RA	Power Distribution	\$ 68.00	\$ 272.00
39.00			Custom	Rack Panel	Custom Rack Panel-HDMI, VGA, Audio,Network	\$ 151.00	\$ -
40.00						\$ -	\$ -
41.00					Assisted Listening	\$ -	\$ -
42.00						\$ -	\$ -
43.00	4	1	Listen	LT-84-01	2-Channel Transmitter/Radiator Combo	\$ 486.00	\$ 1,944.00
44.00	8	2	Listen	LR-4200-IR	IR Receiver	\$ 152.00	\$ 1,216.00
45.00	8	2	Listen	LA-402	Stereo Headphones	\$ 21.00	\$ 168.00
46.00			Listen	LA-381-01	12-Unit Charging Tray	\$ 271.00	\$ -
47.00	4	1	Listen	LA-382	Cable Management Unit	\$ 33.00	\$ 132.00
48.00	4	1	Listen	LA-422	USB to Micro Cable	\$ 4.00	\$ 16.00
49.00						\$ -	\$ -
50.00					Instructor's Desk	\$ -	\$ -
51.00						\$ -	\$ -
52.00	4	1	Spectrum	68020-20002	Teacher's Instruction Station	\$ 1,755.00	\$ 7,020.00
53.00	4	1	Spectrum		Custom Mill Work Cut Out for Cable Cubby 700	\$ 182.00	\$ 728.00
54.00	4	1	Panasonic	PT-SVC1DLPXW2Y	Extended Warranty No Charge	\$ -	\$ -
55.00						\$ -	\$ -
56.00						\$ -	\$ -
57.00					Mounting Hardware	\$ -	\$ -
58.00	4	1	Chief	CMA110	Pipe Flange	\$ 47.00	\$ 188.00
59.00	4	1	Chief	RPMA302	Projector Mount	\$ 182.00	\$ 728.00
60.00			Chief	CMS0609	Projector Pole-6'-9"	\$ 128.00	\$ -
61.00						\$ -	\$ -
62.00						\$ -	\$ -

63.00						\$ -	\$ -
64.00						\$ -	\$ -
65.00						\$ -	\$ -
66.00					Miscellaneous	\$ -	\$ -
67.00						\$ -	\$ -
68.00	4	1	Shure	SBC10-100-US	USB Single Battery Charger for SB900 Battery	\$ 53.00	\$ 212.00
69.00	4	1	Shure	SB900A	Lithium-Ion Rechargeable Battery for ULXD1	\$ 91.00	\$ 364.00
70.00						\$ -	\$ -
71.00						\$ -	\$ -
201.00			Diversified	Diversified	Cabling, Connectors and Installation Materials	\$ 5,250.00	\$ 5,250.00

SUMMARY	EACH	TOTAL
Equipment	\$ 101,092.00	
Parts & Materials	\$ 5,250.00	
EQUIPMENT TOTAL		\$ 106,342.00
INTEGRATION SERVICES TOTAL		\$ 53,105.00
SYSTEM SUB-TOTAL W/O TAX		\$ 159,447.00
SALES TAX @ 9.25%		\$ 9,836.64
SYSTEM TOTAL	\$ -	\$ 169,283.64