## TOTAL EQUIPMENT COST
Including: cable, connectors, hardware, switches, relays, terminal blocks, panels, etc., to insure a complete and operational system.  

**TOTAL EQUIPMENT COST**  
$46,947.21

## PROFESSIONAL INTEGRATION SERVICES
Including: Engineering, project management, CAD, on-site installation and wiring, coordination and supervision, testing, checkout, owner training, etc. performed on the Owner's premises. Also includes all fabrication, modification, assembly, rack wiring, programming, warranties, etc., some performed at AVI-SPL  

**PROFESSIONAL INTEGRATION SERVICES**  
$21,720.00

## DIRECT COSTS
Including: Non equipment or labor costs such as travel expenses, per diem, lift and vehicle rentals.  

**DIRECT COSTS**  
$3,929.42

## GENERAL & ADMINISTRATIVE
Including all G & A expenses: clerical, bonds, vehicle mileage, shipping & insurance  

**GENERAL & ADMINISTRATIVE**  
$1,730.01

## CUSTOMER SUPPORT
90 Day Full System Warranty - Includes on site diagnostics and labor, bench repair labor, and all parts necessary to complete a repair.  

**CUSTOMER SUPPORT**  
$0.00

### SUBTOTAL
$74,326.64

### TAXES
As Applicable

### TOTAL
$74,326.64

### MONTHLY EXPENSE OPTIONS
AVI-SPL Financial Solutions makes it easy for you to secure the best possible technology solutions. Our leasing options are perfect for companies that demand the best, but don’t want to consume valuable capital dollars or credit line.  

#### 60 Month SHIELD Lease
The Shield Program is a unique Operating expense used for the acquisition of today’s Video Teleconferencing Solutions. The Shield program includes a “System Replacement Guarantee” SRG, that ensures that you will always have access to the best Video

### Not included:  Structural, ceiling, millwork, or AC/heat modifications, HV electrical or conduit.
CUSTOMER CARE PROGRAM

Prepared For
Monroe County
2798 Overseas Highway, MM 47.5 (Gulf)
Marathon, FL

Prepared By: Martin A. Lois
Date Prepared: November 5, 2011
Proposal Number: Project Name: EOC Upgrades
Valid Until: January 5, 2012

1ST YEAR CUSTOMER CARE PROGRAM

YES - I would like the first year Customer Care Program
NO - I do don't want the first year Customer Care Program

Client Initials

$3,261.69
Plus Applicable Sales Tax

2ND YEAR CUSTOMER CARE PROGRAM

YES - I would like the 2nd year Customer Care Program
NO - I do don't want the 2nd year Customer Care Program

Client Initials

$4,120.03
Plus Applicable Sales Tax

PROGRAM BENEFITS

OUTSTANDING CUSTOMER SUPPORT

✧ 24/7 Technical Help Desk - Staffed By AVI-SPL Engineers
✧ Trouble ticket generation & tracking
✧ Dedicated toll free number for access to the help desk
✧ CISCO certified experts on staff
✧ Certified Videoconferencing Engineers (CVE) on staff
✧ Cisco Certified Network Associate and Professional (CCNA & CCNP) on staff
✧ Cisco Certified Design Associate and Professional (CCDA & CCDP) on staff
✧ Certified Technology Specialist (CTS) on staff

SEMI ANNUAL PREVENTATIVE MAINTENANCE

✧ Inspect all surfaces, electrical and signal connections, clean as needed
✧ Inspect all VCR's, DVD & CD players, clean and lubricate as needed
✧ Inspect all displays, clean and adjust as need for optimal image quality
✧ Complete system functionality test to ensure 100% functionality
✧ Perform walk through with client to demonstrate 100% functionality
✧ Provide report of findings and recommendations

WARRANTY REPAIR BY CERTIFIED TECHNICIANS

✧ AVI-SPL will provide all labor and parts to effectively perform repairs
✧ Unlimited service calls with priority response
✧ Overnight shipping on replacement parts

Note: Owner provided equipment is not covered under the Customer Care Program
RECYCLING PROGRAM

AVI-SPL is dedicated to making sure that you get the best experience from the products that we recommend for your audio/video solution. We also understand that when you are ready for a new solution, proper steps must be taken to ensure that the components of your old equipment are disposed of in a safe and environmentally responsible manner, which is why we have created formal recycling programs for our customers. Working with an ISO certified third party environmentally responsible recycling company with over 20 years of reliable experience, AVI-SPL provides waste management options to make sure that we keep as much toxic waste out of landfills as possible.

Lamp Recycling
AVI-SPL is pleased to offer projector lamp recycling at no cost to you - you pay only the shipping costs to ship the lamp to our recycling center. While many companies offer a recycling service, they often charge for the recycling - AVI-SPL pays the recycling cost - and keeps our carbon footprint small by having you ship directly to our recycling center. It's quick, easy and inexpensive to be environmentally responsible.

Did you know?
- Most projection lamps contain mercury, which is toxic and can leak into the ground water if placed into a landfill
- Shipping a projection lamp to our centralized recycling facility via standard mail is only about $3 per lamp

Recycling for Technology Upgrades
Technology upgrades require the safe removal of obsolete equipment before the installation of any new technology is put into your facility. AVI-SPL has partnered with an ISO certified national recycling company to ensure that all waste equipment is disposed of in an environmentally responsible manner. During the recommendation process, our team of specialists will recommend a recycling solution for any outdated A/V equipment that you may need removed during the installation process.

Did you know?
- Almost all electronic devices contain lead, and such devices are proliferating-and becoming obsolete at breathtaking speed.
- Using our ISO certified recycling partner on your next new project ensures that old technology is properly recycled - keeping it out of landfills.

Recycling During the Fabrication Process
During the process of creating your integrated solution, we generate waste products such as cable and wire clippings, connectors, metal plates and parts, and packaging waste, for instance. Our fabrication plants are able to capture and recycle much of this waste to prevent it from being disposed of through standard means.

Did you know?
- E-waste is the fastest growing waste stream in the world today. The EPA and National Safety Council put the annual number of discarded cell phones at more than 130 million with more than 250 million computers becoming obsolete in the next five years, and that's just in the U.S.
- According to the US Environmental Protection Agency, in 2005, discarded electronics totaled about 2 million tons. It's estimated that only about 15 to 20 percent of this was recycled.

Going Green is Good for Business
Utilizing recycling programs, like the programs outlined on this page, can be good for your business. If you are currently planning new construction projects and are working on a LEED Certified building, AVI-SPL can be a resource for your project team.
### EQUIPMENT LIST

**Prepared By:** Martin A. Lois  
**Date Prepared:** November 5, 2011

### Monroe County

**2798 Overseas Highway, MM 47.5 (Gulf)**  
**Marathon, FL**  
**Jethon Williams**

**Proposal Number:** 0  
**Room Name:** EOC Upgrades  
**Valid Until:** January 4, 2012

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### CONTROL SYSTEM

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### MISC EQUIPMENT

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### BROADCAST EQUIPMENT

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**Equipment Total:** $44,947.21  
**Installation Materials:** $2,000.00  
**Labor And System Warranties:** $25,720.00  
**Direct Costs:** $3,929.42  
**General & Administrative:** $1,730.01  
**Subtotal:** $74,326.64  
**Tax As Applicable:**  
**TOTAL:** $74,326.64

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