

Executive Summary

This proposal is based on conversations between Chavin Muniz and Tony Mull and aligns with Vienna's existing Granicus services.

Encoder Device:

The encoder quoted here is the latest and most supported encoding device offered by Granicus. The proposed encoder will replace Vienna's current analog encoder, and will allow Vienna to maintain an HD signal from the existing HD A/V equipment all the way through to the Granicus stream.

Resolution Capabilities:

The proposed encoder hardware will be capable of streaming video up to 1080p resolution. Granicus does not yet offer 1080p streaming, but should it offer that service no additional hardware would be necessary to do so. There may be additional charges for such a service. This quote includes a charge for streaming video at 720p HD resolution, the current HD streaming resolution offered by Granicus.

Pricing Breakdown for your Solution

Software as a Service			
Name	Qty	Unit (Monthly)	Total (Monthly)
Upgrade to SDI 720p Streaming	1.0	\$75.00	\$75.00
Granicus Encoding Appliance Software - (GT)	1.0 Package	\$100.00	\$100.00
Total Software Monthly Cost:			\$175.00

Hardware			
Name	Qty	Unit (Upfront)	Total (Upfront)
Granicus SDI Encoding Appliance Hardware	1.0 Unit(s)	\$3,500.00	\$3,500.00
Shipping - Large Item	1.0	\$125.00	\$125.00
Total Hardware Upfront:			\$3,625.00

Professional Services			
Name	Qty	Unit (Upfront)	Total (Upfront)
Encoding Appliance Hardware Configuration - (GT)	1.0 Service(s)	\$875.00	\$875.00
Total Services Upfront:			\$875.00

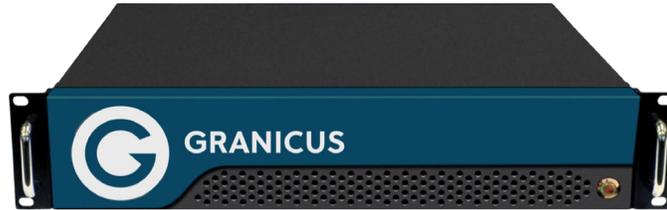
Total Upfront Cost:	\$4,500.00
Total Monthly Cost:	\$175.00
Current Monthly Total Cost:	\$2,230
New Monthly Total Cost:	\$2,405

All currency is in US dollars*

Granicus Encoding Appliance

The Granicus Encoding Appliance is designed and built for our platform and streaming protocols to provide government organizations with superior live and on-demand webcasting performance. The hardware is pre-configured and delivered ready to stream. Simply connect power, network and an audio/video source. Full appliance control is available through a web browser or locally installed client application.

- Provides live and on-demand streaming – online and via mobile devices
- Remote systems monitoring and Granicus maintenance updates
- Up to 2TB of local storage (approximately 2,000 hours of archive content)
- Facilitates internal streaming across your local area network (LAN) – up to 50 concurrent viewers
- Supports extraction and display of embedded closed captions to help maintain ADA compliancy
- Faster archive upload times, less video buffering
- H.264 video codec encoding
- HTML5 and Flash compatible streaming delivery



Granicus' hosted infrastructure supports the encoding appliance and offers unlimited bandwidth, storage and the highest security standards through a cloud-based platform. Our remote, proactive system monitoring guarantees faster response time, predicts problems before they arise, and helps reduce the cost of IT support and maintenance. The Granicus team works around-the-clock to ensure your applications are protected and operating smoothly. This ensures long-lasting success with our technologies while maximizing your solution's performance.



Not all video quality is created equal

Granicus' video web streaming capabilities



For more than 15 years now, Granicus has been unmatched in the industry when it comes to the quality of online streaming video output. This is where Granicus got its start as a company, and it continues to be one of our core competencies today.



The Texas Senate



Minnesota Metropolitan Council

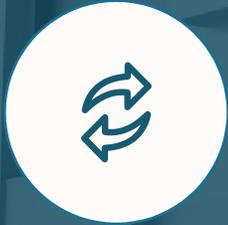
When it comes to video quality, obviously High Definition is at the forefront of the conversation. However, what others call "HD" pales in comparison even to Granicus' Standard Definition streaming services.

- Our competitors' "HD" offering is little more than a 750 Kbps stream blown up to an HD resolution (720p).
- Granicus' High Definition streaming (720p) solution, on the other hand, features a 2Mbps stream and is not simply a lower stream blown up to an HD resolution like that of our competitors.

The quality difference between Granicus' HD stream and others' is clear when compared. **With Granicus' true HD streaming offering, we have shown a commitment to providing our customers with a video quality experience unmatched by any other company touting an HD experience.**

City of San Jose, CA





Granicus® SDI Encoding Appliance

Hardware as a Service for Government Webcasting

The Granicus SDI Encoding Appliance supports Granicus' current and future software platforms and encoding formats. It has been rigorously tested and certified to work with Granicus technology. Device pre-configurations allow customers to get up and running quickly while maintaining the highest level of service at a low monthly cost.

The Granicus Customer Care team leverages a suite of tools that allow us to proactively monitor, maintain and support the appliance. Full patch management of Granicus software and the operating system eliminates any maintenance burden placed on government IT staff, including contacting multiple vendors for support.

As a fully-managed solution, Granicus will provide customers with all necessary upgrades, repairs or replacements to ensure that the appliance works effectively on the Granicus platform. To help maintain ADA compliance, the Granicus SDI Encoding Appliance supports extraction and display of embedded closed captions.

Optimized Streaming Platform

The Granicus SDI Encoding Appliance is designed and built for our platform and streaming protocols to provide government organizations with a complete streaming solution. Each pre-configured appliance is delivered ready to stream. Simply connect power, network and an audio/video source. Full appliance control is available through a web browser or locally installed client application.

This appliance is included with the Government Transparency Suite and can be added to the Granicus Open Platform.

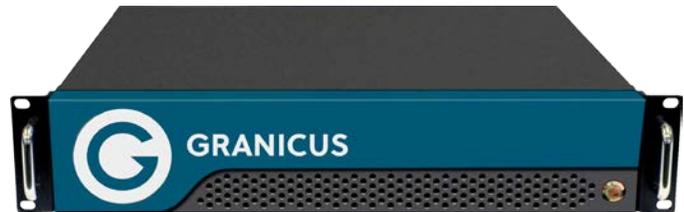
Granicus SDI Encoding Appliance

Local distribution & storage

The SDI Encoding Appliance can be configured to support local live and on-demand streaming for up to 50 concurrent users. For organizations that require enterprise-class distribution, Granicus' Performance Accelerator distributes hundreds of simultaneous local streams with minimal network impact.

Each device is equipped with 2 TBs of local storage, or roughly 4,000 hours at standard bit rates. Granicus provides unlimited cloud content storage and retention.

The Granicus SDI Encoding Appliance is lightweight and small enough to fit in any server rack. Encoder noise has been addressed as well. With a sound output less than 65db, the Granicus SDI Encoding Appliance is considerably quieter than standard off the shelf encoding hardware.

Front View

Rear View


Hardware Specifications

Dimensions	<ul style="list-style-type: none"> • 17.7"D x 17.2"W x 3.5"H • 2U rack mountable chassis 			
Weight	<ul style="list-style-type: none"> • 35 lbs 			
Power		Idle	Load	Startup
	Watts	40	120	96
	Amps	0.226	0.965	0.755
	kVA	0.04	0.120	0.096
	BTU/hr	136	408	326
Connectivity	<ul style="list-style-type: none"> • Ethernet: 2 auto-detecting x 1 Gbit ports 			
Storage	<ul style="list-style-type: none"> • Up to 2TB capacity • 4000 hours at standard bit rates 			
Hardware Warranty	<ul style="list-style-type: none"> • Granicus customer lifetime (managed hardware) 			
Optional Components	<ul style="list-style-type: none"> • Rail kit * • Tower conversion kit * 			
Management	<ul style="list-style-type: none"> • Full remote management, monitoring patching & reporting 			



Adobe Flash Player



Audio/Video Specifications

DIGITAL ENCODING APPLIANCE	
Video	<ul style="list-style-type: none"> • SDI (BNC)
Audio	<ul style="list-style-type: none"> • Embedded audio on channel 1,2,3 or 4

Streaming Specifications

Live Streaming	<ul style="list-style-type: none"> • Static public IP address • Inbound pull over TCP Port 8080 (port changed upon request) • 650 Kbps upstream ** • Unlimited viewers
Encoding Formats	<ul style="list-style-type: none"> • Microsoft® Windows Media® (Silverlight®) • H.264 for Adobe® Flash® Player • H.264 in HTML (iOS and Android devices)
Local Distribution	<ul style="list-style-type: none"> • Live and on-demand (directly from Granicus Encoding Appliance) • 50 maximum concurrent streams

* Additional charges may apply

** Higher bitrates available, requires additional bandwidth

Granicus Differentiators

- World's most experienced provider of government transparency, citizen participation, meeting efficiency, and legislative management solutions with:
 - Over 1,000 clients in all 50 states, at every level of government
 - Over 31 million government webcasts viewed
 - More than 265,350 government meetings online
- First fully integrated legislative workflow management system for local government
- Open API architecture and SDK allow for seamless integrations with systems already in place
- Certified integrations provide flexibility and choice of agenda workflow solutions
- Exclusive provider of the iLegislate iPad application that allows users to review agendas and supporting materials, bookmark and take notes on items, stream archived videos, and review community feedback
- Only government webcasting service to provide encoding, minutes annotation, transcription, and closed captioning services
- Truly unlimited storage and distribution for all meeting bodies and non-meeting content
- Indefinite retention schedules for all archived meeting and non-meeting content
- Only provider of both government webcasting and citizen engagement services
- 24/7/365 customer service and support
- 97% customer satisfaction rating, 98.5% client retention rating
- One of the 100 companies that matter most in online video by Streaming Media magazine
- Ranked 185 on Deloitte 500 fastest growing companies
- Ranked 419 on Inc 500 fastest growing companies
- Client Success stories are available here: <http://www.granicus.com/customers/case-studies/>

Proposal Terms and Conditions

- Sales tax may apply depending on your organization's tax status and the tax laws unique to your state, county and/or municipality
- Fifty percent (50%) of all up-front fees for all products are due upon Granicus' receipt of an executed agreement or purchase order, as appropriate. The remaining fifty percent (50%) of up-front fees for each product are due upon delivery of that product.

Annual billing for Managed Services for associated products shall begin upon completion of delivery as defined below. Client shall be invoiced for a twelve (12) month period commencing upon delivery of the configured product(s). Thereafter, Client will be billed annually in advance. Client agrees to pay all invoices from Granicus within thirty (30) days of receipt of invoice. Client acknowledges that products may be delivered and fully operational separate from the other purchased products.

For Granicus Hardware, delivery is complete once the Client receives Hardware components with the configured Granicus Software. For Granicus Software, delivery is complete once the Software is installed, configured, tested and deemed by Granicus to be ready for Client's use, irrespective of any training services provided to Client by Granicus. Granicus oftentimes sells multiple software suites in one transaction. For Clients that have purchased multiple suites, Granicus reserves the right to start invoicing on a per suite basis when considered delivered.

- For existing clients, the costs associated with this proposal or purchase order are in addition to client's existing services.
- If Client's solution requires any onsite training, Client agrees to pay travel expenses for Granicus employees (including but not limited to airfare, lodging, meals) not to exceed two thousand dollars (\$2,000.00) per trip.
- If multiple products are included in this proposal, product scope of work timelines might not run parallel to each other and extend the time of the overall project.