



Town of Vienna Community Center

April 8, 2021

This document is a Statement of Work (SOW)

Human Circuit is an applications engineering firm specializing in the design, integration and support of digital video acquisition, distribution and visualization systems. As part of our discovery process, we will provide Rough Orders of Magnitude (ROMs) which are working documents that help us articulate system requirements and refine budgets. Ultimately, these ROMs lead to a final Statement of Work (SOW). All Purchase Orders must reference a final SOW and quote. Human Circuit will not accept a Purchase Order which references a ROM or portions of a SOW.

Human Circuit will invoice based on the following payment terms:

- 50% deposit at contract/purchase order
- 40% NET20 at equipment acquisition
- 10% NET20 at project completion
- A Service Charge of 1.5% will be added to unpaid balances monthly on any overdue account.

COST

The cost of \$290,760.96 for this SOW includes equipment, engineering, integration, materials, taxes, and shipping.



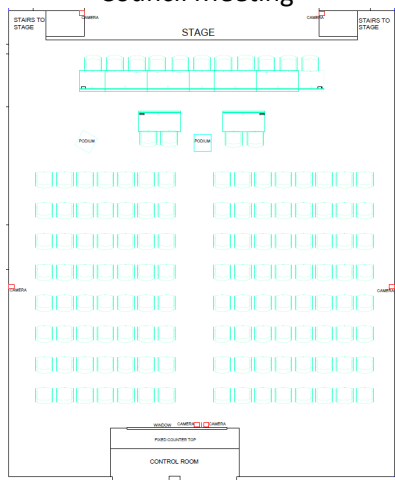
OVERVIEW

The Town of Vienna is requesting broadcast production capabilities for the Vienna Community Center Auditorium located at 120 Cherry Street Southeast. The Town's requirement is to broadcast over cable, stream to the Internet, and record events hosted in the Auditorium. The room configurations include Council meetings, Committee meetings, classes, presentations, and stage performances. Configurations are pictured below.

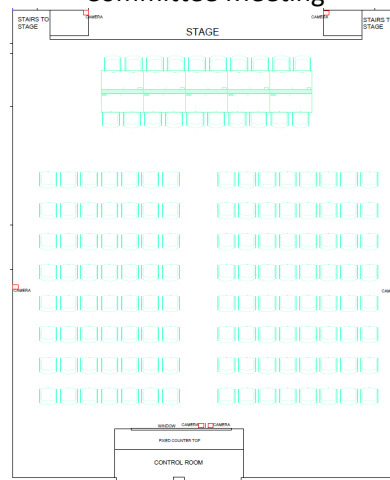
Productions are controlled locally from the Auditorium's control room and the produced feed is transmitted to Town Hall's production control room for broadcast.

The system includes pan tilt zoom (PTZ) cameras, wireless microphones, control system, broadcast lighting, production system, and recording/streaming appliance. This equipment compliment addresses the specific requirements for each room configuration.

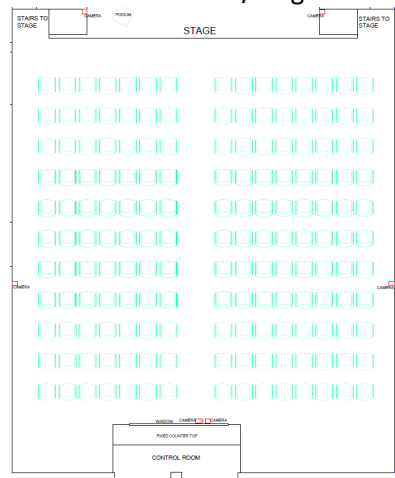
Council Meeting



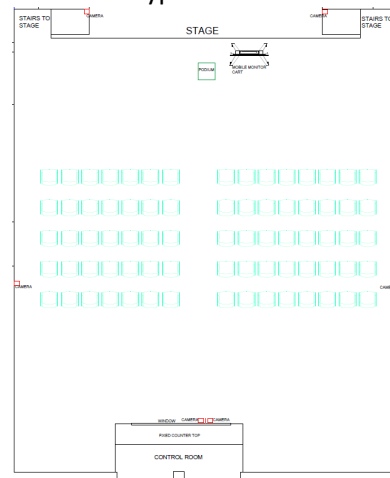
Committee Meeting



Presentation/Stage



Typical Class





SCOPE

Human Circuit will provide and integrate the following equipment:

Broadcast Lighting

- Lighting fixtures are attached to existing ceiling mounted bar and control from existing dimmer panel
 - o 11 positions in front of the stage
 - o Two podium positions
 - o Four positions for the two staff/witness tables

Audio

- 20 wireless gooseneck microphones
- Three wireless access points (WAPs) for wireless microphone transmission
- 16 ceiling speakers and two subwoofers
- Wi-Fi and IR assistive listening system
 - o personal devices
 - o IR receivers

Video

- Six PTZ cameras
 - o Two on rear wall
 - o One on side walls
 - o Two on front wall
- Laser phosphor projector
 - o Ceiling mounted
 - o Power protection
- Motorized screen
 - o 188" diagonal 16:9 (164" X 92")
- Two 75" displays on mobile carts
- Two wall plates with video and network connection on side walls for:
 - o CFE ENG cameras
 - o Mobile carts
- Wall plate with two network connections at stage for local presentation
- Local wireless presentation system

Control Room

- Room control using a PC or tablet (Crestron control system)
- One UHD 43" monitor with quad layout
 - o support two soft VTC codecs, production switcher, and graphics
 - o Single point of control via KVM
- Production switcher control panel on countertop
- CFE computer with Xpression Live software on countertop
- Camera PTZ controller on countertop
- Production audio mixer on countertop
- Production switcher (13 inputs and 9 outputs) in rack
- Audio DSP system in rack



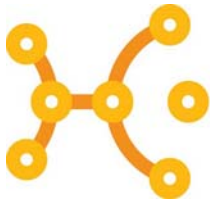
- Two PC's with VTC codec in rack
- Crestron control processor in rack
- Recording/streaming appliance in rack
 - o For live over-the-top (OTT) streaming to YouTube and Facebook
 - o Local recording
- Streaming encoder for transmission to Town Hall
- Streaming decoder at Town Hall (decoded transmission from Community Center)

Existing Infrastructure that will be maintained

- Ross Xpression graphics system will be relocated from Town Hall
- Existing rack with amplifiers, DSP, and 4 wireless mic receivers
- Presonus StudioLive audio mixer for stage production
- Room and stage lighting
- Dimmer console
- Stage BSP and cabling to the control room

ASSUMPTIONS

- Uninterrupted access to facility Monday through Friday from hours 7am to 5pm
- Space to store equipment
- Town of Vienna will:
 - o Install power per HC specifications
 - o Install network connections per HC specifications
 - o Relocate ceiling electric and network for projector
 - o Provide signal path from the Community Center to Town Hall
- All CFE Equipment is in working order
- Human Circuit to verify camera locations with Town of Vienna prior to installation



HUMAN CIRCUIT

9346 Gaither Rd., Gaithersburg, MD 20877-1416
240-864-4000 • www.humancircuit.com

SALES QUOTATION

Sales Quotation Number: SQ66488
Sales Quotation Date: 04/08/21
Page: 1

Sold To:

Town of Vienna
Tony Mull
127 Center Street, South
Vienna, VA 22180
United States

Ship To:

Town of Vienna
Town Hall
127 Center Street South
Vienna, VA 22180
Tony Mull

Customer ID: C3423
Terms: Net 20 Days

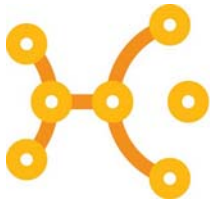
Prices for specified quantities are valid for a period of 30 days.

Salesperson: Brian Willey
Telephone No.: 240-864-4025
Fax No.
E-mail: bwilley@humancircuit.com

Qty.	MFR	Model	Description	Unit Price	Extended Priced
Pkg No. : LIGHTING -					
8	ETC	ETCS4PAREA	Source 4 PAR, Medium Flood Lens & Reflector (Large Table)	225.00	1,800.00
4	ETC	ETCS4PAREA	Source 4 PAR, Medium Flood Lens & Reflector (Worksession)	225.00	900.00
2	ETC	ETCS4PAREA	Source 4 PAR, Medium Flood Lens & Reflector (Small Table)	225.00	450.00
5	ETC	ETC426	750W-26 Degree Fixture	487.50	2,437.50
19	ETC	LSMAB	Mega-Clamp	12.50	237.50
19	ETC	SAFETYBLACK	Safety Cable Black 1/8 x30"	3.75	71.25
17	ETC	HPL575OS	575W 115V Media 2P Light	17.50	297.50
2	ETC	HPL375OS	375W 115V Medium 2P Light	17.50	35.00
19	ETC	ETC400LS	Set of Four Lenses f/S4PAR	53.75	1,021.25
Total for LIGHTING					7,250.00

Pkg No. : AUDIO SYSTEM -

20	SHURE	MXW8=Z10	Gooseneck Desktop Base Transmitter	580.00	11,600.00
20	SHURE	MX410LPC	10" Shock-Mounted Gooseneck Mic	220.80	4,416.00
3	SHURE	MXWAPT8=Z10	8-Channel Dante Access Point	3,408.00	10,224.00
5	SHURE	MXWNCS8	8 Port Microphone Charging Station	1,776.00	8,880.00



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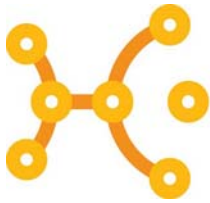
Sales Quotation Number: SQ66488
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Qty.	MFR	Model	Description	Unit Price	Extended Priced
2	BIAMP	TESIRAFORTEDANCI	DSP Fixed I/O Server	3,001.46	6,002.92
1	QSC	CX204V	4 Channel Amplifier	1,523.05	1,523.05
1	QSC	CX502	2 Channel Amplifier	1,419.30	1,419.30
16	JBL	CONTROL26CT	In-Ceiling Speaker	158.65	2,538.40
2	JBL	CONTROL19CS	In-Ceiling Subwoofer	212.95	425.90
1	LISTEN	LCS12201D	Wi-Fi and IR Assistive Listening System w/ Dante	1,738.75	1,738.75
1	LISTEN	LS9001	IR Assistive Listening Transmitter Kit	975.00	975.00
1	LISTEN	LA304	ADA Compliance Signage Notification	18.75	18.75
4	PELICAN	PELIM2950	Storm Travel Case w/Foam/Black	311.03	1,244.12

Total for AUDIO SYSTEM	51,006.19
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Pkg No. : VIDEO -

1	MARSHALL F	MLECT45	Lecturn w/Slanted Work Surface and Pencil Stop	1,275.00	1,275.00
2	VISIONARYS	E4100	4K UHD Over IP Network Encoder	743.75	1,487.50
1	RCI CUSTOM	CUSTOMRCI	Stage Wall Plate	95.08	95.08
1	DSAN	PRO2000CBTKIT	Wireless Limitimer Conference Kit	1,887.50	1,887.50
1	DIGI PROJ	119735	4K-UHD Projection	21,245.75	21,245.75
1	DIGI PROJ	112500DPI1	Lens 1.25-1.79:1	2,537.25	2,537.25
1	CHIEF	VCMU	HD Projector Mount, Universal	438.40	438.40
1	DALITE	97980L	Cosmo Tensioned 188D DT220 Screen	3,740.25	3,740.25
1	VISIONARYS	D4100	4K UHD Over IP Network Decoder	743.75	743.75
1	MIDDLE ATL	PD215	2 Outlet Surge Protector	170.00	170.00
1	ROSS	NK3G34	34x34 3G/HD/SD Reclocking SDI Routing System	4,130.10	4,130.10



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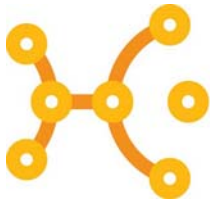
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Qty.	MFR	Model	Description	Unit Price	Extended Priced
1	ROSS	NKSCPA	RS232 Control Interface f/Router	458.10	458.10
1	ROSS	OGXFRCN	OpenGear OGX Frame W/ Cooling & Adv Networking	1,803.60	1,803.60
1	ROSS	PSOGX	Redundant Power Supply	593.10	593.10
2	AJA	OG3GAMA	3G SDI 4 Ch Analog Audio Embedder/Disembedder	715.50	1,431.00
2	AJA	OGHI54KPLUS	4x 3G SDI to HDMI 2.0 Infrastructure	535.50	1,071.00
1	MERSIVE	SP8000E3	Solstice Pod Gen3 w/Perpetual Unlimited Enterprise Software	1,546.15	1,546.15
1	CISCO	SG350X48MPK9NA	48Port Gigabit POE Stackable Switch	3,140.42	3,140.42
1	CISCO	CONSNTS35048MP	1 Year 8x5xNBD Subscription	218.92	218.92
2	CISCO	SFP10GAOC3M=	10GBASE Active Optical SFP+ Cable, 3M	191.75	383.50
3	VISIONARYS	E4100	4K UHD Over IP Network Encoder	743.75	2,231.25
1	VISIONARYS	D4100	4K UHD Over IP Network Decoder	743.75	743.75
2	VISIONARYS	DUETE	Video and Dante/AES67 Encoder	993.75	1,987.50
2	AJA	OGROIHDMI	HDMI to SDI Scaler	895.50	1,791.00
2	VISIONARYS	D4100	4K UHD Over IP Network Decoder	743.75	1,487.50
2	LG	75UH5FH	75" UHD Display	3,379.38	6,758.76
2	SALAMANDER	FPS1XLELGG	Height Adjustable Cart	2,868.75	5,737.50
6	PANASONIC	AWHE42WPJ	HD PTZ Camera White	3,958.89	23,753.34
6	PANASONIC	FEC40WMW	Wall Mount	153.33	919.98
2	RCI CUSTOM	CUSTOMRCI	SDI Wall Plate	72.98	145.96

Total for VIDEO 93,952.91

Pkg No. : CONTROL ROOM -



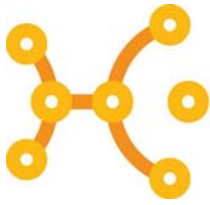
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Qty.	MFR	Model	Description	Unit Price	Extended Priced
1	CRESTRON	CP4N	4-Series Control System	2,380.00	2,380.00
1	APPLE	MY232LLA	iPad Pro 11" 128GB/Wi-Fi/Gray Tablet	807.50	807.50
1	CRESTRON	CRESTRONAPP	Crestron App	119.00	119.00
2	AJA	UTAPSDI	HD/SD to USB 3.0 Interface	310.50	621.00
2	AJA	OGROIHDMI	HDMI to SDI Scaler	895.50	1,791.00
1	ADDER	CCSPRO4US	Command and Control Switch	743.15	743.15
2	AUDINATE	ADPUSBCAU2X2	Dante USB-C IO Adapter	162.21	324.42
2	VISIONARYS	E4100	4K UHD Over IP Network Encoder	743.75	1,487.50
1	ROSS	CB9PANEL	Control Panel	4,409.10	4,409.10
1	ROSS	PSU12V4A2PIN	12V 4A PSU W/2 Pin Connector	320.40	320.40
1	ROSS	CBF113	Carbonite Black 1 M/E Live	4,499.10	4,499.10
1	ROSS	XDS00001CPS	Graphics Design Software (NO CHARGE)		
1	ROSS	PSU12V9A6PIN	12V 9A PSU W/6 Pin Connector	594.00	594.00
1	FOSTEX	PM04C	Active Monitor Speaker Set	225.14	225.14
1	SKAARHOJ	PTZFLYJV1	PTZ Controller	2,215.00	2,215.00
1	BLACKMAGIC	BMDCONVOGSYNC	OpenGear Mini Converter Sync Generator	511.20	511.20
1	SOUNDCRAFT	EPM6	Audio Mixer	236.08	236.08
1	AJA	HELOR0	H.264 HD/SD Recorder and Streaming Appliance	1,165.50	1,165.50
2	SEAGATE	STEB8000100	8TB Expansion Desktop Hard Drive	173.85	347.70
1	CISCO	SG350X48MPK9NA	48Port Gigabit POE Stackable Switch	3,140.42	3,140.42
1	CISCO	CONSNTS35048MP	1 Year 8x5xNBD Subscription	218.92	218.92
2	CISCO	SFP10GSRS=	10GB SFP+ MMF 850n	931.93	1,863.86
2	CISCO	SFP10GAOC3M=	10GBASE Active Optical, SFP+ Cable, 3M	191.75	383.50
1	UBIQUITI	UAPACHDSS	Wave 2 Enterprise Wi-Fi Access Point	505.75	505.75



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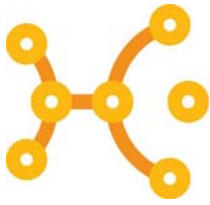
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Qty.	MFR	Model	Description	Unit Price	Extended Priced
1	UBIQUITI	UCCSS	UniFi Cloud Key	175.66	175.66
1	HAIVISION	S292EHDSI2	Dual Channel SDI Encoder	8,999.00	8,999.00
1	HAIVISION	S292DHD2	Makito X Dual Decoder	4,995.00	4,995.00
1	MIDDLE ATL	ERK2725LRD	Rack Mount 27 Space/25"Deep	715.70	715.70
1	MIDDLE ATL	CBSEK25R	Skirted Wheelbase	266.05	266.05
1	MIDDLE ATL	LVFD27	27 Space Large Perf Front Door	436.05	436.05
1	MIDDLE ATL	ERKVRD27	Vented Rear Door	160.65	160.65
1	MIDDLE ATL	UQFP4DRA	Ultra Quiet Fan Panel	731.85	731.85
1	MIDDLE ATL	D4LK	4 Space Rack Drawer, w/Key	278.80	278.80
1	MIDDLE ATL	UPS2200R8IP	8 Outlet Rack Mount UPS Power	2,186.20	2,186.20
1	MIDDLE ATL	BB12	Solid Copper Buss Bar, 12 Space	103.70	103.70
1	SERVER TEC	EMCU11C	Rack Environmental Monitoring Control Unit	285.31	285.31
1	SERVER TEC	EMWS11	Water Sense Probe	74.50	74.50
1	SERVER TEC	KITSUS1	7" Linking Cable Kit	152.50	152.50
2	SERVER TEC	C1W16HR1ACA5BA5	Switched Amp Meter	1,132.50	2,265.00
2	SERVER TEC	PTCORDL6	Locking IEC Power Cord	25.00	50.00
1	LG	43UN700B	43" Display Monitor	820.65	820.65
1	CHIEF	LDS1U	Large Fusion Table Stand	645.10	645.10
2	INTEL	BNUC11TNKV50WC1	NUC11 Pro Mini PC w/Intel Core i5 vPro Processor	1,014.89	2,029.78

Total for CONTROL ROOM	54,280.74
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Pkg No. : INTEGRATION -

112	HCI	VASCUPPE	Engineering	171.84	19,246.08
168	HCI	VASCUPPPS	Project Supervisor	94.65	15,901.20



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Qty.	MFR	Model	Description	Unit Price	Extended Priced
200	HCI	VASCUPPI	Integration	82.24	16,448.00
88	HCI	VASCUPPPM	Project Management	131.41	11,564.08
96	HCI	VASCUPPP	Programming	126.81	12,173.76
1	HCI	MATERIALS	Materials	4,800.00	4,800.00
1	HCI	TRAVEL	Travel Expenses	1,188.00	1,188.00
1	HCI	SUBCONTRACT	Truck Rental & Scissor Lift	1,800.00	1,800.00

Total for INTEGRATION	83,121.12
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VASCUPP Pricing Applied Where Applicable

Amount Subject to Sales Tax	0.00	Amount Exempt from Sales Tax	289,610.96	Subtotal:	289,610.96
				Total Sales Tax:	0.00
				Shipping:	1,150.00
				Total:	290,760.96



Terms and Conditions

1. After the receipt of a purchase order/contract, Human Circuit will provide the name of a Project Manager responsible for the project scheduling, status reports, and delivery. Upon initial communication with Human Circuit's Project Manager, the client will provide all contact names and information (email address and phone numbers) for the project. Human Circuit's project manager will schedule a kick-off meeting with the client principals.
2. Human Circuit will provide a schedule of delivery after the project kick-off meeting.
3. Insurance & Site Security:
The risk of loss for all products and materials shall pass to Client upon delivery to project site. Human Circuit reserves a security interest in all product and materials delivered to site until payment has been received in full. Client is responsible for providing secure and lockable spaces for all product, materials and Human Circuit tools and equipment.
4. Fees associated with permitting or licensing are not included unless detailed in the cost proposal. Any additional costs incurred by Human Circuit for permitting and licensing that are not detailed in the cost proposal will be passed onto the Client.
5. Customer Furnished Equipment:
Human Circuit will not be responsible for any additional costs related to malfunctioning or deficient equipment. Human Circuit will recommend a solution for repair or replacement of malfunctioning or deficient equipment. If Customer Furnished Equipment causes project delays, additional fees and costs will be incurred by the Customer.
6. Returns:
 - No returns without prior authorization
 - Some merchandise cannot be returned
 - Authorized returns are subject to a restocking fee
 - Handling and Insurance charges are additional
7. At completion (use of the system), Human Circuit's Project Manager will inform the client's representative. The final invoice will be sent within one business day after notice of completion. Final system documentation will be delivered within the timeline illustrated in the project schedule.
8. Training must begin immediately after system testing is completed.



9. Human Circuit will provide invoices based on the following payment terms:

- 50% at contract/purchase order
- 40% NET 20 at equipment acquisition
- 10% NET 20 at project completion

NOTE: A Service Charge of 1.5% will be added to unpaid balances monthly on any overdue account. Standard Human Circuit payment terms are NET 20.

10. Taxes:

Unless otherwise stated in the cost proposal the quoted line item prices are exclusive of any applicable sales or use taxes. Human Circuit is required by law to charge applicable sales tax in the States of Maryland, Virginia, and the District of Columbia. All items “drop shipped” to a project location from a vendor are subject to the state’s sales tax of the project location.

11. All prices within the cost proposal are valid for 30 days.

12. Labor Rate Detail:

Labor costs reflected in the cost proposal unless noted reflect work performed between the hours of 9:00 am and 5:00 pm, Monday through Friday, except for federal holidays (“Normal Work Hours”). If Client elects to have the work performed outside Normal Work Hours, and Human Circuit agrees, then Client agrees to pay additional labor fees.

13. Installation Warranty:

Human Circuit warrants that all materials and workmanship directly related to the installation and integration of the system will be free from defects for a period of one year from the acceptance of the system. Human Circuit passes through to the client all manufacturer warranties. Human Circuit will negotiate with manufacturers to start the warranty at client’s acceptance of the system but cannot guarantee compliance by all manufacturers. At conclusion of the project Human Circuit will provide full warranty information for the system(s).

14. Non-Confidentiality of System:

The Client agrees that by acceptance of this document Human Circuit has the right to execute press releases, photograph or videotape the System and may use, display, publish, distribute, transmit or broadcast the said photographs or videos for marketing purposes such as press releases, website, brochures, etc. Any third party wanting to use this material will need to get express permission from the Client and Human Circuit Inc. All images are copyright protected.