

**City of San Antonio
Draft Bid Tabulation**

Opened: July 13, 2015			Digital Display Solutions, Inc. 12081 Starcrest Dr. San Antonio, TX 78247	New Beginnings Capital Partnership 3700 Fredericksburg Rd., Ste. 101 San Antonio, TX 78201
For: Audio/Visual Equipment Upgrade for Airport Emergency Center				
6100005935			SM	
Item	Description	Quantity		
1A	Extron XTP Digital Matrix (DM) Switching System, inclusive of all items and quantities of equipment specified, or approved equal	1		
	Price Each		\$55,090.67	\$51,026.65
	Extended Price		\$55,090.67	\$51,026.65
1B	Labor for Digital Media Upgrade, inclusive of all labor specified	1		
	Price Each		\$8,325.00	\$7,977.50
	Extended Price		\$8,325.00	\$7,977.50
1C	Crestron Programming for Policy Room Digital Media Upgrade, or approved equal	1		
	Price Each		\$4,000.00	\$1,848.00
	Extended Price		\$4,000.00	\$1,848.00
1D	HDMI/VGA with Audio Table Interface Plates, or approved equal	8		
	Price Each		\$53.33	\$50.60
	Extended Price		\$426.64	\$404.80
2A	Hitachi CP-WU8450 LCD 5000 Lumens HD Projector, or approved equal	1		
	Price Each		\$4,329.33	\$4,040.65
	Extended Price		\$4,329.33	\$4,040.65
2B	Da-Lite Advantage Deluxe Electrol 130" Diagonal Projection Screen or approved equal	1		
	Price Each		\$3,048.57	\$2,673.24
	Extended Price		\$3,048.57	\$2,673.24
2C	Labor for Replacing Projector and Projector Screen	1		
	Price Each		\$2,005.00	\$1,200.00
	Extended Price		\$2,005.00	\$1,200.00
3A	Crestron CP3N 3-Series Control system, or approved equal	1		
	Price Each		\$1,560.00	\$1,414.53
	Extended Price		\$1,560.00	\$1,414.53
3B	Touch Screen control computer with Tabletop Mount, or approved equal	1		
	Price Each		\$1,590.00	\$1,430.79
	Extended Price		\$1,590.00	\$1,430.79

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Item	Description	Quantity		
3C	Labor for Installation of Crestron Control System	1		
	Price Each		\$380.00	\$850.00
	Extended Price		\$380.00	\$850.00
3D	Programming for Crestron Control System	1		
	Price Each		\$2,900.00	\$2,772.00
	Extended Price		\$2,900.00	\$2,772.00
4A	BiAmp Tesira Forte Teleconferencing System, or approved equal	1		
	Price Each		\$2,100.00	\$2,298.85
	Extended Price		\$2,100.00	\$2,298.85
4B	Labor for Teleconferencing System	1		
	Price Each		\$380.00	\$5,750.00
	Extended Price		\$380.00	\$5,750.00
4C	Programming for Teleconferencing System	1		
	Price Each		\$480.00	\$3,300.00
	Extended Price		\$480.00	\$3,300.00
5A	Parts and Labor for Room Connection - Policy Room Video Feeds	1		
	Price Each		\$3,768.00	\$1,545.00
	Extended Price		\$3,768.00	\$1,545.00
6	Annual Service Level Agreement (SLA) - Priced per year	5		
	Price Each		\$5,000.00	\$11,480.00
	Extended Price		\$25,000.00	\$57,400.00
7A	Other Labor (not covered by SLA)	1		
	Labor: Standard Work Hours			
	Audio-Visual Technician		\$82.00 per hour	\$0 per hour
	Video Conferencing Technician		\$95.00 per hour	\$0 per hour
	Crestron Certified Programmer		\$110.00 per hour	\$0 per hour
	Labor: Other Work Hours			
	Audio-Visual Technician		\$123.00 per hour	\$0 per hour
	Video Conferencing Technician		\$142.50 per hour	\$0 per hour
	Crestron Certified Programmer		\$165.00 per hour	\$0 per hour

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SM		San Antonio, TX 78247	San Antonio, TX 78201
Item	Description	Quantity	
7B	Non-Warranty Repair Parts		
	Percent of discount offered		10% 25%
	Type of price schedule/catalog (dealer, jobber, etc.)		Dealer Dealer
	Price schedule/catalog number		Various - Internal 2015 Current
	Date of price schedule/catalog		By Manufacturer - 2015 4/1/2015
	Price schedule/catalog column on which discount is based (i.e., distributor, net, wholesale, etc.)		MSRP Wholesale
	Specified Items for Evaluation Purposes Only:		
	Replacement Projector Lamps	1	
	Unit Price Before Discount		\$556.84 \$572.25
	% Discount		10% 30%
	Unit Price After Discount		\$501.16 \$400.58
	Price Schedule/Catalog Information and Date		Internal Catalog 2015 4/1/2015
	Extron PS 910 C Power Supply	1	
	Unit Price Before Discount		\$71.43 \$100.00
	% Discount		10% 40%
	Unit Price After Discount		\$64.29 \$60.00
	Price Schedule/Catalog Information and Date		Internal Catalog 2015 4/1/2015
	Extron PS 1210 C Power Supply	1	
	Unit Price Before Discount		\$0.00 \$100.00
	% Discount		N/A 40%
	Unit Price After Discount		\$0.00 \$60.00
	Price Schedule/Catalog Information and Date		N/A 4/1/2015
	Extron PS 1508 C Power Supply	1	
	Unit Price Before Discount		\$0.00 \$100.00
	% Discount		N/A 40%
	Unit Price After Discount		\$0.00 \$60.00
	Price Schedule/Catalog Information and Date		N/A 4/1/2015
8	On-site Personnel Training	1	
	Price Each		\$0.00 \$150.00
	Extended Price		\$0.00 \$150.00
	Warranty		5 Year Extended Warranty Parts 1 Year Labor, MFG Specific on Hardware
	Payment Terms		2%, 10 days Net 30