



# Conference Room AV Upgrade

Submitted To:

Brandon Pohja

Alachua County BOCC

5620 NW 120<sup>th</sup> Ln, Gainesville, FL 32653

06/27/2022

Submitted By:

Summer Vyne

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## 1. Overview

**AnuVision Technologies, Inc.** is a certified American Indian, Woman-Owned small business specializing in Audio Visual, Integration, and Technology services. Founded by an experienced and skilled group of professionals who believe there is a better way to offer clients a seamless approach to solve their technology needs, we strive to provide the best possible outcomes, giving our client's technology solutions that are simple, innovative, and reliable. Our team has over 25 years of combined experience in the evolving field of professional technology and AV integration and services.

At AnuVision Technologies we work hand in hand with our clients to identify their goals and provide a solution appropriate for their applications. We utilize skilled expertise and previous experience to analyze cost savings opportunities to help reduce expenditures on unnecessary equipment or features and collaborate with a network of quality manufacturers to provide comprehensive, reliable solutions for our customers. Our ongoing commitment to customer service has resulted in long-term relationships with Fortune 50 companies and government entities alike.

## Women Minority Owned Small Business

AnuVision Technologies is a certified American Indian, Woman Owned Small Business. Our founder is a member of the Citizens of Potawatomi Nation, which is a federally recognized government of the Potawatomi People.

- **WBE - Women Owned Business - State of Florida Certified**
- **MBE - Minority Owned Business (Native American) – State of Florida Certified**
- **WBE - Women Business Enterprise – Women's Business Enterprise National Council**
- **WOSB - Women Owned Small Business - Women's Business Enterprise National Council**
- **ISBEE - Indian Small Business Economic Enterprise**



## Mission Statement

Our mission is to bring our passion and experience to deliver exceptional customer service, innovative solutions and evolving connections between professionals and technology in the modern workplace and classroom environments.

## Vision Statement

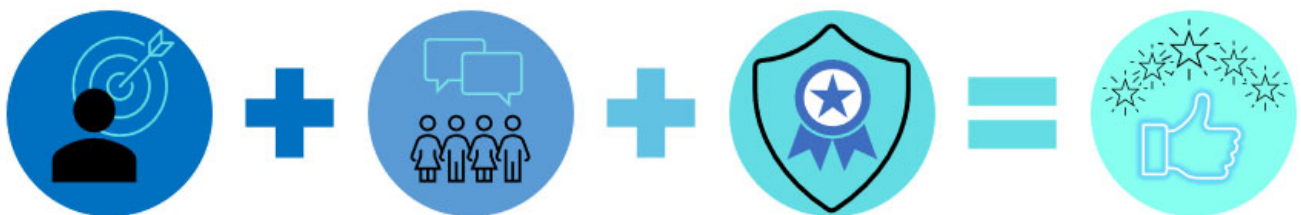
To make a seamless connection between people and technology in the workplace or classroom.



## Our Approach

As a customer focused company, we are also structured to be flexible and agile. This allows us to swiftly adjust to changing conditions while focusing on customer outcomes and satisfaction. Our culture is to always be transparent with honest, respectful communications and to provide a personalized customer experience with high-quality workmanship.

1. **Customer Focused** - We will listen and work with your team to develop and implement a custom solution tailored to suit your goals and needs.
2. **Transparent Communications** - From design to handoff, we will keep an open line of communication between our clients, our sales team, and our project management team to ensure everyone remains focused on the same cohesive objectives.
3. **Quality Workmanship** - We strive to integrate your unique solution with trained and experienced technicians and commissioners, exceeding outcome expectations that we stand behind and guarantee.



## Our Commitment

### To Our Customers

At AnuVision Technologies, we are committed to offering our customers the highest level of service and standards to maintain long-term relationships. We are committed to being a longstanding solution for our customers by listening to their needs and challenges, developing viable innovative solutions, keeping the lines of honest and timely communications, delivering on our promises, and standing by our work. We aim to exceed expectations and help our clients collaborate and perform in the evolving technology world.

### To Our Partners

At AnuVision Technologies, we value the foundation of partnerships. We collaborate with a network of manufacturers, contractors, and complimentary services to provide a whole rounded solution with the best expertise for our customers.



### To Diversity

At AnuVision we are dedicated to providing an inclusive and diverse work environment. Our company culture is based on the belief that we are only as strong as our team. We believe our team is only as strong as the different and diverse backgrounds, viewpoints, and ideas we have to collect and share.

### To Giving Back to Our Community

At AnuVision, we believe that it is crucial to uplift the community that we work and live in. We are a proud donor and supporter of the Tim Tebow Foundation, whose mission is to bring faith, hope and love to those needing a brighter day in their darkest hour of need. Whether it is through Timmy's Playroom in children's hospitals around the country, a Night to Shine events serving and celebrating people with special needs throughout the world, Orphan Care serving orphans and preserving families, or assisting in the global fight against human trafficking; the Tim Tebow Foundation is making a profound impact on children's lives in Jacksonville and throughout the world. <https://www.timtebowfoundation.org/>



## 2. Services and Additional Deliverables

### Project Management

AnuVision will provide professional project management as a key service to help ensure the success of the project. AnuVision project managers are trained in globally recognized project management fundamentals (PMP, PMI) and have experience managing projects throughout all phases of a project lifecycle, including initiation, planning, executing, monitoring, control and closing. We have many internal tools, processes, and best practices in place to ensure that we communicate early, consistently, and effectively.

### Project Schedule

AnuVision understands that time is the essence of this project. We will make every reasonable effort in coordination and communication to ensure that your timetable is met. However, there are many factors outside of our control that may impact this schedule, such as the manufacturer and delivery of equipment from our vendors, and completion of requirements and responsibilities outside of our Scope of Work. As your timetable changes, we will make every effort to accommodate your new schedule, however AnuVision cannot guarantee that an installation crew will be available if planned installation dates change.

**We require a minimum of ten (10) working days' notice as to a revision of schedule dates that will change the time that a crew is required on-site. Notification of a change in schedule with less than 10 days' notice to AnuVision may result in additional charges and impact to schedules and deadlines.**

This pricing in this proposal is based on non-overtime rates during normal business hours defined as Monday through Friday excluding holidays unless specified otherwise in this proposal. Any work required outside of this timeframe will result in additional charges. The project manager will work with the customer and the design and procurement teams to establish realistic timelines for the delivery and installation of system components. The project manager will also work with the customer to establish timeframes for other deliverables including training and documentation.

### Training

AnuVision's Technical Team provide services to ensure that your teams understand how to fully utilize all components of the integrated system. These basic knowledge transfer services are designed to help bolster technology utilization within your organization. A AnuVision representative will provide hands-on training of how to use the system at the completion of the installation. This is typically provided on-site, unless specifically excluded for remote sites. This training is based upon the requirements identified during the design phase and can include both technical and administrative level training, depending upon the customer's ongoing support personnel.

## System Warranty

AnuVision will warranty its installation services to be free of defects in workmanship and materials for a period of one (1) year. This warranty period will begin at the completion of the installation.

AnuVision will furnish all labor and material needed to complete the warranty service and restore the system to operational status in accordance with original design criteria and manufacturer's specifications.

This warranty excludes operational support, preventive maintenance services, consumables or failures caused by user error, damage or use of equipment outside intended functionality.

On equipment furnished by the owner, we cannot warranty this equipment without an additional service contract. However, during the installation we will test and adjust owner furnished equipment as necessary for the best possible performance. Should repairs be necessary, we will advise you of these at that time and give estimates as to what these repairs should run.

No other representation, warranty, or guarantee, express or implied, is included in this proposal including implied warranties of fitness for a particular purpose or merchantability. In no event shall either party be liable for any special, indirect, consequential, incidental, or punitive damages.

## AnuVision Care Plan

AnuVision's Care Plan is a comprehensive service level agreement designed to provide proactive preventive checks & services as well as break-fix callout support with guaranteed response times and priority escalation. These add-on services are designed to minimize downtime and maximize your technology investment through a proper maintenance program and improved life-cycle management.

## Service Engagement

You may request warranty support by one of the following methods:

- **Telephone:** 1 - (904) 720-2182
- **Email:** [hello@AnuViontech.com](mailto:hello@AnuViontech.com)
- **Web:** <https://AnuViontech.com/services/service/>

Warranty support is available during normal working hours M-F 8:00AM–5:00PM.

When requesting support, please identify yourself, the street address of the service location and room requiring support. State the nature of the problem with as much detail as possible and the room availability. If the problem is video teleconference related, please be prepared to provide our service coordinator the serial number of the video teleconference component requiring support.

### 3. Project Dependencies & Responsibilities

#### AnuVision Technologies Requirements & Responsibilities

These are items that AnuVision will complete in fulfilling the project Scope of Work.

- **Assign a project team including a Project Manager**
- **Provide and coordinate installation schedule**
- **Provide documented weekly progress updates**
- **Install systems as described in the above statement of work and the Project Drawings**
- **Take photos of installed systems**
- **Provide Project closeout deliverables to customer**

#### Customer Requirements & Responsibilities

These are items that AnuVision is dependent upon to complete the project Scope of Work on time, however, **these requirements and responsibilities are not provided by AnuVision. For a complete list of exclusions, please refer to the “Not included in AnuVision’s Scope” section below.**

These requirements must be provided by the owner or other 3<sup>rd</sup> parties, and may fall under the responsibility of an Architect, General Contractor, Electrical Contractor, Data Contractor, Security Contractor, and/or Furniture/Millwork Contractor, IT departments, Facilities or Real Estate groups.

#### Owner Furnished Equipment and Software

If required, AnuVision will make every reasonable effort to utilize existing Owner Furnished Equipment (OFE) for use in this project. In the event that the OFE is determined to be unusable for this purpose, AnuVision will notify the customer. AnuVision assumes no liability or risk of loss for OFE or data contained therein.

If required, AnuVision will make every reasonable effort to utilize and modify Owner Furnished Software (OFS), existing software, or “code” as provided by the owner for use in this project. In the event that this software or code is determined to be unusable for this purpose, AnuVision will notify the customer. AnuVision assumes no liability for existing software or “code”.

During the installation, all OFE and OFS that will be incorporated into the system (including OFE computers, laptops, and mobile technology devices that will connect to the systems ad-hoc) must be available for our technicians to set up the system properly. Failure to have this equipment available during the installation will necessitate additional visits by our technicians to finish the system setup that may result in additional charges.

## Site Conditions

The minimum acceptable site conditions of the project site for the installation of electronic equipment are as follows.

- **The rooms and directly adjacent areas into which the equipment will be installed must be dust-free with floor, ceiling, and wall finishes to be completely installed in the rooms affected by the equipment.**
- **The rooms into which the equipment will be installed must be secure. All equipment delivered to the site will become the property of the owner immediately upon delivery.**
- **All Electrical power, conduit systems, HVAC systems, IT requirements (wired or wireless services), communication circuits, and or other services required by the systems and equipment should be fully installed, energized, and configured for use.**
- **Furniture into which components of the equipment will be installed shall be present at the time of staging and/or installation.**
- **All telephone, POTS, VOIP, modem, PRI, data, LAN, and telecommunications connections are installed, fully tested, and active.**
- **Configuration of OFE networks, applications, servers, and services to provide interoperation with installed systems.**
- **Coordination and timely IT support and documentation (such as providing IP addresses).**

## Notification of Completion and Acceptance

AnuVision Technologies will provide written notification upon completion of the Scope of Work to Customer via an acceptance document. At that time, AnuVision will work with the customer to resolve any outstanding issues, deliverables, or punch list items related to this Scope of Work that may exist. Customer shall provide a written acknowledgement of AnuVision's completion of the Scope of Work by having an authorized representative sign and return the acceptance document. AnuVision will proactively seek acceptance from the customers designated representatives via email, voice, and/or US Mail. If no response is received (5) business days after a 3rd successive attempt, AnuVision will notify the Customer in writing that the Services in accordance with this Statement of Work are complete and the project is considered to be accepted by the Customer.

## Work Not Included in AnuVision's Scope

The system described in this Scope of Work is a complete, working system with the exceptions as noted below. These items are required for successful completion of the **project but** are not provided by **AnuVision**.

- **The electrical power system necessary to power the listed equipment (including but not limited to: conduits, raceways, pull boxes, junction boxes, outlet boxes, wiring, conductors, breaker panels, transformers, etc.) will be provided and installed by others.**
- **The empty conduit system also known as "containment", and cable raceways (including conduits, junction boxes, outlet boxes, raceways, cable ladders, etc.) into which the cabling for the audio, video, data, and control systems will be provided and installed by others.**
- **Any required floor cores for access between floors of the building vertically will be provided by others.**
- **The repair of the ceiling, ceiling tiles, or ceiling tile grid after the installation of the screen, video projector lift, etc. to be provided by others.**
- **Any modifications to the structural, mechanical, electrical, and plumbing systems or movement of obstructions in the walls, floors, or ceilings to be provided by others.**
- **All analog telephone lines required by any audio-conferencing units will be furnished and installed by others.**
- **The transmission lines and network interfaces required by the videoconferencing units will be furnished and installed by others. AnuVision will work with the Owner to coordinate the requirements for these systems, but other contractors will complete the provisioning and installation of these items.**
- **The network connections and cabling systems required by the remote-control systems will be furnished and installed by others.**
- **The network connections and cabling systems required by the computers will be furnished and installed by others.**
- **The building structure, to which the devices will be mounted, will be furnished and installed by others.**
- **Any operators' consoles, cabinetry, credenzas, lecterns, or other furniture into which devices will be mounted will be furnished and installed by others unless specifically listed herein.**

## 4. Terms and Conditions

### Conditions of Agreement

This quotation is intended as an offer to sell the specific goods and or services described on the quotation at the prices stated therein. AnuVision hereby expressly objects to any terms contained in Customer's acceptance that are different from or additional to those contained in this offer. The Terms and Conditions set forth herein may not be changed, modified, or added to except in a written agreement signed by AnuVision. In the absence of such written agreement, issuance of a purchase order or other form of acceptance of this quotation by Customer shall constitute Customer's agreement to be bound by the Terms and Conditions set forth herein, regardless of any contrary provisions contained in any purchase order or other form of acceptance of Customer. Any price quotation by AnuVision shall remain valid for sixty (60) days. This offer is contingent upon approval of Customer's credit to AnuVision.

### Invoicing and Payment

#### **Payment Upon Delivery and Completion**

Customer will remit payment for equipment delivered and signed off for and will remit payment for installation and labor services at the time of completion and signoff. Customer agrees to remit payment by check or wire transfer for such invoices within thirty (30) days from the invoice date. Customer agrees to pay a finance charge equal to 2% per month on all invoices not paid timely. In the event that AnuVision employs an attorney to collect unpaid amounts, Customer agrees to pay all reasonable legal fees and costs incurred by AnuVision in such action.

### Taxes

For jurisdictions that the AnuVision is registered, quotation will estimate the applicable tax. Customer shall pay all actual applicable sales, use, VAT, GST or other taxes or duties in effect at time of invoice for sale of products or services related to this Agreement. In the event, AnuVision is required by a third party to pay any such tax, duty or fee, Customer shall reimburse AnuVision therefore promptly upon notice to AnuVision. Customer hereby indemnifies AnuVision against any claims, penalties or suits arising from failure to pay any such taxes as may be legally due.

### Restocking Fees

Any equipment or materials ordered by Customer may be cancelled or returned only at the discretion of AnuVision; in some cases equipment cannot be cancelled or returned. If such cancellation or return is authorized by AnuVision, Customer will be responsible for any related restocking fees, return freight costs, handling charges, and demobilization costs.

### Independent Contractor Relationship

AnuVision and Customer are contractors independent of one another and neither party's employees will be considered employees of the other party for any purpose.

## Confidentiality

Each party will not furnish, use, or divulge to any individual, firm, corporation, or other entity, any proprietary or confidential information of the other party. The information furnished in this proposal and any related design information is the confidential and proprietary information of AnuVision and is provided for the purpose of assisting you in evaluating this proposal. This information remains the property of AnuVision and is not to be distributed outside of your company without written permission from AnuVision and payment for our design and engineering time expended to date.

## Non-Solicitation

During the term of our agreement and for a period of one year after completion of services, Customer will not hire or directly or indirectly recruit, induce, or solicit any employee or contractor of AnuVision Technologies, Inc. for employment with any other person or entity.

## Force Majeure

Other than payment of amounts due herein, neither party shall be responsible for delays or failures that arise due to circumstances beyond its reasonable control.

## Title and risk of loss

Title and risk of loss or damage to equipment and materials shall pass to Customer upon delivery to Customer's site, at which point the security and insurance coverage for such equipment and materials will be Customer's responsibility.

## Limitation of Liability

No other representation, warranty, or guarantee, express or implied, is included in this proposal including implied warranties of fitness for a particular purpose or merchantability. In no event shall either party be liable for any special, indirect, consequential, incidental, or punitive damages.

## Insolvency and Assignment

Either party shall have the right to cancel any order in the event that the other party becomes bankrupt or makes a general assignment for benefit of creditors. Customer may not assign any of its rights or obligations hereunder without the written consent of AnuVision, which will not be unreasonably withheld.

## 5. Acceptance of Proposal

As an authorized representative of **Alachua County BOCC** I accept this proposal dated **06/27/2022**, its entirety including the total quoted price of **\$ 53,494.66** and in full compliance with the terms and conditions stated.

To generate an official order, a signed purchase order must be received within ten (10) business days from acceptance. Changes to this order will be mutually agreed upon in writing and signed by designated person(s).

Original to be signed and returned to:

**AnuVision Technologies, Inc.**

**3738 Southside Blvd, Ste. 105**

**Jacksonville, FL 32216**

### *CUSTOMER ACCEPTANCE*

\_\_\_\_\_  
Name (print)

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Title

\_\_\_\_\_  
Date

### *ANUVISION ACCEPTANCE*

\_\_\_\_\_  
Name (print)

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Title

\_\_\_\_\_  
Date



Company Name: Alachua BOCC

Attn: Brandon Pohja  
Billing Address: 5620 NW 120th Lane  
City, State Zip: Gainesville, FL. 32653

Quote Name: Conference Room - Option 1

Quote Date: 6/27/2022  
Quote Number: ANUVI-0083 Rev 1  
Prepared by: Summer Vyne  
Payment Terms: NET 30

Aligned to OCPS contract - ITB2003106 - Catalog % Discount - Equipment and Supplies  
Aligned to FL State Contract No. PC67436 - Crestron (less additional Discounts)

Manufacturer	Part Number	Description	Qty	MSRP	% off MSRP	Discounted Price	Price	Line Total
<b>Projector/Display and Accessories:</b>								
Sharp/NEC	E558	55" LED Public Display Monitor with built-in ATSC (8-VSB, Clear-QAM)/NTSC tuner. 3840 x 2160 native resolution (4K / UHD), 3 Year Warranty	4	\$ 1,455.00	5%	\$ 1,382.25	\$ 1,120.24	\$ 4,480.96
Chief	MTM1U	Medium Fusion Micro-Adjustable Tilt Wall Mount	4	\$ 234.00	25%	\$ 175.50	\$ 164.71	\$ 658.84
Chief	CSSLP15X10	Proximity Component Storage Slide-Lock Panel	4	\$ 204.00	25%	\$ 153.00	\$ 144.71	\$ 578.84
Sharp/NEC	C981Q	98" Ultra High Definition Large Format Display	1	\$ 12,819.00	5%	\$ 12,178.05	\$ 8,723.59	\$ 8,723.59
Chief	XSM1U	X-Large Fusion Micro-Adjustable Fixed Wall Display Mount	1	\$ 328.00	25%	\$ 246.00	\$ 231.76	\$ 231.76
Chief	CSSLP15X10	Proximity Component Storage Slide-Lock Panel	1	\$ 204.00	25%	\$ 153.00	\$ 144.71	\$ 144.71
Viewsonic	IFP8650-E1	86" ViewBoard Interactive Flat Panel Education	1	\$ 8,193.00	10%	\$ 7,373.70	\$ 3,136.09	\$ 3,136.09
Chief	LSD1U	Large Fusion Dynamic Height Adjustable Wall Mount	1	\$ 1,785.00	25%	\$ 1,338.75	\$ 1,257.65	\$ 1,257.65
Chief	FHB5037	FUSION and Thinstall Hardware Kits	1	\$ 51.00	25%	\$ 38.25	\$ 36.47	\$ 36.47
Chief	CSSLP15X10	Proximity Component Storage Slide-Lock Panel	1	\$ 204.00	25%	\$ 153.00	\$ 144.71	\$ 144.71
<b>Video:</b>								
	OFE	Ultra Small Form Factor PC	1					
	OFE	OWL Camera	2					
Kramer	VIA Connect2	Wireless Content Presentation, Collaboration, and Conferencing Solution	1	\$ 1,290.00	10%	\$ 1,161.00	\$ 991.76	\$ 991.76
Crestron	DM-NVX-360	Crestron Encoder/Decoder	3	\$ 1,980.00	25%	\$ 1,485.00	\$ 1,237.50	\$ 3,176.46
Crestron	DM-NVX-360C	Crestron Encoder/Decoder Card	4	\$ 1,980.00	25%	\$ 1,485.00	\$ 1,237.50	\$ 4,235.28
Crestron	DMF-CI-8	DigitalMedia Card Chassis	1	\$ 2,200.00	25%	\$ 1,650.00	\$ 1,375.00	\$ 1,176.47
Icron	RAVEN 3104	Raven USB 3.1 Extender System	1	\$ 1,184.00			\$ 1,001.18	\$ 1,001.18
<b>Audio:</b>								
Shure	P300-IMX	Audio Conferencing Processor	1	\$ 2,399.00	15%	\$ 2,039.15	\$ 1,403.38	\$ 1,403.38
Crestron	AMP-X75	X-Series Amplifier, 75 W	1	\$ 550.00	25%	\$ 412.50	\$ 309.38	\$ 294.12
Crestron	SAROS ICE6T-W-T-EACH	Saros Express 6.5" 2-Way In-Ceiling Speaker	4	\$ 202.00	25%	\$ 151.50	\$ 113.63	\$ 432.00
<b>Control:</b>								
Crestron	TS-1070-B-S	10" Tabletop Touch Screen	1	\$ 3,300.00	25%	\$ 2,475.00	\$ 1,856.25	\$ 1,764.71
Crestron	CP4N	4-Series Control System	1	\$ 3,080.00	25%	\$ 2,310.00	\$ 1,732.50	\$ 1,647.06
Arakis	AN-310-SW-R-16-POE	310 Series L2 Managed Gigabit Switch with Full PoE+ and Rear Ports - 16 Ports	1	\$ 1,277.95			\$ 936.82	\$ 936.82
<b>Equipment Rack and Hardware:</b>								
Middle Atlantic	CFR-12-18	12 RU Cabinet Frame Rack	2	\$ 481.00	20%	\$ 384.80	\$ 289.41	\$ 578.82
	Rack-Hardware	Custom Equipment Rack Hardware	1				\$ 599.32	\$ 599.32
<b>Installation &amp; Associated Hardware:</b>								
	Cable_Kit	Custom Plenum Cable Set & Connectors	1				\$ 856.89	\$ 856.89
	Installation_Hardware	Custom Installation Hardware	1				\$ 906.00	\$ 906.00
	Installation	Hardware Installation	1	86 Hours @ \$80 per hour			\$ 6,880.00	\$ 6,880.00
	Programming	Custom Programming	1				\$ 3,972.00	\$ 3,972.00
	PM_Eng_CAD	PM, Engineering & CAD	1				\$ 1,571.00	\$ 1,571.00

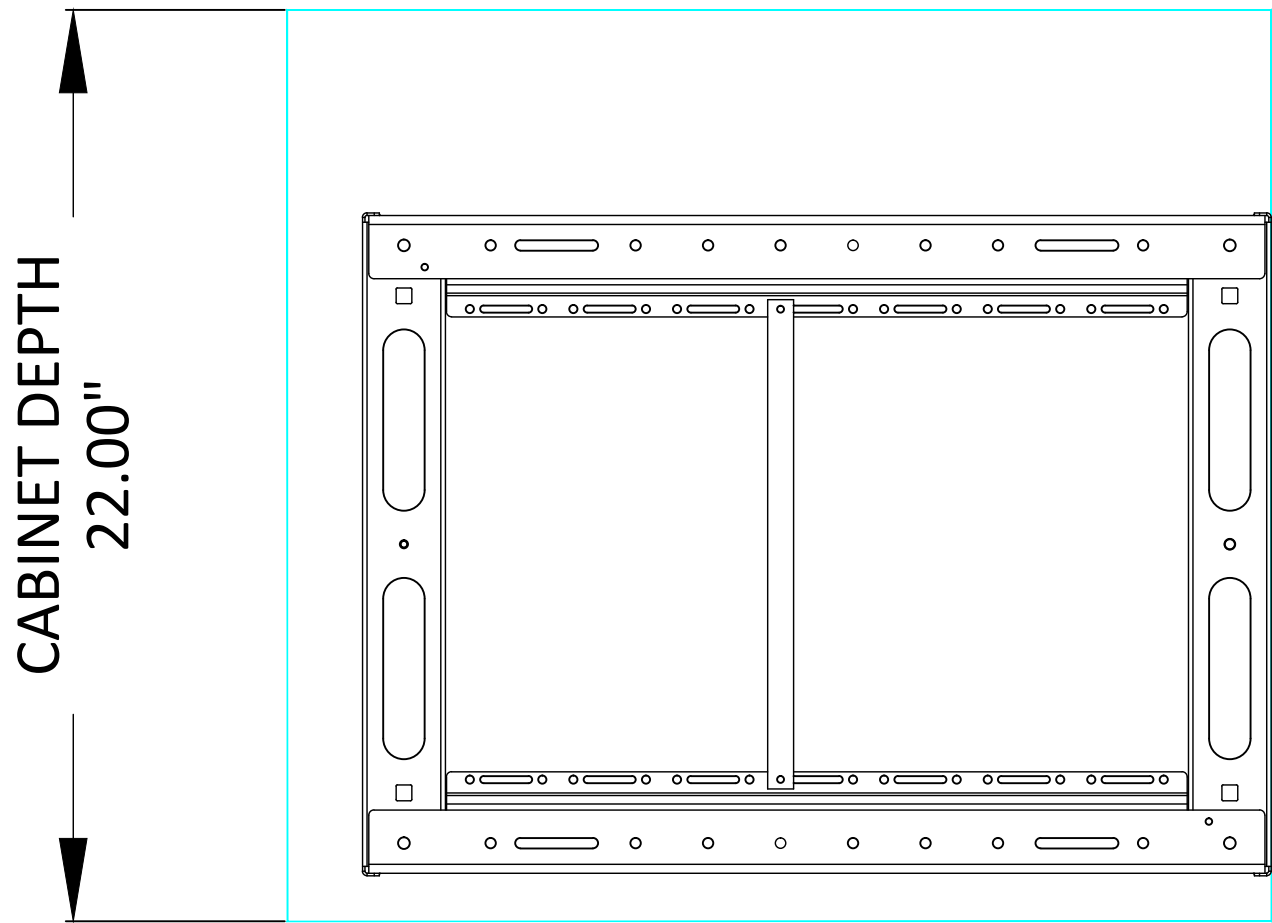
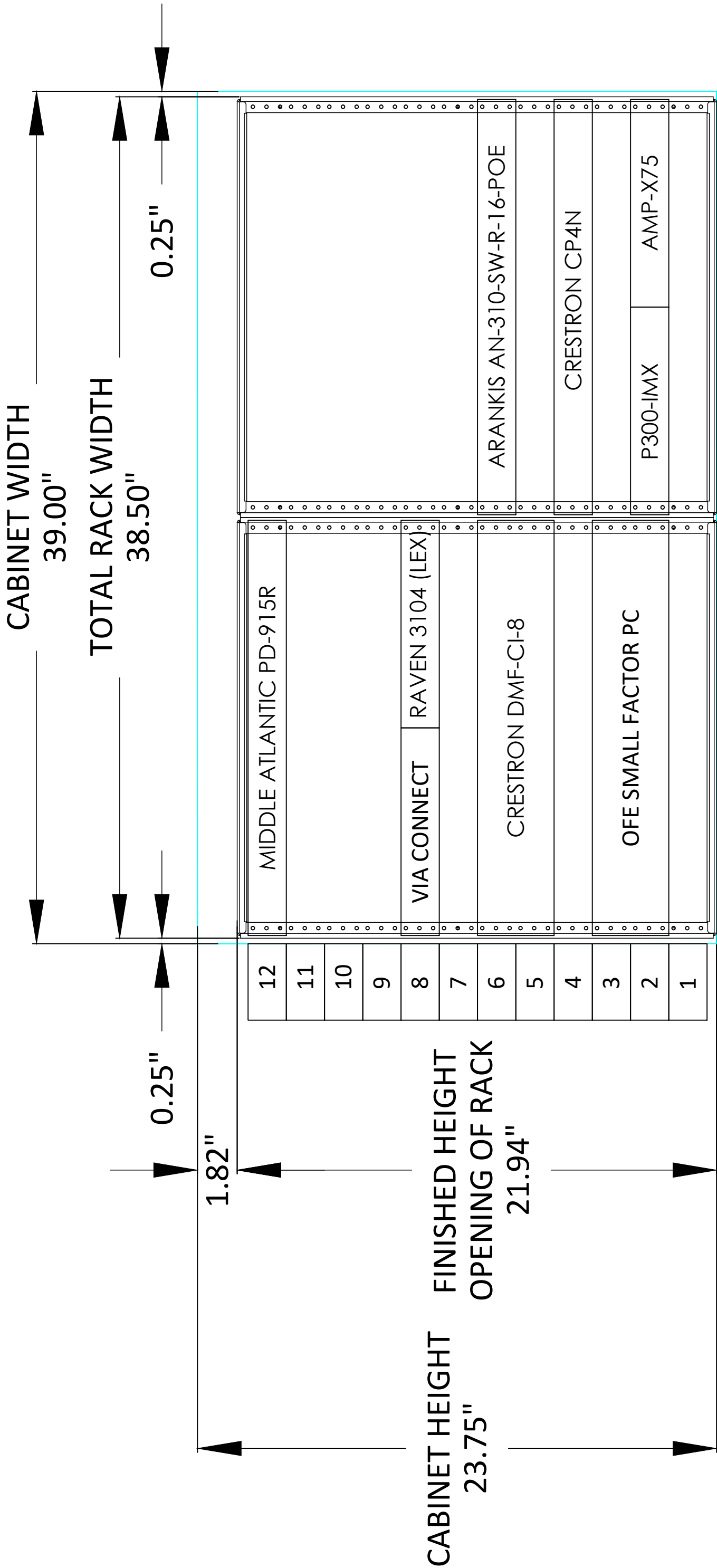
**Notes:**

Due to the current economic state of logics and supply chain dynamics, manufacturers are no longer offer guaranteed pricing for any set amount of time. Pricing is subject to change at any time.

Subtotal: \$51,816.89  
Ground Shipping \$ 1,677.77  
Tax (%): \$ -

**TOTAL: \$53,494.66**





(2) MIDDLE ATLANTIC  
CFR-12-18