

Proposal



To:
Charles Klein
International Leadership of Texas
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Submitted by:

Preferred Technologies, LLC
3709 Promontory Point Drive, Ste. 106
Austin, TX 78744
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Title: International Leadership of Texas, New HQ Structured Cabling and A/V additions – Revision 3

Contract Number: DIR-CPO-4742

Date Submitted: 11/29/2021

Point of Contact: Alan Ham
Sales and Design Professional

Base Proposal Amount: \$164,150.35

Signed:

Alan Ham
Sales and Design Professional
Preferred Technologies, LLC
(346) 262-3792
alanham@pref-tech.com



Overview

Preferred Technologies, LLC. (Pref-Tech) will provide structured data cabling and additions to the existing A/V scope for International Leadership of Texas at their new HQ. Pref-Tech's work will be compliant with manufacturer requirements, applicable codes, and the highest industry standards.

Scope of Work

Preferred Technologies, LLC. will perform the following tasks:

- Structured Cabling
 - Pref-Tech will provide and install (90) dual, wall mounted CommScope CAT6 data drops. These data drops will use a blue jacket.
 - (1) patch panel will be installed in each IDF location to support these CAT6 data drops.
 - Each data drop will include (2) patch cords. (1) will be 3ft long and (1) will be 5ft long.
 - Pref-Tech will provide and install (131) single furniture-mounted CommScope CAT6 data drops to support data for the open area workspaces and the copiers in the designated storage areas. These data drops will use a blue jacket.
 - (1) patch panel will be installed in each IDF location to support these CAT6 data drops.
 - Each data drop will include (2) patch cords. (1) will be 3ft long and (1) will be 5ft long.
 - Pref-Tech will provide and install (24) single, ceiling CommScope CAT6 data drops to be used for the wireless access points (provided by others). These data drops will use a white jacket.
 - (1) patch panel will be installed in each IDF location to support these CAT6A data drops.
 - Each data drop will include (2) patch cords. (1) will be 3ft long and (1) will be 5ft long.
 - Pref-Tech will provide a Corning Single-mode 12-strand OS2 fiber backbone to support the horizontal structured cabling.
 - The ISP will need to install a fiber patch cord from the modem into the switch in the first floor IT Work Room.
- A/V Additions
 - Room 120
 - (1) 98" Monitor will be added next to the monitor to be installed in Room 120.
 - Room 118/119
 - (1) additional transmitter will be located at the podium in in each of these rooms and will have sources that can be shown on the rolling A/V cart shown below and on the displays in the room.
 - (1) Rolling cart with 75" display will be shared between the rooms. When in use, it will be plugged into local power and a wall mounted data port at the front of the room in 118/119. It will function in the same way as the fixed displays in 118/119.
 - Connections from the Studio to 118, 119 and 120 will be upgraded from a category cabling connection to a fiber connection. This will require (1) SDI to fiber converter and (1) fiber to SDI converter for each room. Fiber, transmitters, labor for fiber installation and programming/configuration are included in this scope.
- Pref-Tech Labor Service
 - Pref-Tech will provide project management services to include proper project facilitation and close out documentation to International Leadership of Texas.



Assumptions

The below assumptions were applied when pricing this project. The pricing in this proposal is contingent upon the validity of these assumptions. Additional charges may result if these assumptions be found false.

- Pref-Tech's work is limited to the installation of the bill of materials listed in the Pricing Sheet.
- Others will provide construction drawings in AutoCAD format for permitting.
- Others will provide all required 120VAC power.
- Others will provide all necessary network access, server and workstation permissions, and IP information.
- Others will provide physical access to all work locations.
- Others will provide adequate pathway for cabling between all four floors.
- Others will provide client workstations.
- Others will provide necessary wall space.
- Others will provide WAPs and switches.
- All material shipments will be standard ground. If expedited shipping is required, then extra charges may apply.
- Taxes are excluded. If taxes apply, then Pref-Tech will apply the required taxes to each invoice.



Bill of Material

| BILL OF MATERIALS | | | | | | | | | | MSRP | | DISCOUNT | | SUBTOTAL | | DIR FEE | | TOTAL | |
|---------------------------------------|-----------------------------|-----------------------------|---|-------------|-------------|-----------|------|---------------|---------------|------------|--------------|--------------|---------------|---------------|---------------|-----------------|------------------|---------------|--|
| DIR ITEM TYPE | MANUF | PART NUMBER | DESCRIPTION | QTY OF KITS | QTY PER KIT | TOTAL QTY | UNIT | UNIT MSRP | TOTAL MSRP | % OFF MSRP | UNIT RETAIL | TOTAL RETAIL | DIR FEE % | DIR FEE TOTAL | DIR FEE TOTAL | DIR UNIT RETAIL | DIR TOTAL RETAIL | | |
| DIR LABOR | PREF-TECH | DOCUMENTATION | DIR LABOR | NA | NA | 16.00 | HR | \$ 175.00 | \$ 2,800.00 | 15.00% | \$ - | \$ - | 0.75% | \$ - | \$ - | \$ - | \$ - | \$ 2,987.92 | |
| DIR LABOR | PREF-TECH | PROJECT MANAGEMENT | PROJECT MANAGEMENT | NA | NA | 80.00 | HR | \$ 175.00 | \$ 14,000.00 | 15.00% | \$ 148.75 | \$ 11,900.00 | 0.75% | \$ 1.12 | \$ 89.60 | \$ 148.87 | \$ 11,989.80 | | |
| DIR KIT | PREFERRED TECHNOLOGIES, LLC | ILT-HQ-HQ SCS-1022021 | DIR KIT HQ SCS | 1.00 | NA | 1.00 | EA | \$ 107,225.46 | \$ 107,225.46 | 15.00% | \$ 91,141.64 | \$ 91,141.64 | 0.75% | \$ 683.56 | \$ 683.56 | \$ 91,825.20 | \$ 91,825.20 | | |
| SINGLE CAT 6 WALL DROP BLUE | | | | | | 131.00 | | | | | | | | | | | | | |
| DIR KIT COMPONENT | COMMSCOPE | CMP-00423C534-6U-06 | CS-UNIPRIS CS34P BLU 06 423 UUTP CPK 1K1FT 23-4P UTP-PLENUM SOL BC CAT6 CS34P BLUE BOXED UNF/26981410 | NA | NA | 26200.00 | FT | \$ - | \$ - | 0.00% | \$ - | \$ - | 0.75% | \$ - | \$ - | \$ - | \$ - | | |
| DIR KIT COMPONENT | COMMSCOPE | 969625 | CS-UNIPRIS UNJ600-BL UNIPRISE MODULAR RJ45 JACK CAT 6, UTP 8 POSITION, BLUE MD #760237778 | NA | 131.00 | 131.00 | EA | \$ - | \$ - | 0.00% | \$ - | \$ - | 0.75% | \$ - | \$ - | \$ - | \$ - | | |
| DIR KIT COMPONENT | COMMSCOPE | MM03-COM03-06 | CS-UNIPRIS LC18B82-02F003 CBL ASSY MOD 24-4PR STR CAT6 T568B 3FT BLUE LC18B82-02F003 | NA | 131.00 | 131.00 | EA | \$ - | \$ - | 0.00% | \$ - | \$ - | 0.75% | \$ - | \$ - | \$ - | \$ - | | |
| DIR KIT COMPONENT | COMMSCOPE | MM03-COM03-06 | CS-UNIPRIS LC18B82-02F005 CBL ASSY MOD 24-4PR STR CAT6 T568B 3FT BLUE LC18B82-02F005 | NA | 131.00 | 131.00 | EA | \$ - | \$ - | 0.00% | \$ - | \$ - | 0.75% | \$ - | \$ - | \$ - | \$ - | | |
| DIR KIT COMPONENT | COMMSCOPE | 108258427 | 1-PORT L TYPE FLUSH MOUNTED FACEPLATE - WHITE | NA | 131.00 | 131.00 | EA | \$ - | \$ - | 0.00% | \$ - | \$ - | 0.75% | \$ - | \$ - | \$ - | \$ - | | |
| DIR KIT COMPONENT | PREF-TECH | CUSTOM | CABLE LABEL | NA | 262.00 | 262.00 | EA | \$ - | \$ - | 0.00% | \$ - | \$ - | 0.75% | \$ - | \$ - | \$ - | \$ - | | |
| DOUBLE CAT 6 WALL DROP BLUE | | | | | | 90.00 | | | | | | | | | | | | | |
| DIR KIT COMPONENT | COMMSCOPE | CMP-00423C534-6U-06 | CS-UNIPRIS CS34P BLU 06 423 UUTP CPK 1K1FT 23-4P UTP-PLENUM SOL BC CAT6 CS34P BLUE BOXED UNF/26981410 | NA | NA | 45000.00 | FT | \$ - | \$ - | 0.00% | \$ - | \$ - | 0.75% | \$ - | \$ - | \$ - | \$ - | | |
| DIR KIT COMPONENT | COMMSCOPE | 969625 | CS-UNIPRIS UNJ600-BL UNIPRISE MODULAR RJ45 JACK CAT 6, UTP 8 POSITION, BLUE MD #760237778 | NA | 360.00 | 360.00 | EA | \$ - | \$ - | 0.00% | \$ - | \$ - | 0.75% | \$ - | \$ - | \$ - | \$ - | | |
| DIR KIT COMPONENT | COMMSCOPE | MM03-COM03-06 | CS-UNIPRIS LC18B82-02F003 CBL ASSY MOD 24-4PR STR CAT6 T568B 3FT BLUE LC18B82-02F003 | NA | 180.00 | 180.00 | EA | \$ - | \$ - | 0.00% | \$ - | \$ - | 0.75% | \$ - | \$ - | \$ - | \$ - | | |
| DIR KIT COMPONENT | COMMSCOPE | MM03-COM03-06 | CS-UNIPRIS LC18B82-02F005 CBL ASSY MOD 24-4PR STR CAT6 T568B 3FT BLUE LC18B82-02F005 | NA | 180.00 | 180.00 | EA | \$ - | \$ - | 0.00% | \$ - | \$ - | 0.75% | \$ - | \$ - | \$ - | \$ - | | |
| DIR KIT COMPONENT | COMMSCOPE | 197619 | CS-COMMCO M101SMB-B-262 6-PORT FLUSH MT UNLOADED SGL GANG M-SERIES 10769564 WHITE | NA | 180.00 | 180.00 | EA | \$ - | \$ - | 0.00% | \$ - | \$ - | 0.75% | \$ - | \$ - | \$ - | \$ - | | |
| DIR KIT COMPONENT | PREF-TECH | CUSTOM | CABLE LABEL | NA | 360.00 | 360.00 | EA | \$ - | \$ - | 0.00% | \$ - | \$ - | 0.75% | \$ - | \$ - | \$ - | \$ - | | |
| SINGLE CAT 6 A WAP DROP WHITE | | | | | | 24.00 | | | | | | | | | | | | | |
| DIR KIT COMPONENT | COMMSCOPE | CMP-00423C544-6AU-01 | CS-UNIPRIS CS4P WHI 04 423 UUTP CPK 1K1FT 23-4P UTP-PLENUM SOL BC CAT6A CS4P WHITE BOX 1000 FT UNF/426981410 | NA | NA | 6000.00 | FT | \$ - | \$ - | 0.00% | \$ - | \$ - | 0.75% | \$ - | \$ - | \$ - | \$ - | | |
| DIR KIT COMPONENT | COMMSCOPE | 1012620 | CS-UNIPRIS UNJ600-BL UNIPRISE MODULAR RJ45 JACK CAT6A T568B/8 UNSHIELDED NO DUST COVER WHITE 76024228 | NA | 48.00 | 48.00 | EA | \$ - | \$ - | 0.00% | \$ - | \$ - | 0.75% | \$ - | \$ - | \$ - | \$ - | | |
| DIR KIT COMPONENT | COMMSCOPE | MM03-UNP10G-01 | CS-UNIPRIS LC1AA2-08F003 CBL ASSY MOD 24-4PR STRANDED CAT6A 10G T568B 9FT WHITE LC1AA2-08F003 | NA | 24.00 | 24.00 | EA | \$ - | \$ - | 0.00% | \$ - | \$ - | 0.75% | \$ - | \$ - | \$ - | \$ - | | |
| DIR KIT COMPONENT | COMMSCOPE | MM03-UNP10G-01 | CS-UNIPRIS LC1AA2-08F003 CBL ASSY MOD 24-4PR STRANDED CAT6A 10G T568B 9FT WHITE LC1AA2-08F003 | NA | 24.00 | 24.00 | EA | \$ - | \$ - | 0.00% | \$ - | \$ - | 0.75% | \$ - | \$ - | \$ - | \$ - | | |
| DIR KIT COMPONENT | COMMSCOPE | 190269 | CS-COMMCO M101SMB-B-262 1-PORT SURFACE MT UNLOADED I/OENABLE M-SERIES 10769564 WHITE | NA | 24.00 | 24.00 | EA | \$ - | \$ - | 0.00% | \$ - | \$ - | 0.75% | \$ - | \$ - | \$ - | \$ - | | |
| DIR KIT COMPONENT | PREF-TECH | CUSTOM | CABLE LABEL | NA | 48.00 | 48.00 | EA | \$ - | \$ - | 0.00% | \$ - | \$ - | 0.75% | \$ - | \$ - | \$ - | \$ - | | |
| CAT 6 PATCH PANELS | | | | | | 8.00 | | | | | | | | | | | | | |
| DIR KIT COMPONENT | COMMSCOPE | 76207274 | MODULAR PANEL 24-PORT, 1-UNIT, CATEGORY SE/8/6A, UUTP (UNSHIELDED), 1.5 AMPERE, 19" WIDTH X 4.7" DEPTH X 1.75" HEIGHT, POWDER COATED STEEL/ENR/PLASTIC BLACK FIBER BACKBONE | NA | 8.00 | 8.00 | EA | \$ - | \$ - | 0.00% | \$ - | \$ - | 0.75% | \$ - | \$ - | \$ - | \$ - | | |
| CAT 6 A PATCH PANELS | | | | | | 8.00 | | | | | | | | | | | | | |
| DIR KIT COMPONENT | COMMSCOPE | 76207274 | MODULAR PANEL 24-PORT, 1-UNIT, CATEGORY SE/8/6A, UUTP (UNSHIELDED), 1.5 AMPERE, 19" WIDTH X 4.7" DEPTH X 1.75" HEIGHT, POWDER COATED STEEL/ENR/PLASTIC BLACK FIBER BACKBONE | NA | 8.00 | 8.00 | EA | \$ - | \$ - | 0.00% | \$ - | \$ - | 0.75% | \$ - | \$ - | \$ - | \$ - | | |
| DIR KIT COMPONENT | CORNING | 012E88-31131-A3 | MIC TIGHT-BUFFERED, INTERLOCKING ARMORED CABLE, PLENUM, 12 FIBER, SINGLE-MODE (OS2) | NA | 1500.00 | 1500.00 | FT | \$ - | \$ - | 0.00% | \$ - | \$ - | 0.75% | \$ - | \$ - | \$ - | \$ - | | |
| DIR KIT COMPONENT | CORNING | CCH-CP12-A9 | CLOSET CONNECTOR HOUSING (CCH) PANEL, LC ADAPTERS, DUPLEX, UPC, 12 FIBER, SINGLE-MODE (OS2) | NA | 7.00 | 7.00 | EA | \$ - | \$ - | 0.00% | \$ - | \$ - | 0.75% | \$ - | \$ - | \$ - | \$ - | | |
| DIR KIT COMPONENT | CORNING | 95-200-99 | UNICAM HIGH PERFORMANCE CONNECTOR, LC, SINGLE MODE (OS2), CERAMIC FERRULE, LOCK SINGLE PACK, BLUE HOUSING, BLUE BOOT | NA | 72.00 | 72.00 | FT | \$ - | \$ - | 0.00% | \$ - | \$ - | 0.75% | \$ - | \$ - | \$ - | \$ - | | |
| DIR KIT COMPONENT | CORNING | 787802CD120003M | FIBER OPTIC JUMPER, TWO FIBER SINGLE-MODE OS2 2.0MM LC LINKBOOT TO LC LINKBOOT 3 METER | NA | 6.00 | 6.00 | EA | \$ - | \$ - | 0.00% | \$ - | \$ - | 0.75% | \$ - | \$ - | \$ - | \$ - | | |
| DIR KIT COMPONENT | CORNING | CCH-01U | CLOSET CONNECTOR HOUSING, 1 RU | NA | 4.00 | 4.00 | FT | \$ - | \$ - | 0.00% | \$ - | \$ - | 0.75% | \$ - | \$ - | \$ - | \$ - | | |
| DIR KIT | PREFERRED TECHNOLOGIES, LLC | ILT-HQ-AV ADDITIONS-1022001 | DIR KIT AV ADDITIONS | 1.00 | NA | 1.00 | EA | \$ 47,750.00 | \$ 47,750.00 | 15.00% | \$ 40,587.50 | \$ 40,587.50 | 0.75% | \$ 304.41 | \$ 304.41 | \$ 40,891.91 | \$ 40,891.91 | | |
| MONITOR ADDITION AND AV CART BUILDOUT | | | | | | | | | | | | | | | | | | | |
| DIR KIT COMPONENT | VISIONALITY | VIS ADD 1 | VISIONALITY PARTS AND LABOR ASSOCIATED WITH THE ADDITION OF A MONITOR IN 120 AND AN AV ROLLING CART | NA | 1.00 | 1.00 | EA | \$ - | \$ - | 0.00% | \$ - | \$ - | 0.75% | \$ - | \$ - | \$ - | \$ - | | |
| DIR KIT COMPONENT | VISIONALITY | VIS ADD 2 | VISIONALITY PARTS AND LABOR ASSOCIATED WITH THE FIBER CONNECTIONS TO ROOM 118, 119 AND 120 | NA | 1.00 | 1.00 | EA | \$ - | \$ - | 0.00% | \$ - | \$ - | 0.75% | \$ - | \$ - | \$ - | \$ - | | |
| | | | | | | | | MSRP TOTAL | \$ 188,694.39 | | SUBTOTAL | | \$ 162,927.97 | DIR FEE | | \$ 1,222.38 | TOTAL | \$ 164,150.35 | |



Acceptance of Proposal

The Pref-Tech team thanks you for allowing us the opportunity to work with you on this project. To accept this proposal and allow Pref-Tech to proceed with the scope of work outlined above, please sign below and fax or email to your account executive.

My signature below constitutes acceptance of this proposed scope of work and the Terms and Conditions provided.

Signature

Name and Title

Company

Date



Terms and Conditions

This proposal is valid for 30 days.

This Proposal is subject to change based on unknown items that may occur as result of COVID-19 such as material delays, labor shortages, jobsite disruptions or governmental intervention. Even as the US is experiencing a wind-down, manufactures and production facilities are feeling the impacts limited by international imports (such as chip shortages), health and safety concerns, as well as economic impacts to their business. Lead times and production may be extended without warning. Projects with critical completion schedules should be coordinated with your **Pref-Tech SDP**.

Invoicing:

- **Pref-Tech will submit a mobilization invoice upon contract award for 25% of the total contract amount.** Mobilization includes (but is not limited to) all preparatory work necessary for the coordination and organization of personnel, procurement of materials, equipment, supplies, and incidentals required to begin the project; for the establishment of all necessary storage and facilities to facilitate the work; for premiums on bond and insurance (as applicable); and for all procedures/actions performed or costs incurred before the beginning of work.
- **Customer expressly allows Pref-Tech to invoice for stored materials.** Pref-Tech will store materials at the customer location or in the Pref-Tech bonded and insured warehouse and provide backup documentation with inventories by part number, pictures, etc., as requested by the Customer.
- **Customer expressly allows Pref-Tech to submit progressive invoices based upon completed work percentage or other production milestone.**

Payment terms are NET 30 days from the date of invoice. Past due amounts shall incur interest at 8% per annum, accrued daily from the date due (NET 30) until paid in full.

Pref-Tech may elect to preserve our right to perfect a bond or lien by sending notices in accordance with statutory requirements.

Any change to the scope of work or materials described in this proposal involving extra cost will only be effective upon the execution of a written change order by involved parties.

Pricing is conditional upon unrestricted access to all applicable areas where work is to be performed or access to and from areas where work is to be performed. Unless otherwise noted, the scope of work shown in this proposal is to be performed without delays. Additional trip charges may apply if delays caused by reasons outside of Pref-Tech's control are incurred.

Pref-Tech will guarantee all material and workmanship for a period of one year from the completion of the work included in this proposal. The warranty will commence upon final project acceptance and will terminate the 365th day beyond the date of final acceptance, regardless of warranty work conducted during the warranty period. The Owner is responsible for troubleshooting and identifying faults covered under this warranty. Additional fees may apply if Pref-Tech must troubleshoot issues for the Owner and/or if, during the course acting on a warranty request, Pref-Tech determines that the issue was not generated by failures in material or workmanship. Except for the foregoing warranty, Preferred Technologies specifically disclaims all other warranties, express or implied, including but not limited to the warranties of merchantability and of fitness for a particular purpose.

Pref-Tech shall not be liable for any special, consequential, incidental or exemplary damages or loss. Pref-Tech will not be responsible for equipment or parts which are in disrepair due to misuse, accident or mishandled by others not authorized to service this equipment during our agreement time. Pref-Tech will not be responsible for damages caused by fire, the elements, civil commotion, and malicious mischief, negligence of the customer, its agents or acts of God.

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