Proposal
Design & Integration

OGDEN PREPARATORY ACADEMY

A Technology Proposal created for: JH Gym

Account Executive: Adil Moledina

Systems Engineer: Juan Maturino

Opportunity Number: 44023   Revision: 1

bluum™

Scope of Work

Ogden Preparatory Academy – JH Gym

Video Display Solution:
For this installation, Bluum will install one new projector (with HDMI input). This projector shall display any of the connected HDMI content sources. The projector will be mounted from the gymnasium rafters. A new motorized 130" screen will be installed (69" H x 110" W). The installed projector will need to be placed between 10' to 16' 3" away from the projector. The mounting location will need to be verified prior to installation. If the installation location is not viable, a new location will need to be determined, and any costs associated with swapping out the projector, projector lens, mounting hardware will be an additional charge to the customer.

Video Source Solution:
Video Sources for this solution consist of 3x HDMI inputs. One HDMI wall plate will be installed in the gymnasium in the cubicle (or desk area) for the customer to connect an OFE Laptop. The second HDMI input location will be in the gymnasium, in an alternate location within 200 feet of the equipment room. Lastly, there will be a Barco wireless CX-30 that will be installed in the rack. The customer will be able to connect an OFE PC to the Barco dongle, allowing the Laptop to be shared wirelessly into the AV system. The Laptop will need to be inside of the coverage area designated for the Barco system. All of these locations will be routable to the projector from the control system.

Audio Solution:
Loud Speakers:
Four new speakers shall be installed in the gymnasium rafters to provide audio playback from the system throughout the gym. The speaker volume shall be controlled through from the QSC Touch Panel.

Microphones:
Two new wireless microphones shall be installed in the audio system. One of the wireless microphones will be a handheld microphone, while the second microphone will be a lapel microphone. The microphones will be connected through the DSP and will be routed to the new speakers.

Control Solution:
A QSC 10" touch screen control surface shall be installed in the system. This device shall be connected to the control system through the provided network switch.
A graphical user interface shall be programmed to give the user an intuitive control panel for all the room's necessary functions. These functions include:
--Projector power on/off.
--Projector screen up/down.
--Volume control
--Microphone gain adjustments
--Source signal routing to the displays

System Core and Infrastructure:
All cabling for this system shall be installed through existing cable pathways, equipment rack location, and device locations. Where possible, cabling shall be installed above the suspended ceiling and behind walls. Decorative surface mounted conduit shall be used when necessary.

Furniture/Rack Solution:
A new 12RU wall equipment rack shall be installed. The control system, network switch, wireless microphone receivers, DSP, and amplifier will be installed in this rack.

Client Responsibilities

The following responsibilities and items requested below are a requirement as per the project scope to be completed by the Client. If any of the below items cannot be completed prior to the dates coordinated with Bluum project management staff additional charges may apply.

This proposal assumes all owner furnished equipment is operational and without issues. If issues are discovered to exist with owner furnished equipment, Bluum reserves the right to charge for lost installation time, and will provide a solution to fix the issue which may result in a change order.

- Client will provide a two-man drivable scissor lift for installation.
- Podium color to be confirmed by client with Bluum project management before ordering.
- Acquire necessary credentials and licensing for conferencing platforms.
- Configure and provide all owner furnished equipment
- Provide a minimum of a Duplex electrical receptacle mounted at the display location.
- Provide a certified client network drop at the touch panel location. The touch panel location requires POE.
- Provide and configure all required network connections.
- Verifying configuration of the network connection prior to Bluum installation date.
- Verify equipment placement with Bluum Project Management.
- Verify cable and conduit pathway is accessible w/ Bluum Project management prior to installation date.
- Provide a clear, clean, and accessible room for the installation.
- Un-interrupted access to the rooms during install.
- Coordination of parking and building access.

Customer Expectations:

If multiple rooms were quoted, installation pricing for this proposal assumes that all quotes will be signed off on and installed at the same time. If one or more of the quotes in this proposal are not approved, existing quotes will need to be revised to reflect those changes and additional charges may apply.

Equipment locations such as closets, or cabinetry may require additional venting, or in some cases, dedicated cooling units to keep equipment operating at standard temperatures.

Bluum will not be responsible for the condition and functionality of any existing OFE (Owner Furnished Equipment) during the installation process. This includes transitioning product from the process of de-installation to re-installation. Should existing equipment fail or be found to not work properly with our system design, the customer will have the option of sourcing a Bluum approved replacement part or Bluum will offer a billable replacement alternative. If OFE malfunction causes delays in the installation timeframe, additional billable labor charges may apply.

The undersigned authorizes Bluum to proceed in accordance with the proposal including options elected & agrees as a representative of the client to be responsible for payment. By signing the below, the client has read, understands & agrees to the scope of services, client responsibilities, terms & conditions & privacy policy.

Clients Name & Email Address (Please Print): _____

Authorized Signature: _____ Date: _____

Quote

#307985

01/19/2024

Bluum USA, Inc. (f.k.a. Troxell Communications Inc.)
4675 E. Cotton Center Blvd
Suite 155
Phoenix AZ 85040
www.bluum.com

Bill To
Accounts Payable
OGDEN PREPARATORY ACADEMY
1435 Lincoln Ave.
OGDEN UT 84404-5678

Ship To
MICHAEL BERUBE
OGDEN PREPARATORY ACADEMY
1415 LINCOLN AVE
Ogden UT 84404-5678

Memo:
JH Gym R1

Expires	Sales Rep	Contract	Terms
04/18/2024	822 Adil Moledina		Net 30

Qty	Item	MFG	Price	Ext. Price
	Video Display Solution			
1	**CMS003** Fixed 3" Pipe	Chief	$15.20	$15.20
1	**CMS440** Speed-Connect Above Tile Suspended Ceiling Kit	Chief	$104.50	$104.50
1	**RPMAU** RPA Elite Universal Projector Mount with Keyed Locking (A version)	Chief	$164.12	$164.12
1	**34464L** Cosmopolitan Electrol 16:10 130"D 69" X 110" Screen with Integrated Low Voltage Controller Matte White	Da-Lite	$1,336.24	$1,336.24
1	**77027** Floating Mounting Brkts pair LG Wh	Da-Lite	$82.67	$82.67
1	**PT-VMZ61U7** WUXGA 1920 X 1200 6200 LMNS LASER PROJECTOR 4K - White	Panasonic	$3,075.56	$3,075.56
	Video Source Solution			
3	**60-1271-13** HDMI Twisted Pair Extender - Rx	Extron	$316.67	$950.01
1	**60-1271-12** HDMI Twisted Pair Extender - Tx	Extron	$316.67	$316.67
2	**60-1421-13** HDMI Decora Tx, White - 230 feet	Extron	$388.89	$777.78
3	**70-077-01** Low-Profile Mount Kit for 1/4 and 1/2 Rack Width, Two-Piece Enclosures	Extron	$34.44	$103.32
	Audio Solution			
1	**R9861613USB2** Barco CX-30 GEN2 ClickShare Base Unit Plus 2 Buttons, TAA Compliant - R9861613USB2	Barco	$2,145.56	$2,145.56

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Qty	Item	MFG	Price	Ext. Price
1	**MPS-2PP-3ST** MPS-2PP-3ST 3.5MM to 2RCA M to M Audio MLD NP 3'	Comprehensive	$2.02	$2.02
1	**MPS-2PP-6ST** 3.5MM to 2RCA M to M Audio NP 6'	Comprehensive	$3.77	$3.77
4	**C29AV-WH-1** 8" 2-Way Monitor Speaker - White	JBL	$403.91	$1,615.64
4	**229-00009-01** Set of Three M10 x 35mm Forged Shoulder Steel Eyebolts (priced and ships as a PACK of 3 bolts)	JBL	$32.33	$129.32
4	**MTC-29UB-WH** MTC-29UB-WH U-Bracket for Control 29AV - White JBL	JBL	$67.26	$269.04
1	**SLXD14/85-G58** Combo System with SLXD1 Bodypack, SLXD4 Receiver, and WL185 Lavalier Microphone G58 Freq	Shure	$610.00	$610.00
1	**QIO-ML4i** Q-SYS peripheral providing 4 mic/line inputs. Up to 4 devices daisy-chainable. 1U-1/4W, powered over Ethernet or +24 VDC. Surface mountable, rack kit sold separately.	QSC	$486.67	$486.67
1	**SPA-Qf 60x2** 2-ch, 60W/ch Q-SYS network audio Amplifier, Lo-Z, FlexIO, with Mic/line Input, 100-240v	QSC	$946.67	$946.67
1	**TX-J2** Unbalanced Input Transformer	RDL	$61.42	$61.42
1	**BT52A** BLUETOOTH 5.0 AUDIO RECEIVER ADAPTER TO WIRELESSLY STREAM AUDIO FROM BT ENABLED	STARTECH	$48.19	$48.19
1	**SLXD24/SM58-G58** Shure SLXD24/SM58 Digital Wireless Handheld Microphone System with SM58 Capsule (G58: 470 to 514 MHz)	Shure	$550.00	$550.00
1	**UA221** Passive Antenna Splitter combiner Kit	Shure	$138.89	$138.89
2	**UA8100** 100Õ UHF Remote Antenna Extension Cable, BNC-BNC, RG213/U Type	Shure	$214.44	$428.88
2	**UA834WB** In-line antenna amplifier for remote mounting. (470-902 MHz)	Shure	$138.89	$277.78
2	**UA8-470-530** 1/2 Wave Omnidirectional Antenna for UR4S+, UR4D+, ULXS4, ULXP4 Receivers, P9T Transmitter, (470-530 MHz)	Shure	$25.56	$51.12

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2	**UABIAST-US** In-line adapter. Supplies 12V DC bias power over coaxial BNC cable, includes PS23US	Shure	$64.44	$128.88
	Control Solution			
1	**IS-PU-UL** AiPhone Access Control	Aiphone	$427.14	$427.14
1	**GS108PP-100NAS** Netgear 8-port Gigabit Ethernet PoE+ Unmanaged Switch (GS108PP)	Netgear	$132.09	$132.09
1	**NV-32-H (Core Capable)** 4K60 4:4:4 Network Video Endpoint for the Q-SYS Ecosystem, software configurable as Encoder or Decoder. 3 HDMI 2.0 Inputs, 2 HDMI 2.0 Outputs, on-board AV Bridging. Supports optional stand-alone "Q-SYS Core Mode" operation for audio DSP with local video switching (no encoding or decoding) and AV Bridging.	QSC	$2,780.00	$2,780.00
1	**TSC-101-G3** Q-SYS 10.1" PoE Touch Screen Controller for In-Wall Mounting. Color - Black only	QSC	$2,113.33	$2,113.33
1	**TSC-710t-G3** Table top mounting accessory for TSC-70W-G3 and TSC-101W-G3.	QSC	$303.33	$303.33
1	**SLQSE-110-P** Q-SYS Core 110 Scripting Engine Software License, Perpetual.	QSC	$310.00	$310.00
1	**SLQUD-110-P** Q-SYS Core 110 UCI Deployment Software License, Perpetual.	QSC	$156.00	$156.00
	Furniture/Rack Solution			
1	**BLUUM-RHIM-PRPL-RJ** Bluum Technology 1RU, Logo Image Header w/Digitally Printed Overlay & RJ45 Overlay is full color, digitally printed onto vinyl w/ permanent adhesive and then covered with textured Lexan overlaminate for durability. The overlay is applied to a 0.125" Raw Aluminum 2RU rack panel with an RJ45 installed. Connectors: 1 R35LE - CAT 6 RJ-45 FDTHRU CAT5E COMPATIBLE	Liberty	$36.89	$36.89
1	**EWR-12-22SD** 12-Space, 20" Deep EWR Series Sectional Wall Rack (with Solid Door)	Middle Atlantic	$489.50	$489.50

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01/19/2024

Qty	Item	MFG	Price	Ext. Price
3	**FEB1** FEB1 1 SPACE 13/4" FLAT ECONO BLANK BLK	Middle Atlantic	$7.26	$21.78
1	**HP-Screws** HP Box of 100 PCS 10-32 Screws Black	Middle Atlantic	$20.76	$20.76
1	**LBP-1A, 10 PACK** LBP-1A, 10 PACK	Middle Atlantic	$31.50	$31.50
1	**PD-915R** 9 Outlet, Single 15 AMP Circuit, Surge/Spike Protected Rack Mount Power Distribution w/9' Cord, Black Powder Coat Finish 9OUT, 15A, Rack Mount Power	Middle Atlantic	$110.00	$110.00
2	**U1V** 1 Space (1 3/4") Vented Rack Shelf System Core and Infrastructure Solution	Middle Atlantic	$37.76	$75.52
1	**CG40463** 3FT VALUE SERIES RCA AUDI	C2G	$1.99	$1.99
1	**PG1AW** Medium Projector Security Cage WHITE	Chief	$350.23	$350.23
3	**CAT6-5PROBLK** Pro AV/IT CAT6 Heavy Duty Snagless Patch Cable - Black 5ft	Comprehensive	$26.91	$80.73
5	**MHD48G-6PROBLK** MicroFlex™ Pro AV/IT Integrator Series™ Certified Ultra High Speed 8K 48G HDMI Cable with ProGrip™ Jet Black 6ft	Comprehensive	$22.06	$110.30
1	**MHD48G-9PROBLK** MicroFlex™ Pro AV/IT Integrator Series™ Certified Ultra High Speed 8K 48G HDMI Cable with ProGrip™ Jet Black 9ft	Comprehensive	$27.86	$27.86
500	**16-2C-P-BLK** Commercial grade 16 AWG 2 conductor twisted unshielded featuring a plenum rating and economical construction.	Liberty	$0.24	$120.00
400	**22-2C-PSH-BLK** Black Audio and control 22 AWG 1 pair shielded plenum	Liberty	$0.13	$52.00
40	**22-2C-PSH-BLK** Black Audio and control 22 AWG 1 pair shielded plenum	Liberty	$0.13	$5.20
12	**BOOT-L-BLK** LAN/RJ45 Snag Free Connector Strain Relief Boots - Priced individually	Liberty	$0.76	$9.12
800	**24-4P-P-L6-EN-BLK** Plenum CAT6 priced per foot	Liberty	$0.37	$296.00

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Qty	Item	MFG	Price	Ext. Price
12	**111-08080054L34** RJ45 Plug 8P8C CAT6 Load Bar Bag	Liberty	$0.32	$3.84
1	**Custom Cables, Connectors, and Hardware** Custom Package of Cables, Connectors and Hardware		$1,870.00	$1,870.00
1	**Services - Integration** Integration and Installation Services (Non-Union, Non Prevailing Wage; Normal Business Hours). Union and/or Prevailing Wage rate requirement will result in a change order to the client. Including Standard 90 day Installation Warranty https://www.bluum.com/standard-service-warranty		$9,557.00	$9,557.00
1	**Programming and Configuration** Programming and Configuration Completed in the Field or In House - Includes 90-day Programming Warranty; allowing for modifications to be made to the initial functionality within this time frame at no charge. Appointment times determined by Bluum. Changes requested after this time will be billable at standard hourly rates.		$2,832.00	$2,832.00

**Bluum provides professional development from former educators who are committed to providing world class instructional training. With the purchase of educational technology, we recommend including PD to ensure effective adoption. Ask about our getting started package, 3-hour remote and 6-hour onsite training.

Subtotal	$37,144.03
Tax Total	$0.00
Shipping Cost	$1,288.79
Total	$38,432.82

To accept this quotation, sign here : _____

Printed Name/Title/Date : _____

Shipping and Billing Address listed on quote are accurate : [ ]Yes [ ]No

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Proposal Summary

Quote A   - $ 38,432.82 ☐

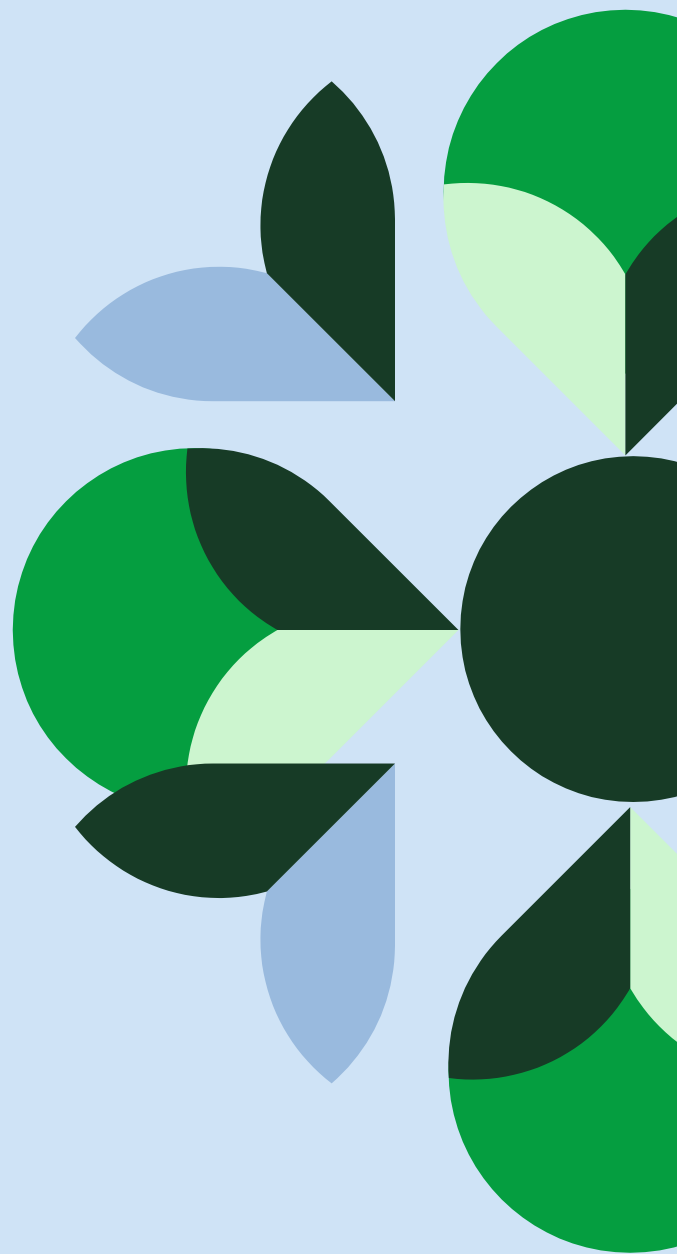Project Total   : $ 38,432.82

Cultivate Possibility

With the hyper-accelerated transition to technology-enabled learning, schools are seeking deeper partnerships with solutions providers that can deliver more than just product.

Bluum knows that transformative technologies in the right hands can help foster active learning and collaboration. Our solutions are designed to empower educators, not replace them. We make it easier for them to create individualized lesson plans and learning experiences that foster a sense of inclusivity and boost the learning capabilities of all students, regardless of age or ability.
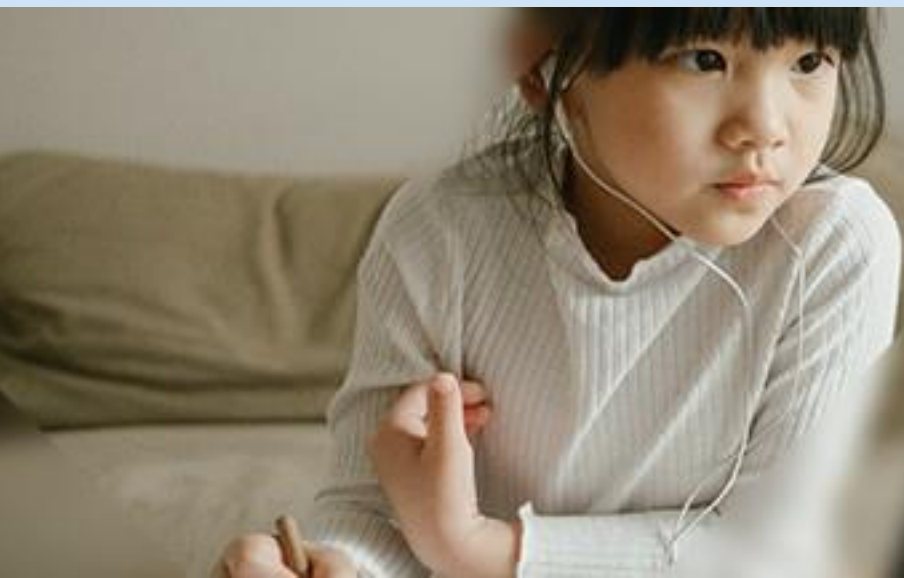
The act of 'blooming' signals a moment of transformation when the right people, knowledge and resources come together to create something greater than the sum of its parts. We help districts and schools like yours cultivate possibility, so you can bloom where you are planted.

Our Mission

To improve learning and make it more accessible.

bluum.com

Over 40 years of experience in the education sector has taught us that the right technology can broaden student access to learning and ease the burden on educators and students by creating effective learning environments in any setting.

You sow the ground for lifelong learning. Bluum helps you cultivate it.

Planning and Consultation

From consultation to design to integration, Bluum is with you at every step of the technology planning process. Why? It not only helps us design, build and support the solutions you need, but ensures they deliver results.

Integration and Installation

Our national network of experienced integrators and installers provide professional and reliable services, including complimentary site visits and system evaluations. From installing a single product to delivering a large-scale integration, our certified technicians design, build, integrate, test, install and calibrate solutions, then provide full-spectrum technical support that keeps everything running smoothly.

Professional Development

Understanding technology and how to use it enables teachers to improve their instruction methods and personalize learning. Many of our professional development team members are former educators who understand the real challenges of teaching with classroom technology. They've assisted more than 8000 teachers, 3,500 schools and received a 9.2 out of 10 average training satisfaction score.

Technical Support

Bluum's support team is your first line of defense in resolving your technical issues, no matter how complex. Our industry-certified technicians provide on-demand, priority support via phone, chat and email to troubleshoot and resolve technology challenges.

Value Add Services

Bluum offers a complete suite of education-specific services including design, pre-deployment white glove support, warranty and damage protection, flexible and scalable financial programs, grant writing, IT asset disposition (ITAD), product lifecycle management, and post-deployment sales and technical support.

Single Solutions Provider

Bluum provides more brands, improved buying power, better support infrastructure, expanded services and better pricing to help maximize technology investments and improve purchasing efficiencies.
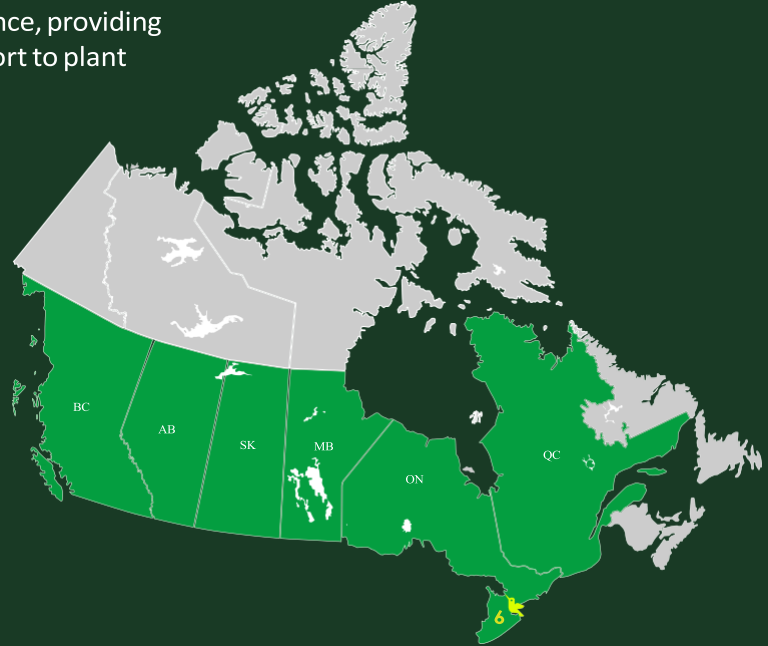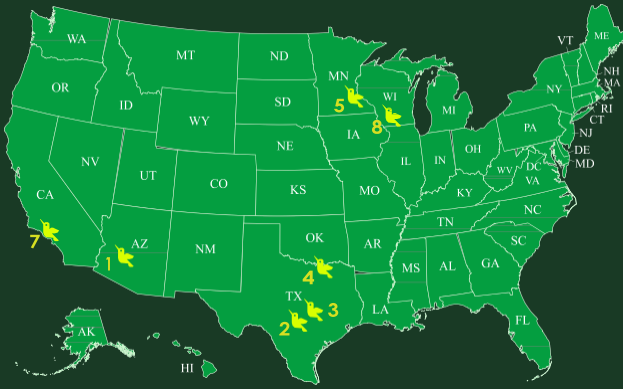
Our portfolio of products, solutions, and services is hand- picked to ensure that you and your students grow and flourish. Educators love how well our technology solutions complement their curriculum, and students are more engaged than ever.

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ABOUT US

The world moves fast. With Bluum, it's easy to set the pace.

We're by your side from consultation through maintenance, providing the resources, guidance, information, training and support to plant confidence in every educator and every classroom.

1. Phoenix, AZ
2. San Antonio, TX
4. Dallas, TX
5. St. Paul, MN
6. Markham, ON (CAN)
7. Los Angeles, CA
8. Madison, WI

BY THE NUMBERS

780+
on
Team Bluum

40+
Years in
Business

3x
Revenue Growth
Since 2019

7.0M+
Products Sold
Annually

50
State
Coverage

10K

HONORS & INDUSTRY RECOGNITION

AVIXA Certification
AV Provider of Excellence

No. 50 on Solutions
Provider 500 List (2021)
CRN Magazine

INC. 5000 Honoree – Fastest
Growing Company (2021)
Inc. Magazine

Fastest Growing
Company (2021) Phoenix
Business Journal

No. 10 Systems Integrator (2021)
Top 50 Systems Integrators List
Systems Contractor News

WINNER – Fast 50 Award
(2018)
Twin Cities Business Journal

No. 56 on Fast Growth 150 List
(2021)
CRN Magazine

WINNER – Best AV Company
(2016, 2017)
TCB Magazine

bluum™

Bluum (formerly Trox + Tierney) has been helping educators improve learning and make it more accessible for over 40 years.

With a solid understanding of how technology can be leveraged to enhance productivity, efficiency and engagement, our team can help you derive the greatest benefits from and maximize the overall value of your technology investments.

From consultation and purchase to installation and training, we work side-by-side with you to create modern learning environments that inspire learners and enable better learning outcomes. We are confident that we can provide the right mix of expertise, products and services to effectively support your needs, now and in the future.

If you need more information, please contact us at 612-331-5500. If you need additional perspective on how we work with our customers, we'd be happy to connect you with some references.

We look forward to partnering with you to spark the next generation of learning.

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