



IT & AV Solutions for a Connected World

# GST SOLUTION PROPOSAL

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## GST STATEMENT OF WORK:

**OP145064 AV Upgrade for Cooking Class\_11072023**

### **El Camino Real Charter High School**

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Quote # 138106  
Version 1  
Wednesday, December 06, 2023

### **Golden Star Technology**

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## OP145064 AV Upgrade for Cooking Class\_11072023



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### Prepared for:

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### Quote Information:

**Quote #: 138106**

Version: 1  
Quote Date: 12/06/2023  
Expiration Date: 12/25/2023

Woodland Hills, CA 91367

## Golden Star Technology

### COMPANY OVERVIEW

Founded in 1985, Golden Star Technology (GST) is a leading provider of Information Technology (IT) and Audio Visual (AV) solution services throughout the technology integration industry. GST is highly versatile, offering a broad array of end-to-end AV solutions including system design, hardware procurement, programming and professional low voltage cabling services. With over 65 years of combined experience, GST's AV staff is trained and certified by leading equipment manufacturers. Our staff adhere to AVIVA's code of ethics and conduct Best Practices while maintaining their continued education through a variety of manufacturer training programs.

GST personnel's certifications include:

- Extron: EAVA, ECS, ECP, EDSP, XTP-E, and XTP-T
- AVIXA: CTS, CTS-I, and CTS-D
- Crestron: DMC-T-4K, DMC-D-4K, and DMC-E-4K

If additional information pertaining to partnerships and certifications, please reach out to your sales account representative for assistance.

## AV - Proposed Services

### SUMMARY

El Camino Real Charter High School (ECRCHS) has requested a quote for the procurement, installation, and configuration of an Audio Visual (AV) system for their cooking classroom. GST will install the equipment specified below, including all required cabling, connections, and configuration for a functioning AV system.

#### Place of Performance

5440 Valley Circle Boulevard, Woodland Hills CA 91367

GST appreciates the opportunity to present our design/solution for your organization. Please review the following Scope of Work carefully and contact us with any questions.

### SCOPE OF WORK

#### Room Description/Functionality

The cooking classroom will receive four new 4K LCD flat panel displays, an AV presentation switcher, touch panel controller, and six ceiling tile speakers. The cooking classroom will also receive an overhead ceiling camera, PTZ camera, and a head-worn wireless microphone system.

This proposal will use a combination of GST provided hardware and Owner Furnished Equipment (OFE)

#### Components

##### Display

The existing 65-inch interactive display will be reused. Four new 4K LCD commercial flat panel displays will be wall mounted using universal wall mounting brackets, two 86-inch displays, and two 65-inch displays. All five displays will use an HDMI twisted pair receiver to receive a video signal from a rack mounted AV switcher. GST will provide a 1-gang AC duplex electrical receptacle (outlet) at each new display location. Existing electrical circuits will be tapped for the new outlets.

**NOTE: All five displays will show the same image at all times. Surface mounted raceway will be used as needed to conceal cabling between display locations and rack location.**

#### Featured Products

- 1ea OFE Existing Interactive Display
- 2ea LG 86" 4K UHD LED Display
- 2ea LG 65" 4K UHD LED Display
- 4ea Chief Fusion X-Large TV Wall Mount
- 4ea Extron DTP HDMI Rx 330 - Long Distance HDMI Twisted Pair Receiver
- 4ea Electrical Outlet Installation

#### AV Switcher and Sources

An AV media presentation switcher with built-in control processor and audio amplifier will be rack-mounted and used for signal routing and input switching for the AV system. An 8-output video Distribution Amplifier (DA) will be rack mounted and used to distribute video and control signal to each display. Sources for the AV system will be an OFE existing room PC and a 1-gang wall plate with one HDMI port and one 3.5mm audio jack. The PC will connect directly to an available input on the AV switcher via HDMI cable. The HDMI input on the wall plate will connect directly to an available input on the AV switcher via HDMI cable. The

3.5mm audio jack on the wall plate will connect directly to an available audio input on the AV switcher.

**NOTE: The Room PC will require an available HDMI port to connect to the AV switcher.**

#### Featured Products

- 1ea Extron 8 Input Presentation Switchers w/ Control Processor and Amplifier
- 1ea Extron Long Distance Eight Output Distribution Amplifier
- 1ea Extron HDMI and Stereo Audio Pass-Through Wallplate

### **Cameras**

An overhead ceiling camera will be flush mounted in the T-bar ceiling directly above the instructor's station and will use a HDMI twisted pair transmitter to connected to an HDMI input on the AV switcher. A professional Pan-Tilt-Zoom (PTZ) camera with HD resolution, 20X optical zoom, and customized preset views will be wall mounted in a location that can capture the instructor's station. The PTZ camera will use an SDI to HDMI converter to connect to an HDMI input on the AV Switcher. Both cameras will be used for in-room presentations across all five displays. The desired camera will be selectable via the touch panel controller.

**NOTE: Cameras will not be used for video conferencing and will only be used for in-room presentations.**

#### Featured Products

- 1ea Lumens 4K Overhead Ceiling Camera
- 1ea Lumens Ceiling Mounting Bridge for Overhead Camera
- 1ea Extron Long Distance HDMI Twisted Pair Transmitter
- 1ea Lumens PTZ Video Conferencing Camera with 20x Optical Zoom
- 1ea Blackmagic Design SDI to HDMI Micro Converter
- 1ea Premium Series 3G-SDI BNC to BNC Cable – 100 FT

### **Microphones**

A wireless microphone system with a bodypack transmitter and headorn microphone will be provided and used for in-room voice reinforcement. The microphone receiver will be rack mounted and connected to an audio Digital Signal Processor that will be used to enhance microphone audio and provide feedback suppression.

**NOTE: The microphone will not be used for video conferencing and will only be used for in-room voice reinforcement.**

#### Featured Products

- 1ea Shure Wireless Rack-Mount Headset Microphone System
- 1ea Extron 6x4 Digital Matrix Processor w/ AEC

### **Audio**

Six ceiling tile style speakers will be installed in the T-bar ceiling and will be evenly spaced throughout the room. The speakers will be driven by an audio amplifier built-into the AV switcher.

#### Featured Products

- 3ea Extron Full-Range Flat Field Speakers, Pair

## Control

A 10-inch touch panel controller will be wall-mounted near the equipment storage rack. The touch panel will be programmed with a customized graphical user interphase (GUI). The control processor built into the AV switcher will be used to provide control commands to the AV system and will be programmed with customized control functions.

### Programming Featured Functions

- Confirmation Page: ON/OFF "System Power"
- Default Setting: OFF
- Display Power: ON/OFF
- Audio/Video Switching - 4 Sources
- PTZ Camera Controls with 3 Presets
- Volume UP/DOWN with MUTE (for media only)
- Auto Mid-Night Shut Off
- 3-4 GUI Custom Control Pages

### Featured Products

- 1ea Extron 10" Wall Mount TouchLink Pro Touchpanel - Black

## Networking

A 10-Port Power Over Ethernet+ (POE+) (8 POE ports) managed network switch will be rack mounted and used to create an isolated AV network for control communication. The network switch will also be used to provide power to all POE enabled devices.

### Featured Products

- 1ea Netgear 8-Port Gigabit PoE+ Managed AV Network Switch

## Equipment Storage Rack

An 18RU metal equipment storage rack with locking door and locking sides will be installed near the instructor's desk and will be used to house all rack mountable AV system components. The rack will be equipped with a mounted power distribution unit, vertical power strip, 2RU storage drawer, and two ventilation fans. GST will provide a 1-gang AC duplex electrical receptacle (outlet) at rack location. An existing electrical circuits will be tapped for the new outlet.

### Featured Products

- 1ea Middle Atlantic 18RU Essex RCS Series Pre-Configured Rack
- 1ea Middle Atlantic Rackmount Power Distribution, 9 Outlet, 15A, Basic Surge Protection
- 1ea Middle Atlantic Slim Power Strip - High Density Power Strip - 7 Outlet – Vertical
- 1ea Middle Atlantic 2RU Anodized Rack Drawer
- 1ea Electrical Outlet Installation

## **Electrical**

GST will provide 1-gang duplex AC (alternating current) electrical outlets at the following locations:

### Electrical Requirements

- 4ea 1-gang AC duplex receptacle at new display location, 1 per display location.
- 1ea 1-gang AC duplex receptacle at equipment rack location.

## **Owner-furnished Equipment (OFE)**

Owner-furnished equipment will be utilized for this project. OFE equipment will include:

- 1ea 65" Interactive Display

The Client will provide working and functional OFE. GST is not liable for product warranty, computability issues, post-installation issues, quality, and any other issues from OFE.

## **Site Conditions**

GST notes the following site conditions, if any:

- GST to provide surface mount raceway if needed
- GST to perform electrical work as needed

## **TRAINING**

GST will provide a one-time, 1 hour maximum training session for end users and information technology (IT) staff. GST will review basic system functionality and operations. This will include demonstrations of features and settings. GST's technician or engineer who is familiar with the system shall lead this training. This training does not include in-depth training on hardware, software, or applications. This training does not cover any customer provided equipment, software, or applications. Any additional training or knowledge transfer requested by the Client may require training to be provided by the manufacturer. Any additional training may require additional costs and fees. GST will also provide all user manuals and manufacturer training materials as the project deliverables.

## **DELIVERABLES**

After completion of the project, GST will provide the following deliverables "if necessary, pending on system design". The client will receive all audio-visual (A/V) line diagrams that reflect point-to-point connectivity that will relate to all necessary system components, connections, and placements. GST will provide a digital copy file(s) sent by email. Deliverables will also include a copy of the most recent and last A/V custom program(s) and/or configuration code(s) with all appropriate links and modules for any reconfigurations. All A/V programs and/or configuration codes are only visible to authorized vendors and/or certified partners only.

Deliverables:

- As-Built Drawings (digital files only; hard copy can be provided upon request)
- Detailed control panel manual (1-digital files only)
- Configurations codes DSP/Control (1-digital files only)
- Equipment Owner's Manuals (1-hard copy only)

- Equipment Warranty Information (1-hard copy only)

The items noted above are required for any future changes, updates, upgrades, repairs, and necessary maintenance. GST will not provide any non-related documents beyond what has been stated in the deliverables above. GST will NOT provide any software or software training along with deliverables, it is a GST recommendation to reach out to your local GST sales account representative to reflect any additional AV professional services that you may require(s).

*Note: Not all deliverables may not be provided, which is caused by system and/or solution designs along with system complexity.*

## PROJECT PARAMETERS

### Other Project Notes

- Project Timeline
  - Project completion date to be determined by the Client and GST.
- Prevailing Wage rate used. If the project is not deemed to be Prevailing Wage, please provide project information to GST.

### GST Installation Methodology

- GST will install the listed equipment based on industry best practices and manufacturer's instructions.
- All existing equipment that is not to be repurposed will be de-installed and removed. GST is not responsible for the functionality and conditions of the existing equipment prior-to and after GST's de-installation and removal.
- All wiring will be dressed, terminated, and labeled. If Client has specific labeling schematics, this must be provided prior to GST starting the project.

### Project Timeline

This proposed project timeline will be defined and finalized when a GST Project Manager is assigned to your project. The GST Project Manager will oversee the GST installation team and client communication during the project. A GST Team Lead will be assigned and oversee the installation work and ensure that the systems are installed according to the design.

- Project Kickoff – project documents have been reviewed and finalized.
- Engineering – GST Engineers will design and verify that the AV system design meets the functional criteria
- Procurement Phase – GST procures and stages the products for this project. GST may pre-assemble and fabricate prior to site installation.
- Site Checks & Verification – GST
- Onsite Installation – GST team will install AV equipment.
- Control System Configuration & Programming – GST Programmers will program and configure the control system.
- Rack Systems
- Acceptance Testing & Review – After all AV systems are installed and programmed, GST will perform testing and adjustments to ensure the solution meets the established project criteria and functionality.
- Project Sign-off – GST will receive customer acceptance and sign-off on the project.
- Project Submittals – Upon project sign-off, GST will submit final documentation. This includes as-built drawings, signal flows, software, and IP addressing schedule.

## EQUIPMENT LEAD TIMES

- AV furniture, typically 6-8 weeks after client approves and/or signs off on furnish and specified details, "all details will be provided by GST".
- AV product, typically 12-18 weeks after PO has been provided by client

- GST assigned PM will provide an implementation schedule pending all project needs

## ASSUMPTIONS

Please note that some assumption may not refer to this project

- Existing structures can support the weight of specified products, such as wall or ceiling mounted devices stated within GST Scope of Work.
- Existing items to be reused or repurposed are in working condition, the client is responsible for all repairs or services.
- Unless specified in the SOW, Client is responsible for all high voltage power placements and locations for all AV needs. GST PM will coordinate with all necessary requirements.
- Site end-users and location(s) are aware of solutions that provide “client responsibility to engage others”.
- Client is aware that GST doesn’t fabricate, create, make, design and/or mass-produce the recommended product above.
- Client understands the responsibility of manufacturer policies, warranty, and services.
- GST will be allowed to change or remove suggested products due to unforeseen events; products will be replaced as equally to uphold GST SOW and end-results.
- Any delays or interruptions from the Client or location can result with additional cost to redeploy technical staff to complete the project.
- GST assumes that all new cable pathway(s) are free and clear of debris and structure obstacles.
- Period of Performance (“POP”) will be based around product availability and site readiness.

## EXCLUSIONS

- No other items, professional services, products, or system functions will be provided beyond GST written Scope of Work.
- GST is not responsible for licensing of any UC Platforms. i.e., Skype, Microsoft Teams, Zoom, etc.
- Network concerns, issues or placing items on client’s network will not be provided “unless noted in scope of work above”. If so, IP addresses must be provided prior to deployment.
- Unless specified in the SOW, no painting and patching will be provided by GST.
- Unless specified in the SOW, no power outlets or circuits will be provided at this time.
- Existing items to be repurposed or reused must be in working condition.
- All custom A/V furniture or items are not returnable or exchangeable after client approval.
- GST is not liable nor responsible for incidental damage from removing existing ceiling tiles of existing products. However, GST will proceed with extreme caution.
- GST does not uphold manufacturer warranties, although GST can provide extended maintenance agreements and/or time and materials (T&M) services to maintain system components.

## CUSTOMER REQUIREMENTS

- Coordinate the preparation of any hardware and/or software that is not included for this project. Ensure that existing hardware is fully functional and software/firmware is updated.
- Assure that the environment is 100% ready. If the environment is not 100% ready the scheduling of the implementation will not be finalized until it is.
- Customer is responsible for providing 24 hours or greater advanced notice for the rescheduling or cancellation of GST’s onsite engineering services. If less than 24 hours is given the customer will be charged a half day of GST’s engineers time at \$175/hr.
- Coordinate service deployment on third-party maintained hardware/software (if applicable).
- Assign a designated person from the Customer’s staff who, on behalf of the Customer will grant all approvals, provide information, and otherwise be available to assist GST to facilitate the delivery of this service.
- Ensure that all hardware, firmware, and software that the GST engineer will need in order to deliver this service are



available.

- Allow GST full and unrestricted access to all locations where the service is to be delivered.
- Provide a suitable work area for delivery of the service, including access to an outside telephone line, power, any network connections, etc. that is required.
- Be responsible for all data backup and restore operations
- Provide one point-of-contact that will finalize decisions during the project. Provide necessary documentations, paperwork, schematics, line drawings, and information for GST to complete the project. Any delays in providing the necessary project documentation will delay the project.

## SERVICES TERMS AND CONDITIONS

### NON-COMPETE CLAUSE

GST assigns service professionals with qualifications commensurate with tasks listed in this scope of work. If the customer, directly or indirectly, contracts with or hires any GST employee engaged in providing services to the customer under this agreement or any other agreement, written or oral, GST will have the option of negotiating a change in the cost and/or time to deliver or charge the customer the equivalent of 30% of the employees' annual salary as a finder's fee. This clause is applicable for a period of up to ninety days from the last date of services rendered by a GST employee to the customer.

### TIME RECORDS

Each employee, either directly employed by GST or a subcontractor (hereinafter called "GST employee") will present a time record to the customer setting forth the hours worked. An authorized representative of the customer must countersign the record and will thereby certify that such time is correct and that the work was performed in a satisfactory manner.

### NORMAL BUSINESS HOURS

GST service hours are 8:00 am to 5:00 pm Monday through Friday. Overtime (over 8 hours in one day), scheduled after hours and weekends are charged at time and one-half of contracted service rate. Emergency after hours, weekends and holidays are charged at two times contracted service rate. Customer is responsible for providing 24 hours or greater advanced notice for the rescheduling or cancellation of GST onsite engineering services. If less than 24 hours is given the customer will be charged a half day of GST engineering time at \$175/hr.

### TERMINATION TERMS

Client may terminate work under this Statement of Work, in whole or in part, at any time by 30 day written notice. Such notice shall state the extent and effective date of such termination. Upon receipt thereof, GST shall, to the extent directed by the Client or its designees, stop work under this agreement. If the agreement is terminated for convenience, GST shall be paid in accordance with the terms of the order for only those materials or supplies delivered and accepted. GST shall have the right at any time by written notice to the Client to terminate all or any part of this project without cause. GST will provide 30 days' prior written notice. In the event of such termination for convenience, GST shall be entitled to payment for all work performed up to the date of the termination.

### COMMENCEMENT OF WORK

Work shall not commence under the Contract until a fully executed agreement has been received by GST and GST has been given approval to proceed by the customer.

### DATA LOSS

GST makes no guarantee against data loss during services engagements. It is the customers responsibility to ensure data

is properly protected (backed up) before the engagement begins.

## **PRODUCT RETURNS**

Standard stock items purchased from GST may be returned for any reason within (14) fourteen days. Custom orders are non-returnable and non-refundable. All original packaging, accessories and documentation must accompany the item and be in unmarked condition. Items must be shipped via at least 2nd day freight with insurance for the full value of the item. Returned items are subject to a 25% restocking fee. Though rare, a customer may need to return a defective product. Defective product returns are not subject to the 25% restocking fee and will be exchanged in accordance with the manufacturer's policy within 30 days of purchase.

## **PROJECT DELAYS**

Delays due to client configuration specifications, hardware delivery, carrier availability, and facility access, physical or environmental delays are subject to change orders as billable delays. These delays can also impact project timeline and deadlines.

## **PREVAILING WAGE CLAUSE**

GST holds the right to charge the customer additional services fees if the project is deemed to have prevailing rates of wages requirements prior, during, or after project completion. GST adheres and complies with the provisions of the California Labor Code. All workers employed on public works projects must be paid the prevailing wage determined by the Director of the Department of Industrial Relations, according to the type of work and location of the project. The prevailing wage rate is the basic hourly rate paid on public works projects to a majority of workers engaged in a particular craft, classification or type of work within the locality and in the nearest labor market area (if a majority of such workers are paid at a single rate). If there is no single rate paid to a majority, then the single or modal rate being paid to the greater number of workers is prevailing.

## **GST SERVICES WARRANTY**

### **QUALITY OF SERVICES**

GST warrants that its Services will be of professional quality (performed in a good and workmanlike manner) and will conform to generally accepted industry standards for such Services and to the requirements specified in this SOW. GST's personnel shall be competent and qualified to perform the tasks to which they are assigned. In the event of any breach of this warranty, GST, at its sole expense and without delay, shall re-perform the non-conforming Services to the applicable standard.

### **WORKMANSHIP WARRANTY**

GST certifies that all equipment and materials furnished shall carry a ninety (90) day warranty on parts. GST guarantees to furnish any qualified personnel (during normal business hours, Monday to Friday, 8:00 am to 5:00 pm) to the installation site for the period of one (1) year from the date of installation to repair or replace defective items installed or provided by GST exclusively. If the item is determined to not be defective, GST will charge the customer for all time spent on the incident at a rate of \$175/hour. Determination if an item is defective or was changed, damaged, reconfigured, or altered by non GST personnel is under sole authority of GST. Any change, alteration, damage, or reconfiguration by non GST personnel voids one (1) year warranty. No response timeframe SLA guaranteed for warranty work. Further, all equipment purchased from GST in our installed system is subject to a manufacturer's warranty. Further, all equipment purchased from GST in our installed system is subject to a manufacturer warranty. GST will not honor any other warranty, implied or

otherwise. In no event shall GST be liable, or in any way responsible for damages, or defects in the system, which were caused by neglect, vandalism, misuse, environmental damage or by repairs or attempted repairs performed by anyone other than a GST service technician. Nor shall GST be liable or in any way responsible for any incidental or consequential economic or property damage.

## CHANGE MANAGEMENT

GST establishes change management procedures to document changes that are made to the baseline project identified in the Statement of Work. These procedures are in place to reduce the potential for cost and schedule variances.

***Customer is responsible for providing 24 hours or greater advanced notice for the rescheduling or cancellation of GST engineering services. If less than 24 hours is given the customer will be charged a half day of GST engineering time at \$175/hr.***

If a change needs to be made to the project, which is not included in the SOW or differs from the SOW, GST or the client must complete the Change Management Request form. GST will review the completed form and provide an estimate to complete the request. The client must approve the additional hours/costs in order to complete the request.

In the event a change requested by the customer reduces the amount of work and the project is a firm fixed price project, the full amount of the project will be invoiced.

A change occurs when GST encounters any of the following situations during project delivery:

1. Either party identifies new requirements not included in the original project's scope
2. Either party makes suggestions that would improve the proposed system but are not necessarily required to address the project requirements; such suggestions are incorporated into a subsequent project phase
3. Either party changes the direction and intent of this project, which requires GST to rework the solution design or services
4. Changes in the scope of work defined in this Statement of Work are only effective if both the customer and GST agree to them in a written document setting forth the modifications and any changes to the delivery schedule and payment terms.

## GST PROJECT MILESTONE PAYMENTS

Unless otherwise agreed in writing by GST and the Client, the total GST services engagement price shall be billed as follows: 25% of the entire project at time of order or provided Purchase Order "PO" has been provided, 100% of hardware and software upon delivery, and remainder upon project completion and Client sign-off or first beneficial use, whichever occurs first.

**Hardware**

	Item	Description	Qty	Price	Ext Price	Tax
<b>Displays</b>						
2	86UR640S9UD	LG 86" Smart LED-LCD Display - 4K UHD - TAA Compliant - HDR10 - Direct LED Backlight - 3840 x 2160 Resolution	2	\$3,070.13	\$6,140.26	9.5%
3	65UR640S9UD	LG 65" Smart LED-LCD Display - 4K UHD - TAA Compliant - HDR10 Pro, HLG, HDR10 - Direct LED Backlight - YouTube - 3840 x 2160 Resolution	2	\$1,570.86	\$3,141.72	9.5%
4	XTM1U	Chief Fusion X-Large TV Wall Mount - Micro-Adjustable Tilt - For Displays 55-100" - Black - Height Adjustable - 1 Display(s) Supported - 55" to 100" Screen Support - 250 lb Load Capacity	4	\$398.67	\$1,594.68	9.5%
5	CSMP9X12	Chief Proximity Component Storage Interface Panel - For Display Mount - Black - 10 lb Load Capacity	4	\$64.45	\$257.80	9.5%
6	DX-215C-SP	Chief NEXSYS™ 2 Outlet, 15 Amp Compact Power with Series Surge Protection	4	\$326.72	\$1,306.88	9.5%
7	60-1331-13	Extron DTP HDMI Rx 330 Long Distance HDMI Twisted Pair Receiver - 330 feet (100 m)	5	\$426.26	\$2,131.30	9.5%
8	50181	C2G Performance 3ft HDMI Audio/Video Cable - HDMI A/V Cable for Audio/Video Device, Blu-ray Player, DVD, Digital Signage Display, Home Theater System - First End: 1 x HDMI 2.0 Digital Audio/Video - Male - Second End: 1 x HDMI 2.0 Digital Audio/Video	5	\$17.33	\$86.65	9.5%
9	GST TV installation Kit	TV installation kits; Toggle bolts, bolts, nuts, backing material	4	\$60.00	\$240.00	9.5%
<b>AV Switcher and Sources</b>						
11	60-1615-93	Extron IN1808 IPCP Q MA 70 - Eight Input 4K/60 Seamless Presentation Switchers with Control Processor and 70 V Mono Amplifier	1	\$5,422.08	\$5,422.08	9.5%
12	50182	C2G Premium 6ft HDMI Audio/Video Cable	1	\$18.67	\$18.67	9.5%
13	60-1438-51	Extron DTP HD DA8 4K 330 Long Distance HDMI to Eight Output DTP Twisted Pair Distribution Amplifier - 330 feet (100 m)	1	\$3,073.33	\$3,073.33	9.5%
14	70-726-63	Extron WPD 110 A - HDMI and Stereo Audio Pass-Through Wallplate - Decorator-Style; White	1	\$78.67	\$78.67	9.5%

## Hardware

	Item	Description	Qty	Price	Ext Price	Tax
15	50188	C2G Performance 20ft HDMI Audio/Video Cable - HDMI A/V Cable for Audio/Video Device, Blu-ray Player, DVD, Digital Signage Display, Home Theater System - First End: 1 x HDMI 2.0 Digital Audio/Video - Male - Second End: 1 x HDMI 2.0 Digital Audio/Video - M	2	\$60.00	\$120.00	9.5%
<b>Cameras</b>						
17	CL511	Lumens 4K Overhead Ceiling Camera - 0.35" CMOS - 15x Digital Zoom - 29 fps	1	\$3,100.00	\$3,100.00	9.5%
18	CL-A01	Lumens Ceiling Mounting Bridge for Overhead Camera	1	\$313.87	\$313.87	9.5%
19	60-1331-12	Extron DTP HDMI Tx 330 - Long Distance HDMI Twisted Pair Transmitter - 330 feet (100 m)	1	\$433.33	\$433.33	9.5%
20	VC-A51PW	Lumens PTZ Video Conferencing Camera with 20x Optical Zoom (White)	1	\$2,086.67	\$2,086.67	9.5%
21	CONVMIC/SH03G/WPSU	Blackmagic Design Micro Converter SDI toHDMI 3G wPSU - Functions: Signal Conversion - USB Type C - 1920 x 1080 - NTSC/PAL - SDI - USB - Mac, PC - External	1	\$111.67	\$111.67	9.5%
22	VBBC-4100	Premium Series 3G-SDI BNC to BNC Cable (100 ft)	1	\$72.95	\$72.95	9.5%
23	50181	C2G Performance 3ft HDMI Audio/Video Cable - HDMI A/V Cable for Audio/Video Device, Blu-ray Player, DVD, Digital Signage Display, Home Theater System - First End: 1 x HDMI 2.0 Digital Audio/Video - Male - Second End: 1 x HDMI 2.0 Digital Audio/Video - Ma	2	\$17.33	\$34.66	9.5%
<b>Microphones</b>						
25	BLX14R/SM35-H10	Shure BLX14R/SM35 Wireless Rack-mount Headset System with SM35 Headset Microphone - 542 MHz to 572 MHz Operating Frequency - 50 Hz to 15 kHz Frequency Response - 299.87 ft Operating Range	1	\$425.33	\$425.33	9.5%
26	60-1823-01	Extron DMP 64 Plus C - 6x4 Digital Matrix Processor w/ AEC	1	\$1,655.84	\$1,655.84	9.5%
<b>Audio</b>						
28	42-141-03	Extron FF-220T Full-Range Flat Field® Speakers with 2' x 2' Low Profile Enclosure and 70/100 V Transformer, Pair	3	\$418.75	\$1,256.25	9.5%

## Hardware

	Item	Description	Qty	Price	Ext Price	Tax
<b>Control</b>						
30	60-1566-02	Extron TLP Pro 1025M - 10" Wall Mount TouchLink® Pro Touchpanel - Black	1	\$2,097.40	\$2,097.40	9.5%
<b>Networking</b>						
32	GSM4210PX-100NAS	Netgear AV Line M4250 GSM4210PX 8-Port Gigabit PoE+ Compliant Managed AV Switch with SFP (220W)	1	\$1,127.27	\$1,127.27	9.5%
<b>Equipment Storage Rack</b>						
34	RCS-1824	Middle Atlantic Residential Configured Rack - 18U Rack Height x 23" Rack Width x 24" Rack Depth - Floor Standing - Black - Steel, Glass - 500 lb Maximum Weight Capacity	1	\$1,019.82	\$1,019.82	9.5%
35	PD-915R-PL	Middle Atlantic Rackmount Power Distribution, 9 Outlet, 15A, Basic Surge Protection	1	\$184.79	\$184.79	9.5%
36	PD-715SC-NS	Middle Atlantic Slim Power Strip - High Density Power Strip - 7 Outlet, 15A - NEMA 5-15P - 7 x AC Power - 10 ft Cord - 115 V AC Voltage - Vertical	1	\$132.00	\$132.00	9.5%
37	D2	Middle Atlantic 2RU Anodized Rack Drawer	1	\$217.24	\$217.24	9.5%
38	UMS1-11.5K	Middle Atlantic 1RU UMS Rackshelf - 11.5 in Depth with Partial Blank Panels - 1U Rack Height - Rack-mountable Open Frame - Black Textured Powder Coat - Steel - 25 lb Maximum Weight Capacity	3	\$159.01	\$477.03	9.5%
39	EB1	Middle Atlantic 1U Blank Panel - Black - 1.75" Height - 19" Width - 0.5" Depth	1	\$14.10	\$14.10	9.5%
<b>Miscellaneous</b>						
41	GST Power Outlet Kit	Power Outlet installation kits; flex or metal conduit, 12 gauge wires, junction box, receptacles, etc.	5	\$135.33	\$676.65	9.5%
42	GST Panduit Kit	Includes surface mount box, raceway and fittings	4	\$132.00	\$528.00	9.5%

Subtotal: **\$39,576.91**

Tax Subtotal: **\$3,759.80**

### AV - Firm Fixed Price

	Item	Description	Qty	Price	Ext Price	Tax
1	GST-SVC-FFP	GST Firm Fixed Priced Service	1	\$24,958.14	\$24,958.14	0%
2	GST-SVC-FFP-EXP	GST Firm Fixed Priced Service - Materials and Expenses	1	\$1,498.30	\$1,498.30	9.5%

Subtotal: **\$26,456.44**  
 Tax Subtotal: **\$142.34**

### E-Waste

	Item	Description	Qty	Price	Ext Price	Tax
1	E-Waste-4-14	More than 4 inches but less than 15 inches	1	\$4.00	\$4.00	0%
3	E-Waste-35+	35 inches or more	4	\$6.00	\$24.00	0%

Subtotal: **\$28.00**  
 Tax Subtotal: **\$0.00**

### Shipping

	Item	Description	Qty	Price	Ext Price	Tax
1	GST-SHIPPING	SHIPPING CHARGE	1	\$0.00	\$0.00	0%

## GST Golden Care Warranty

### GST Golden Care Warranty

GST Golden Care Warranty "GCW" covers all equipment that includes GST professional installation services purchased by the client from GST. GCW is a extended warranty that supports imperfections in workmanship and materials under the contracted year(s) from the date of project acceptance only. Warranty coverage shall include delivery, parts, labor, local transportation, and all other related repair/service costs.

GCW will repair and/or replace purchased component or hardware products that manifest as defective materials or workmanship during the GST warranty agreement period. All component or hardware products removed under the warranty period will become the property of GST. In the unlikely event that the product produces recurring malfunctions, GST "at its sole discretion" may elect to provide a replacement product that is similar or equivalent to the performance and specifications to maintain system function. Replaceable items or products shall be guaranteed against any defect due to faulty

material and/or workmanship. No remanufactured or refurbished equipment will be provided.

### **GCW Service Level Agreement**

Location/Area/Room(s): Cooking Classroom

Number of years ( 1) and (End date year 2024)

GST shall respond within 4 hours from 1st initial contact, all onsite services will be performed by an authorized service technician within 16 normal business hours “2-working days” (8pm-5pm M-F, excluding weekends and holidays). If equipment requires repair or removal, the client will be notified of the estimated repair time for any warranty or out-of-warranty repairs.

Proof of product purchase is a condition of warranty service. Serial numbers that have been altered, defaced, or removed can result in voiding the valuable GST Golden care warranty support at GST discretion.

GCW Golden Care warranty will include:

1. A minimum of 2 scheduled preventive maintenance visits shall be provided by GST.
  - o The client is responsible for scheduling.
  - o 120 days (±15 days) after the commencement of the Warranty Period
  - o 240 days (±15 days) after the commencement of the Warranty Period
2. Preventative Maintenance shall include, but not be limited to, the following:
  - o Checking audio system settings (including mics, speakers, and minor adjustments).
  - o Examining control system functionality (pending control setup & automation).
  - o Any other maintenance and adjustments necessary to ensure that the audiovisual system is in proper working order.
3. GST will perform firmware updates to the purchased products only if needed and required to maintain the overall operations of the audiovisual system.
4. One additional 1hr of basic training of the system use.

### **GST Exclusions**

Golden Care warranty shall not apply:

1. Failures or defects that are caused by products not supplied by GST.
2. Failures or defects that result from accident, mishandling, abusive operation, negligence, accident, improper installation, or inappropriate use as outlined in the manufacturer’s manual.
3. Damage caused or repairs required because of the use of items not specified or approved by the manufacturer.
4. Any cosmetic damage to the surface or exterior that has been defaced or caused by normal wear and tear.
5. Any damage caused by external or environmental conditions, including but not limited to transmission line/power line voltage, liquid substance, or natural cause such as earthquake or fire.
6. Existing clients provide equipment (During or after implementation).
7. Any installation, setup, and/or programming changes not performed by GST.
8. Digital Signage content creation or services.
9. Digital Cable feeds, receivers, and/or fees



10. UC licensing or accounts fees (i.e., Zoom, MS Teams, Cisco WebEx, etc.)
  - o Issues with video Conferencing applications, settings or functions need to be troubleshot with your IT Department first and determined prior to engaging GST support, must have associated Case # from MFG.
11. Changes, redesign, and/or reprogramming of system functions different from original installation design.
12. Consumable items such as user cables, projector lamps, or batteries are not covered.
13. Firmware upgrades to the client's purchased software.
14. No loaner equipment or hot swap products will be provided.

## **GENERAL RESPONSIBILITIES**

1. The customer is responsible for providing 24 hours or greater advanced notice for the rescheduling or cancellation of GST's onsite services. If less than 24 hours is given the customer will be charged a half day of GST's engineers time at \$175/hr.
2. Coordinate service deployment on third-party maintained hardware/software (if applicable).
3. Assign a designated person from the Customer's staff who, on behalf of the Customer will grant all approvals, provide information, and otherwise be available to assist GST to facilitate the delivery of this service.
4. Allow GST full and unrestricted access to all locations where the service is to be delivered.
5. Provide a suitable work area for delivery of the service, including access to an outside telephone line, power, any network connections, etc., that is required.
6. Provide one point-of-contact that will finalize decisions during the delivery of services.

GST does not guarantee that the operation of this product will be uninterrupted or error-free. GST will not be responsible for or inherit damages that occur due to the client's failure to follow instructions intended for the hardware product specified and the custom design intention required by the system scope of work. GST does not manufacture, mass-produce, create, or supply raw materials to create the required serviced product(s), therefore relying on the manufacturer's support for any-and-all repairs and/or replaceable items to complete GST services.

### Golden Care Warranty Pricing

	Item	Description	Qty	Price	Ext Price	Tax
1	GST-GCW-YEAR01	GST Golden Care Warranty - One Year	1	\$2,268.82	\$2,268.82	0%

Subtotal: **\$2,268.82**  
 Tax Subtotal: **\$0.00**

### Quote Summary

Description	Amount
Hardware	\$39,576.91
AV - Firm Fixed Price	\$26,456.44
E-Waste	\$28.00
Golden Care Warranty Pricing	\$2,268.82

Subtotal: **\$68,330.17**  
 Estimated Tax: **\$3,902.14**  
 Total: **\$72,232.31**

 **Terms & Conditions**

THIS IS A QUOTATION ONLY AND IS NOT AN ORDER OR OFFER TO SELL.

All prices and descriptions are subject to change without notice. No contract for sale will exist unless and until a purchase order has been issued by you and accepted by Golden Star Technology Inc. ("GST"). By issuing a purchase order to GST, you agree to GST's Terms and Conditions of sale set forth in GST's quote, GST's invoice, and GST online Terms and Conditions (<https://gstinc.com/resources/terms-and-conditions/>). If there is a separate purchase agreement signed by both your company and GST, the separate agreement will govern.

The prices contained in this list may not be relied upon as the price at which GST will accept an offer to purchase products or provide services unless expressly agreed to by GST in writing. Products and/or services quoted were selected by GST based on specifications available at the time of the quotation and are not guaranteed to meet your specifications. Product and services specifications may be changed by the manufacturer without notice. All products are subject to availability from the manufacturer. It is your responsibility to verify product and service conformance to specifications of any subsequent contract.

The freight costs listed are estimates. Shipping costs may vary based on time of purchase, additional services required, quantity ordered, shipment carrier and warehouse sourced. Actual shipping costs will be calculated during shipment and will be reflected on your invoice.

For hardware product(s), manufacturer warranty will begin upon physical delivery of the hardware product(s) by the customer or GST warehouse. For software product(s), the manufacturer warranty will begin upon electronic or physical receipt of the software product(s) by you or GST. Any returns must be approved by GST based on manufacturer approval. More details at [gstinc.com/RMA](https://gstinc.com/RMA).

Client acknowledges that applicable sales tax rates may change after the initial quotation is provided and before the final invoice is issued. In the event of a change in the applicable sales tax rate, GST reserves the right to adjust the sales tax amount accordingly. The Client agrees to pay the updated sales tax amount as required by applicable law at the time of the invoice issuance.

GST is not responsible for compliance with regulations, requirements or obligations associated with any contract resulting from this quotation unless said regulations, requirements or obligations have been passed to GST and approved in writing by an authorized representative of GST.

GST DOES EVERYTHING WE CAN TO ENSURE THAT THE PRICES WE HAVE QUOTED ARE CORRECT AND CURRENT. DUE TO SHORTAGES OF RAW MATERIAL, INCREASED LOGISTIC COSTS, AND TARIFFS, PRICING MAY INCREASE AT ANY TIME FROM OUR VENDORS AND MANUFACTURERS THAT IS OUT OF OUR CONTROL.