

**Ben Hill County Board of  
Commissioners**

402-A East Pine Street

Fitzgerald, GA 31750 US

**Ben Hill County Courthouse - VTC  
Upgrades**

**Presented To:**

Proposal #: 7112

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**S&I Integrated**

AUDIO VIDEO LIGHTING

# WHY S&L INTEGRATED?



## Providing Tools for Communication

Audio, video, lighting and control systems need to work flawlessly, making our client's daily operations more efficient.



## Design and Development

Understanding the client's vision is the key to designing and installing user-friendly communications solutions. We are committed to helping our clients improve efficiency, increase productivity and lower operating costs.



## Experience and Innovation

Our team members have multiple industry certifications. We are motivated to innovate and excel in the AVL industry. We are always evaluating current processes and investing in new techniques and training.



## Listening to Needs

We have the knowledge and experience to meet our clients needs and provide a solution that is effective and easy to use.



## Working Within a Budget

We have partnerships with manufactures and distributors that enable us to provide superior products and services that fit any budget.



## Training and Support

We provide training as a service to our clients, including educating staff and volunteers how to successfully operate their system.

Our support team is ready to assist clients should issues arise.

# SERVICES



## Consulting

Listening and providing feedback. Empowering our clients with valuable information.



## Design

Knowledge and innovation are keys to good design. Our engineers have the experience and training to develop a suitable solution.



## Build

Putting together robust systems and making sure they perform properly prior to installation.



## Installation

Coordinating and communicating with our client to meet deadlines and expectations.



## Training

Providing our clients with the skills and knowledge to operate complex systems.

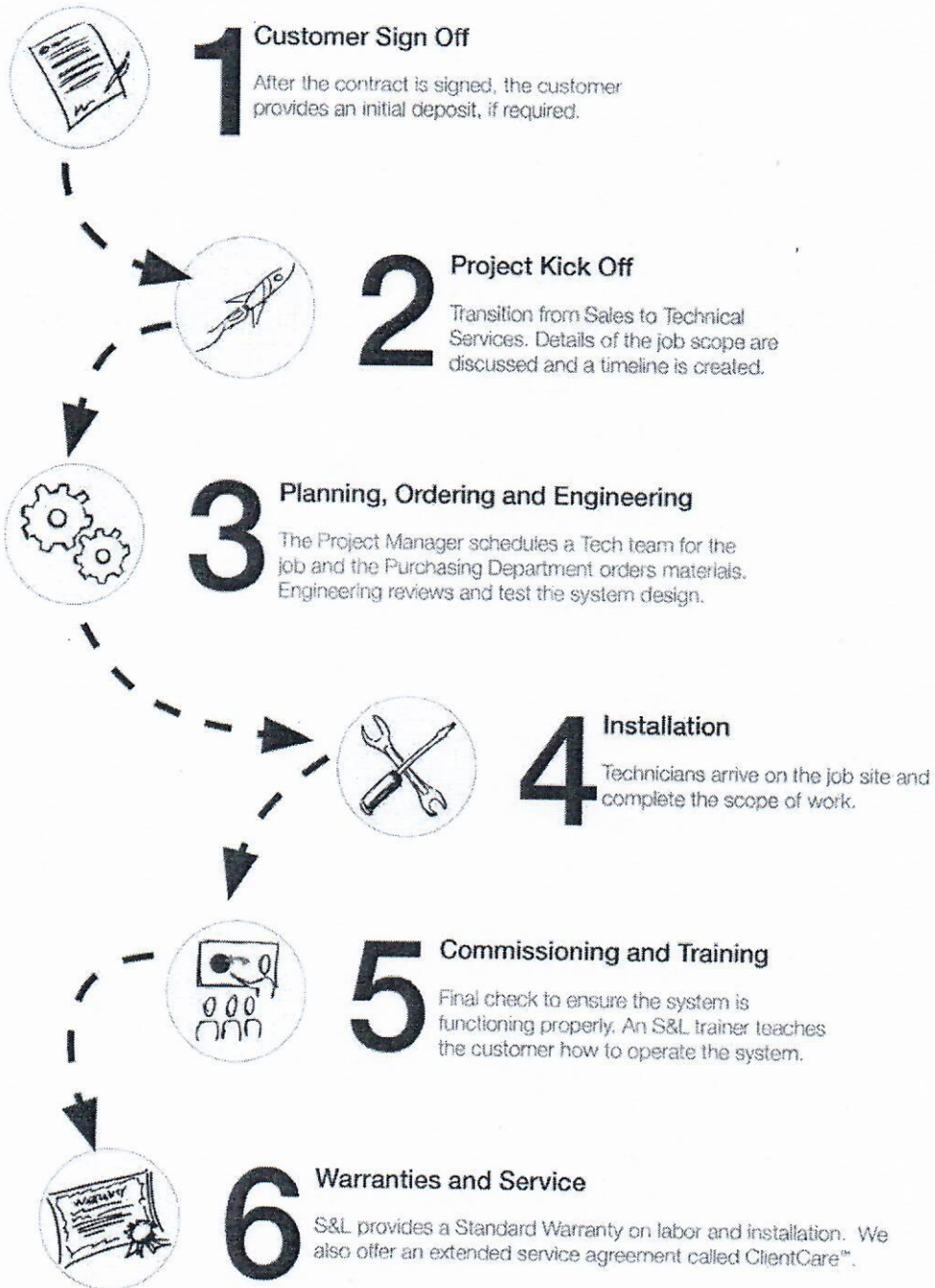


## Maintenance

Your peace of mind is important to us. We provide troubleshooting, programming support, and repairs.

The information in this document is confidential property of S&L Integrated Systems, LLC.

# PROJECT WORK FLOW



The information in this document is confidential property of S&L Integrated Systems, LLC.

# Client Care<sup>TM</sup>

Extended Service Agreement from S&L Integrated

Keeping your system operating efficiently is important to your organization. Providing you with peace of mind is our goal.

**ClientCare<sup>TM</sup>** is offered as a value added service from S&L Integrated. This one year extended service agreement is focused on providing a flexible level of service based on your needs. Our goal is to eliminate your headaches and to ensure your equipment is operating properly.

FEATURES	STANDARD	PREMIER	UNLIMITED
Priority Help Desk	✓	✓	✓
Service Labor Discounts	✓	✓	✓
Manufacturer Warranty Support	✓	✓	✓
Remote Diagnose & Repair (If applicable)		✓	✓
Equipment Replacement Discounts		✓	✓
Preventative Maintenance		One per year	One per year
Diagnose & Repair Service Calls		One per year	Unlimited

## ClientCare<sup>TM</sup> Add-On Features

You can customize **ClientCare<sup>TM</sup>** by adding any of these additional features. Just pay for what you need.

- + Preventative Maintenance Visit
- + Critical Event Coverage
- + Diagnose and Repair Service Calls
- + Emergency Response
- + After Hours, Nights, Weekend Support
- + Remote Diagnose & Repair



Remote Support



Discounts



On-Site Service



After Hours, Nights  
& Weekends

# Ben Hill County Courthouse - VTC Upgrades

## Scope of Work

### Introduction

Ben Hill County is in need of a VTC upgrade/addition to the existing Courtroom AV system. This system will allow for holding Virtual Court and First Appearance by Video as well as providing a Livestream solution to satisfy the requirements of Open Court laws. The VTC system will integrate with existing Audio-Visual systems installed by S&L Integrated.

### Proposed work to be done

To meet the client's requirements as described above, we propose to install a total of 5 new cameras in the Courtroom. Four (4) of the cameras are dedicated to Video teleconferencing (VTC) while the 5th camera is dedicated to the Live stream system for Open Court requirements. The VTC solution uses four (4) cameras that will capture the Judge's Bench, Witness Stand, Prosecution and Defense Tables. We will provide and install a multiplexer to allow the four cameras to be digitally stitched together for one (1) image so that remote parties can see all participants from the Courtroom in a single view. Video from each camera will feed into the multiplexer via Serial Digital Interface (SDI). Power for each camera will be extended with the SDI signal via RG6 Siamese cabling. Audio from the Courtroom will be directly fed from the digital signal processor (DSP) to capture existing microphones. Due to the expansion of the new system, the existing DSP hardware will be upgraded to a newer model with sufficient processing power. Both the Audio and Video feeds will connect to a Web Presenter module which combines the signals. The Web Presenter will connect to an Owner Furnished (OFE) PC or Laptop using USB cable. The OFE computer will run a "soft codec" application for VTC. Soft codec applications can include Starleaf, Zoom, WebEx, Lifesize or others if approved and configured by S&L Integrated. We will provide a Video feed via HDMI from the OFE PC or laptop to existing displays in the Courtroom to allow people in the Courtroom to view the Video teleconference. Audio from the OFE PC or Laptop will be de-embedded and returned to existing DSP to allow the Courtroom participants to hear the remote participants.

To satisfy the requirements of Open Court, S&L will provide and install a 5th camera that will capture the overall Courtroom from the Gallery. The camera will supply video via SDI. Audio will be captured from the existing DSP. Both Audio and Video will feed into a professional video streaming and recording appliance. This device will connect to the OFE Network for access to the Internet to provide live content to CDNs (content delivery networks) such as YouTube, Facebook Live, and Ustream.

### S&L responsibilities and deliverables

S&L will supply and install the audiovisual equipment. We will program, test, and commission the equipment.

S&L will deliver a full set of location/detail drawing as-builts as well as product manuals and a quick start user guide in either paper or electronic form, per client's preference, upon project completion.

S&L will work with customer in regards to installation of any electrical requirements for this system, however we will provide power specifications and locations where required.

S&L is not responsible for providing any end user devices to be displayed through system.

### Client responsibilities and deliverables

Client will provide the following:

End user devices to be used with the system

List of staff members at each location to be trained

Electric outlet and data drop at specified location per drawings



# Ben Hill County Courthouse - VTC Upgrades

## 1-VTC

PART DESCRIPTION	QTY
Compact 12GSDI / HDMI 12MP 4K Camera with HD-HDR and CS/C lens mount (Lens sold seperately)	2.00
12MP 7~34mm 4K Varifocal CS Lens	2.00
Miniature HDMI / 3GSDI Genlock Camera	2.00
1/4"-20 Articulate Arm - 11-inch	4.00
1/4"-20 Wall Mount for CVM-7, CVM-11 & CVM-13	4.00
Blackmagic MultiView 4	1.00
Blackmagic Web Presenter	1.00
High-Definition Video Scaler, HDMI® In, HDMI Out	1.00
Unbalanced Input Transformer	1.00
Freight	1.00

**1-VTC SUBTOTAL: \$9,966.65**

## 2-STREAMING

PART DESCRIPTION	QTY
Compact Zoom 3GSDI & HDMI Camera 50/60fps	1.00
1/4"-20 Articulate Arm - 11-inch	1.00
1/4"-20 Wall Mount for CVM-7, CVM-11 & CVM-13	1.00
Matrox MHDx/I Monarch HDX Dual-Channel H.264 Encoder for Broadcast Streaming	1.00
Audio Converter ? Balanced to Unbalanced - Terminals, dual-RCA	1.00
Micro Converter SDI to HDMI wPSU	1.00

**2-STREAMING SUBTOTAL: \$3,095.48**

## 3-POWER

PART DESCRIPTION	QTY
WattBox? IP+ Controllable 5 Outlet (5 Controlled) Compact Power Conditioner with Auto Reboot	1.00
12 Outlet Rack Mount IP Controllable Power Conditioner with Auto Reboot - Optional Faceplate	1.00

**3-POWER SUBTOTAL: \$937.95**

## 4-NETWORKING EQUIPMENT

PART DESCRIPTION	QTY
Ubiquiti Edgerouter Lite ERLITE-3 Desktop Router (Black)	1.00
AV SERIES 26-Pt/24 PoE+ GbE Mgd Switch	1.00

**4-NETWORKING EQUIPMENT SUBTOTAL: \$1,125.98**

## 5-AUDIO

PART DESCRIPTION	QTY
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Unified Core with 24 local audio I/O channels, 128x128 total network I/O channels with 8x8 Software-

1.00

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**5-AUDIO SUBTOTAL:    \$2,500.00**

# Ben Hill County Courthouse - VTC Upgrades

## Quote Summary

Purchased Equipment:	\$18,803.10
Installation Services:	\$6,805.00
Shipping and Handling:	\$373.22
Client Care:	\$0.00
<b>Subtotal:</b>	<b>\$25,981.32</b>
Tax:	\$0.00
<b>Total:</b>	<b>\$25,981.32</b>

## Acceptance

### Payment Terms

Payment shall be remitted as follows unless pre-authorized by S&L: 50% Deposit at the time of proposal acceptance; 40% Due when installation begins; 10% Due at project completion

CLIENT: Ben Hill County Board of Commissioners

DATE: 08-26-2020

BY: [Signature]

PRINT: Steve Taylor

COMPANY: S&L Integrated Systems, LLC

DATE: \_\_\_\_\_

BY: \_\_\_\_\_

PRINT: \_\_\_\_\_

### Terms and Conditions

Prices are based upon total purchase as a package. Sales tax quoted is for estimating purposes only. Actual sales tax will be calculated at time of invoicing. There is a minimum 15% restocking fee with original packaging on any returns. The general project description is contained in the Scope of Work (SOW). S&L shall install the specified systems as described in the SOW. No additional work shall be performed outside of the SOW, except where a proposal or change order has been issued by S&L and signed by the customer. Technicians are not authorized to agree to any work outside of the approved SOW and S&L is not bound by any statements or arrangements that are not approved in writing by both parties. All work must be authorized through the Project Manager or Account Executive only. Any required completion dates of this SOW is subject to the Client's timely acceptance of this proposal and manufacturer lead times. Customer agrees to pay S&L for the services rendered in accordance with the SOW and any authorized Change Orders. Payment shall be remitted in accordance to agreed upon terms. Progress payments will be made according to the payment schedule if one has been defined in the proposal. Final billing from S&L shall be submitted to Customer after completion of the SOW. Complete and Final payments made under this Agreement shall be conclusive evidence of the satisfactory performance of the SOW and acceptance of work and materials



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