



BLUEWATER

24050 NORTHWESTERN HIGHWAY
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BLUEWATERTECH.COM

HARTLAND TOWNSHIP

Hartland Streaming Upgrade

Prepared On: 2017-09-15

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Innovative Thinking + Flawless Execution

At Bluewater, we create moving live events and AV experiences for strong brands. This is a direct result of two things; an understanding of the intersection where content, space and technology strategically align, and a commitment to delivering flawlessly on every project we engage. We keep an incredibly talented team of designers, engineers, developers, and all around geeky-chic technical staff who live for the challenges presented to us. We are thrilled for the opportunity to present the following overview to you.

Executive Summary of Project

We believe Bluewater is uniquely positioned to provide HARTLAND TOWNSHIP the technical guidance and support necessary to ensure success of the Hartland Streaming Upgrade project and thank you for the opportunity to provide this quote.

Please find the detailed scope of work in the Appendix.



Investment Summary

- Bluewater will deliver the Hartland Streaming Upgrade project as detailed herein to HARTLAND TOWNSHIP for \$17,169.19.

Please find the Investment Detail in the Appendix.

Client Authorization

Bluewater Technologies Group, Inc. is hereby authorized to perform the work for HARTLAND TOWNSHIP as outlined above dated 2017-09-14, regarding the Hartland Streaming Upgrade per:

Quote #	Subtotal	Tax	Total
121286	\$17,169.19	\$0.00	\$17,169.19

Name: _____

Signature: _____

Title: _____

Date: _____



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Appendix

- Detailed Scope of Work
- Investment Detail
- Bluewater Terms & Conditions
- Statement of Warranty



Detailed Scope of Work

Hartland Township Streaming Upgrade REV 1 OFE Cameras

OVERVIEW –

Bluewater will update the existing camera system and upgrade the streaming capabilities. A new program monitor and touch enabled preview monitor will replace the old monitors. This system will tie into the newly proposed Video Upgrade on another quote. This upgrade will bring the system up HD standards and provide a better viewing experience.

VIDEO –

Bluewater will reuse the four OFE Sony cameras that are wall mounted. The EZIM modules located at the cameras with the local cabling will be replaced with new HD component items. The existing cabling will be reused. In the rack, the existing CCU's will be reused as well. The cabling out of the CCU's will be changed to component cabling and will connect to a new Vaddio ProductionVIEW HD MV production video switcher. Utilizing this switcher will allow a faster learning curve since it will be replacing a similar ProductionVIEW SD switcher. The new switcher will output to four destinations. A Standard Definition (SD) signal over composite video will be sent to the existing modulator for use their TV channel. A digital High Definition (HD) signal will be sent to an HDMI DA that will split the signal to both the new 22" program monitor and to a Vaddio AV Bridge which will combine audio from the audio system and video to the OFE PC via USB for streaming over Live Stream. Another HD output will feed a 22" Touch enabled preview monitor. From this monitor, you can view all four cameras plus the video source from the video system on one screen. You can also save preset camera shots from the touch screen. Making control very simple. A preview and Program window can also be shown. Tally control of the cameras and windows is displayed by Red and Green outlines on images. All of these features can be displayed at the same time, it also allows customization of the screen.

All existing unused equipment will be removed and returned to the client.

AUDIO –

The existing audio system will remain the same. A feed from each output card of the DM switcher will be provided to the system to replace the Autopatch feeds and a feed to the AV bridge will be provided for streaming purposes.



CONTROL –

The Vaddio ProductionVIEW HD MV switcher will operate the video cameras nearly the same as the existing system. The following functions will be controlled by the system:

1. Video source routing
 - a. Multiple sources to multiple displays (Full video matrix)
2. Camera controls
 - a. Camera presets
 - b. Pan
 - c. Tilt
 - d. Zoom
 - e. Gain
 - f. White Balance
3. Touchscreen items
 - a. Presets
 - b. Screen layouts

EQUIPMENT RACK AND FURNITURE –

The existing rack will be reused. Any components that are not needed in the system will be removed and returned to the client.

INSTALLATION TIME FRAME –

This project is expected to take 2 days onsite to complete.

RESPONSIBILITIES –

The customer will be responsible for adding network, power and backing as directed by Bluewater. The client will be responsible for providing the streaming PC with the Live Stream software and account setup prior to Bluewater starting work.



Investment Detail

Hartland Township Streaming Upgrade REV 1 OFE Cameras - Pricing

Qty	Description	Unit Price	Extended Price
1.00	ProductionVIEW Camera Control Console with multiviewer capabilities, digital inputs/outputs, HD, RGB	\$7,061.25	\$7,061.25
4.00	VGA to Component Breakout Cable	\$47.50	\$190.00
4.00	EZIM with component video, power and rs232	\$190.00	\$760.00
4.00	OFE Sony EVI-HD1 Cameras	\$0.00	\$0.00
4.00	OFE Vaddio QCCU 998-1105-012	\$0.00	\$0.00
1.00	TeleTouch 22" HD Touch Screen LCD Monitor with Base	\$1,326.25	\$1,326.25
4.00	15 Pin Cable - 8 ft. (2.44m)	\$20.00	\$80.00
1.00	AV Bridge	\$1,741.25	\$1,741.25
1.00	1-to-2 4K HDMI® Distribution Amplifier	\$187.50	\$187.50
2.00	MOLDED HDMI HIGH SPEED 2M	\$10.94	\$21.88
1.00	MOLDED HDMI-DVI CL2 2M BLK	\$12.61	\$12.61
1.00	MOLDED DVI-D SINGLE LINK 4M	\$35.25	\$35.25
1.00	USB-A to USB-B Cable/6'	\$3.39	\$3.39
2.00	3SP RACKSHELF 14.75DP	\$48.94	\$97.88
1.00	22" Narrow Bezel Desktop Monitor w/ IPS Panel, Integrated Speakers and LED Backlighting	\$230.00	\$230.00
1.00	Miscellaneous Materials	\$250.00	\$250.00
1.00	Engineering, Programming, and Integration	\$5,000.00	\$5,000.00
1.00	Shipping Charges	\$171.93	\$171.93

Quote Subtotal: \$17,169.19

Quote Tax: \$0.00

Quote Total: \$17,169.19



Bluewater Terms & Conditions

- All equipment specification, design and drawings are proprietary to Bluewater Technologies Group Inc. (BWT), exclusive to the named client and are not for distribution.
- All requested changes to the final proposal must be approved in writing by the BWT Project Manager and will be added to the final invoice.
- Scheduling changes caused by the client or client's contractor will result in add charges including demobilization remobilization and expediting fees. Hours quoted on accompanying proposals are based strictly on work being continuous and uninterrupted from project commencement through completion. Any scheduling conflicts/room availability that result in work stoppage will be billed for hours lost and added to the final invoice to the customer.
- BWT is not responsible for condition and functionality of Client's existing audio/visual system components. Any malfunctioning equipment, not specifically provided by BWT through this project, is the sole responsibility of Client.
- When applicable, client is responsible for providing sufficient and adequate bandwidth for video conferencing communication between all offices. Client is also responsible for configuration of network and firewall settings for transmitting and receiving audio and video over the IP network as necessary.
- Client is responsible for the replacement of all consumable components.
- Cancellation of ordered or shipped product will result in a 25% restocking fee and is subject to manufacturer rules and regulations pertaining to return items. Client is responsible for all freight to return any and all returned items. Custom items, special order items or product delivered over 60 days ago cannot be canceled and cannot be returned.
- Any architectural, electrical, structural, or mechanical costs are not the responsibility of BWT. Our installation technicians may perform a site survey with the facilities manager to coordinate these trades within the scope of project. Client will need to provide electrical power and network connectivity to the areas required.



- Seller represents and Buyer acknowledges and agrees that, unless otherwise expressly stated in this contract, the amount of this contract does not include any sales or use tax that may be imposed by a state claiming a right to be paid such tax. Buyer agrees to pay any and all such tax, and agrees to indemnify and defend Seller against liability for any and all such tax.
- BWT reserves the right to use client name/logo and project details in company marketing materials (including, but not limited to, brochures, website content, presentations and case studies) unless explicit written objection provided by client.
- System programming for this project is deemed complete upon sign-off by site manager, approval of project manager, or the passing of 14 days without a customer punch list item related to programming.
- Payment terms are 50% down, 40% upon equipment delivery, and 10% upon punch list sign off.
- If project timeline is extended more than 30 days, BWT reserves the right to invoice client for product procured by BWT. Client agrees to pay invoice within 30 days.
- This quote is valid for 30 days from date of issue.
- Client hereby agrees that project scope represents Bluewater's understanding the clients deliverable. Any additions or subtractions of scope may result in project cost changes. The scope of this application includes all functionality as described or illustrated in this document at the time of approval. Any functionally not described in this document is considered out of scope.
- Scope can be modified via Customer Change Orders (CCO) which would have their own sub-scope and costs.



Statement of Warranty

Bluewater Technologies Group Inc. (BWT) will provide a one year installation warranty from the date of completion. BWT will provide material and labor during this one-year warranty period in the event of any qualified installation workmanship issues. This coverage includes mounting applications, wire terminations, wall plate/tabletop termination, etc. BWT will also cover the labor needed to service any of the installed systems equipment/functionality for a period of 90 days. Coverage will commence when we have received a signed and dated Certification of Completion form for the project.

Equipment Covered (90 day coverage)

All BWT supplied equipment detailed in proposal.

Exceptions / Exclusions

- Any consumables such as lamps, filters, disc, etc.
- Any damage or repair required due to end user misuse, abuse, user error or damage by other contractor's
- Any related causes by force majeure (acts of God)



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