



920 Stillwater Road Suite 180
West Sacramento, CA 95605
Tel:(916) 900-8111

March 13, 2025

To: Joel Staker
IT Manager
Monte Verde St.
City of Carmel-By-The-Sea, Ca 93923
Phone: 831-620-2025

Re:

Description: Carmel Council Chambers Upgrade

Audio System

- 1.Replace DSP with QSYS Core 110F.
- 2.Replace Amplifier with QSC QSYS MP-A40V.
- 3.Re-aim speakers.
- 4.Install two ceiling microphones (use case TBD).
- 5.Install Vaddio Bridge Mini in Council Chambers.
- 6.Install Barco ClickShare for wireless presentation.
- 7.Demo & rewire system.

Video System

- 1.Replace cameras with PTZ NDI cameras with camera controller
- 2.Replace switcher with a 4K video switcher
- 3.Install 8K Laser Projector
4. Replace projection screen with motorized version.
- 5.Upgrade network switch with a POE+ switch.
- 6.Install Vaddio AV Bridge for video conferencing.
- 7.Provide necessary parts & accessories.
- 8.Program & commission system.

Conti Job #:

Attention:

Thank you for the opportunity to submit this pricing for the work as outlined below.

Item Number	Total Charge
Material/Tax	\$ 113,390.61
Labor	\$ 31,212.50
Lift Rental	
Total	\$ 144,603.11

Please feel free to contact us if you have any questions or concerns.

Regards,

Bill Famini
TECHNOLOGY DIVISION MANAGER- NORTHERN CALIFORNIA

CC:

Job Name / Description : City of Carmel-By-The-Sea - AV Upgrade

Customer : Joel Stalker

Address : Monte Verde St,

Carmel-By-The-Sea, Ca 93923

Description : City of Carmel-By-The-Sea - AV Upgrade

A) Labor

165.70 Labor Rate \$125.00 Tech \$ 20,712.50
70.00 Labor Rate \$150.00 Programming \$ 10,500.00

TOTAL JOB PREPARATION \$ **31,212.50**

C) MATERIAL

Material \$ 99,247.80
Shipping \$ 4,962.39
Incidental labor _____
Labor Factoring/Lost Time _____
Sales Tax @9.25 \$ 9,180.42

TOTAL MATERIAL COST \$ **113,390.61**
Total On Site Opening Cost \$ **144,603.11**

D) SUBCONTRACTORS

Lift rental _____

TOTAL SUBCONTRACTORS \$ **-**

Units **Total On Site Cost** \$ **144,603.11**

0 Sub-Contractors \$ - @ \$ -
0 Unit Prices - Each Delivery @ \$ - Delivery \$ -

TOTAL AMOUNT OF THIS CHARGE \$ **144,603.00**

CONTI LLC

Materials

Date March 13, 2025

		Matl Unit	U	Matl Ext	Labor Unit	U	Labor Ext
AUDIO							
QSC QSYS Core110f	1	\$ 3,031.20		\$ 3,031.20	2.00		2.0
QSC Scripting License SLQSE-8N-P	1	\$ 168.00		\$ 168.00	0.25		0.3
QSC UCI Deployment Feature License SLQUD-8N-P	1	\$ 83.52		\$ 83.52	0.25		0.3
QSC QIO-ML4i Network Mic/Line Input	2	\$ 525.60		\$ 1,051.20	2.00		4.0
QSC QIO-GP8x8 Q-SYS Network I/O Expander	2	\$ 327.60		\$ 655.20	2.00		4.0
QSC MP-A40V Multi-Channel Amplifier	1	\$ 1,375.20		\$ 1,375.20	1.00		1.0
QSC Q-SYS NM-T1 Network tabletop microphone for Q-SYS	1	\$ 858.00		\$ 858.00	1.00		1.0
QSC AC-C4T 4" commercial in-ceiling speakers	2	\$ 84.00		\$ 168.00	1.00		1.0
Listen Technologies Everywhere Wi-Fi Audio Server LW-100P-02	1	\$ 1,004.40		\$ 1,004.40	2.00		2.0
Shure MXA920 Ceiling Array Microphone	2	\$ 3,781.20		\$ 7,562.40	2.00		4.0
Shure MX418D	1	\$ 352.80		\$ 352.80	2.00		2.0
Demo/Rewire new to old system	1	\$ 1,860.00		\$ 1,860.00	32.00		32.0
VIDEO							
Crestron CP4N Control Processor	1	\$ 1,848.00		\$ 1,848.00	1.00		1.0
Crestron DM-NVX-E20 Encoder	5	\$ 594.00		\$ 2,970.00	0.50		2.5
Crestron DM-NVX-D20 Decoder	6	\$ 594.00		\$ 3,564.00	0.50		3.0
Crestron DM-NVX-C30C Encoder Card	4	\$ 858.00		\$ 3,432.00	0.50		2.0
Crestron DM-NVX-D30C Decoder Card	4	\$ 858.00		\$ 3,432.00	0.50		2.0
Crestron DMF-CI-8 DM Card Chassis	1	\$ 1,320.00		\$ 1,320.00	2.00		2.0
OREI 4K 1x8 4k Video Distribution Amp	1	\$ 82.80		\$ 82.80	2.00		2.0
Crestron TSD-2220-B Touch Panel (Tech and Clerk)	2	\$ 1,320.00		\$ 2,640.00	1.00		2.0
Crestron TSW-770-B-S Touch Panel (Lectern)	1	\$ 1,320.00		\$ 1,320.00	1.00		1.0
Crestron DGE-200-C Graphics Engine (Tech, Clerk, and Graphics)	3	\$ 1,800.00		\$ 5,400.00	0.50		1.5
Vaddio AV Bridge Mini Audio/Video Encoder 999-8240-000	1	\$ 2,005.16		\$ 2,005.16	1.00		1.0
Barco/R9861622USB2 CX-50 GEN2 Set, ClickShare Base + 2 Buttons, TAA Compliant - Black	1	\$ 3,105.60		\$ 3,105.60	3.00		3.0
Barco USB-C Button	2	\$ 244.80		\$ 489.60	0.10		0.2
PTZ Optics Move 4K 30x-4K-XX-G3 PT30X4KWHG3	4	\$ 2,112.00		\$ 8,448.00	2.00		8.0
PTZ Optics PT-WM-3-xx Wall Mount	4	\$ 145.20		\$ 580.80	1.00		4.0
PTZ Optics SuperJoy, a PTZ camera joystick controller	1	\$ 864.00		\$ 864.00	1.00		1.0
Blackmagic Design ATEM Television Studio 4K8	1	\$ 5,040.00		\$ 5,040.00	2.00		2.0
Blackmagic Design HDMI to SDI Converters	8	\$ 82.80		\$ 662.40	0.25		2.0
Panasonic/PT-MZ880WU7							
WUXGA 8000 4K Lmns LCD Laser Projector - White	1	\$ 8,011.20		\$ 8,011.20	4.00		4.0
Dalite Projection Screen 50x80 34456L	1	\$ 1,298.40		\$ 1,298.40	16.00		16.0
Crestron USB-EXT-2-LOCAL-1G-W							
USB over Category Cable Extender Wall Plate, Local, White	1	\$ 396.00		\$ 396.00	2.00		2.0
Crestron USB-EXT-2-REMOTE							
USB over Category Cable Extender, Remote	1	\$ 330.00		\$ 330.00	2.00		2.0
Extron SMP 401 12G-SDI 4K/60 Multi-Recording and Streaming w/12G-SDI 60-1825-02	1	8262.000		\$ 8,262.00	2.00		2.0
15.6" Dais Monitor	8	\$ 202.80		\$ 1,622.40	1.00		8.0
Demo/Rewire new to old system	1	\$ 1,800.00		\$ 1,800.00	32.00		32.0
MISC							
Netgear AV Line m4250 GSM4248PX 40-Port Switch	1	\$ 3,358.80		\$ 3,358.80	2.00		2.0
APC by Schneider Electric Smart-UPS 3000VA LCD RM 2U 120V with SmartConnect SMT3000RM2UC	2	\$ 2,052.00		\$ 4,104.00	2.00		4.0
	0	\$ -		\$ -	0.00		0.0
	0	\$ -		\$ -	0.00		0.0
Travel	1	\$ 1,800.00		\$ 1,800.00	0.00		0.0
Material Sub Total	0		E	\$ 96,357.08	0.00		0.0
Miscellaneous Materials 3%	0	\$ 2,890.71	E	\$ 2,890.71	0.00		
Totals				\$ 99,247.80			165.70