



Agenda Item No: 4.e

Meeting Date: March 17, 2025

SAN RAFAEL CITY COUNCIL AGENDA REPORT

Department: Digital Service and Open Government

Prepared by: Vinh Pham,
Digital Infrastructure Manager

City Manager Approval: _____

TOPIC: AUDIO-VIDEO SYSTEMS UPGRADES FOR CITY CONFERENCE ROOMS

SUBJECT: ADOPT A RESOLUTION AUTHORIZING THE CITY MANAGER TO ENTER INTO AN AGREEMENT, WHICH IS EXEMPT FROM COMPETITIVE BIDDING PROCESS, WITH MARINIT, INC. FOR AUDIO-VIDEO SYSTEMS UPGRADES TO FIVE CITY CONFERENCE ROOMS, WITH A TOTAL COST NOT TO EXCEED \$193,938.

RECOMMENDATION:

Staff recommends that the City Council authorizing the City Manager to enter into an agreement, which is exempt from the competitive bidding process, with MariniT Inc. for audio-video upgrades to five City conference rooms, with a total amount not to exceed \$193,938.

BACKGROUND:

Since the COVID-19 shelter-in-place orders in 2020, the City's workforce has adapted to using hybrid meeting spaces to accommodate in-person and remote participants of daily meetings and public meetings. While many conference rooms at City facilities have provided with interim solutions to support hybrid meetings, a more permanent configuration is needed to enhance usability and ensure consistent participant experiences across all facilities. The City of San Rafael has eighteen conference rooms at City facilities that require audio-video (A/V) improvements to accommodate hybrid meetings. The rooms vary in complexity due to size, existing A/V conditions, and intended purpose. In addition to the installation of a consistent interface for reserving and managing hybrid meeting spaces, the City will require ongoing support services to maintain system functionality, ensure usability, and support the continued modernization of the A/V systems. These improvements will benefit both daily meetings of internal work teams, collaboration with partner agencies, boards, commissions, and public participation programming.

ANALYSIS:

The City has A/V systems and technology and displays at various stages of its technology lifecycle across eighteen conference rooms at City facilities. The variety of outdated systems contributes to inconsistencies in user experience, meeting performance, and quality. The goal of this project is to

FOR CITY CLERK ONLY

Council Meeting:

Disposition:

establish consistent configuration and management experience of conference room technology that meets the unique needs of each conference room based on its size and purpose.

The key objectives of this project include:

- **Enhance Audio Quality:** Upgrade conference rooms’ microphones, speakers, and sound systems for clear and consistent audio.
- **Upgrade Visual Systems:** Replace outdated projectors and screens with high-definition displays where it’s appropriate to do so.
- **Improve Video Conferencing:** Implement modern video conferencing systems to facilitate remote collaboration.
- **Consistent user experience:** Deploy the same technology and equipment to create a uniform user experience for all conference rooms.
- **Futureproofing:** Ensure all upgrades are scalable and adaptable to future technological advancements.
- **Video Software & Scheduling Integrations:** Integration with video meeting software (Teams/Zoom) that allows users to easily schedule and start meetings.

The first phase of A/V upgrades includes meeting spaces most used for hybrid meetings. Upon completion and testing of these spaces, the City will review and prioritize the remaining conference rooms that require improvements.

Expense Type	Cost
City Hall A/V Controller	\$14,523
City Manager Conference Room	\$25,785
Digital Service Conference Room	\$36,754
City Hall 3 rd Floor Large Conference Room	\$38,581
Public Works Large Conference Room	\$41,993
San Rafael Community Center Lounge	\$36,300
Grand Total	\$193,938

The construction of the Public Safety Center in 2020 included the installation of advanced audio-video systems using Crestron controllers that require specialized skills to support. Over the past two years, the Digital team conducted discovery and requests for information from regional audio-video providers to identify resources available for the implementation of new conference room A/V systems and provide ongoing support for existing audio-video spaces in both the Public Safety Center and other City facilities. In 2023, we entered into an agreement with MarinIT Inc. to support the maintenance and configuration of audio-video systems at the Public Safety Center. In 2024, the City entered into an agreement with MarinIT to conduct discovery and provide design recommendations for Citywide conference rooms that would allow compatibility with existing systems at the Public Safety Center.

Marin IT will provide their expertise to mitigate for potential risks associated with system downtime, misconfiguration, and incompatibility with our existing A/V environment. The services provided by MarinIT, Inc. involve highly specialized knowledge and expertise in advanced A/V systems, specifically Crestron controllers, which are integral to the Public Safety Center’s operations and proposed solutions for Citywide A/V integrations. Maintaining, configuring, and designing these systems requires unique technical skills that are not widely available. As such, MarinIT’s knowledge of existing systems, prior

involvement with the Public Safety Center, and expertise in this specialized field make them the most qualified entity to perform the work.

The agreement with MarinIT falls within the exception outlined in [San Rafael Municipal Code Section 2.55.100](#) due to the specialized nature of the services they provide, their prior involvement with the systems, and the need for continuity and efficiency in the maintenance and expansion of the City A/V infrastructure. As a result, a formal bidding process is not required in this case.

Implementing this A/V upgrade will greatly improve our organization's A/V capabilities, leading to better communication and collaboration, less staff time and frustration, fewer support calls, and a firm foundation that will make future upgrades to next-generation A/V systems easier and cost-effective.

FISCAL IMPACT:

The cost of the conference room upgrade project totals \$193,938. Funding to support the project is included in the adopted fiscal year (FY) 2024-25 budget (Technology Fund – 604) for technology projects.

OPTIONS:

The City Council has the following options to consider on this matter:

1. Adopt a resolution authorizing the City Manager to issue a purchase order as recommended.
2. Do not authorize the City Manager to enter into the agreement and provide further directions to staff.

RECOMMENDED ACTION:

Staff recommends that the City Council authorizing the City Manager to enter into an agreement, which is exempt from the competitive bidding process, with MarinIT Inc. for audio-video upgrades to five City conference rooms, with a total amount not to exceed \$193,938.

ATTACHMENTS:

1. Resolution
2. Scope of work

RESOLUTION NO. _____

RESOLUTION OF THE SAN RAFAEL CITY COUNCIL AUTHORIZING THE CITY MANAGER TO ENTER INTO AN AGREEMENT, WHICH IS EXEMPT FROM COMPETITIVE BIDDING PROCESS, WITH MARINIT, INC. FOR AUDIO-VIDEO SYSTEMS UPGRADES TO FIVE CITY CONFERENCE ROOMS, WITH A TOTAL COST NOT TO EXCEED \$193,938.

WHEREAS, in 2020, during the COVID-19 shelter-in-place, the City workforce adapted to using hybrid meeting spaces to accommodate both in-person and remote participants; and

WHEREAS, in 2023, the City entered into an agreement with MarinIT, Inc. to support the audio-video systems at the Public Safety Center; and

WHEREAS, MarinIT, Inc. has been involved with the setup and ongoing maintenance of the Public Safety Center's audio-video system, giving them a comprehensive understanding of its capabilities and limitations; and

WHEREAS, in 2024, the City entered into an agreement with MarinIT, Inc. to conduct discovery and provide design recommendations for citywide conference rooms, ensuring compatibility with existing systems in the Public Safety Center; and

WHEREAS, the City has eighteen conference rooms requiring audio-video improvements to accommodate hybrid meetings; and

WHEREAS, MarinIT, Inc. has consistently provided timely and effective solutions, showcasing their commitment to the long-term success of City audio-video infrastructure operations; and

WHEREAS, the agreement is exempt from competitive bidding pursuant to [San Rafael Municipal Code Section 2.55.100](#); and

WHEREAS, funding to support the recommended Agreement is provided within the approved Fiscal Year (FY) 2024-25 Digital Service and Open Government budget (Technology Fund – 604).

NOW, THEREFORE, BE IT RESOLVED, that the City Council of the City of San Rafael hereby finds the forgoing recitals are true and correct; and authorizes the City Manager to enter into an agreement with MarinIT, Inc. for audio-video upgrades to five City conference rooms, with a total amount not to exceed \$193,938.51.

I, LINDSAY LARA, Clerk of the City of San Rafael, hereby certify that the foregoing Resolution was duly and regularly introduced and adopted at a regular meeting of the City Council of the City of San Rafael, held on Monday, the 17th day of March 2025, by the following vote, to wit:

AYES:
NOES:
ABSENT:

Councilmembers:
Councilmembers:
Councilmembers:

Lindsay Lara, City Clerk



Conference Room Systems - Shared Expenses

Quote #2025-005334 v2

Prepared For:

City of San Rafael-SR

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 Attn: Digital Service & Open Government
 San Rafael, CA 94901

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Prepared by:

Marin IT

David Cooper
 366 Bel Marin Keys Blvd
 Novato, CA 94949

P: 415-842-3250
 E: coop@marinit.com

Date Issued:

02.25.2025

Expires:

03.31.2025

Hardware

Description	Price	Qty	Ext. Price
Control System - Shared between rooms @City Hall			
CP4 Crestron - 4-Series™ Control System	\$1,293.60	1	\$1,293.60
Firewall - Shared between rooms @City Hall			
FPR1120-BUN Cisco Firepower 1120 Master Bundle	\$0.00	1	\$0.00
FPR1120-NGFW-K9 Cisco Firepower 1120 NGFW Appliance, 1U	\$3,061.04	1	\$3,061.04
CON-SSSNT-FRP11209 SOLN SUPP 8X5XNBD Cisco Firepower 1120 NGFW Appliance, 1U	\$527.00	1	\$527.00
FPR1120T-TM Cisco FPR1120 Threat Defense Threat and Malware License	\$0.00	1	\$0.00
L-FPR1120T-TM-1Y Cisco FPR1120 Threat Defense Threat and Malware 1Y Subs	\$1,377.09	1	\$1,377.09
SF-F1K-TD7.2.8-K9 Threat Defense software v7.2.8 for 1000 Series appliances	\$0.00	1	\$0.00
FPR1K-RM-SSD200- Cisco Firepower 1K Series 200GB for FPR-1120/1140	\$0.00	1	\$0.00
FPR1K-RM-ACY-KIT Cisco Firepower 1K Series Accessory Kit for FPR-1120/1140	\$0.00	1	\$0.00
FPR1000-ASA Cisco Firepower 1000 Standard ASA License	\$0.00	1	\$0.00
FPR-LTP-QR-LBL Cisco Firepower QR Label - Internal Use Only	\$0.00	1	\$0.00
CAB-AC AC Power Cord (North America), C13, NEMA 5-15P, 2.1m	\$0.00	1	\$0.00
CAB-CONS-USB-MINI Console Cable 6ft with USB Type A and mini-B	\$0.00	1	\$0.00
Network Equipment - IDF Closet Handoff to City Network			
C1000-16FP-2G-L Catalyst 1000 16port GE, Full POE, 2x1G SFP	\$1,413.55	3	\$4,240.65
CON-L1NCD-C10016LG CX LEVEL 1 8X7NCD Catalyst 1000 16port GE, Full POE, 2x1G	\$223.55	3	\$670.65
CAB-16AWG-AC AC Power cord, 16AWG	\$0.00	3	\$0.00
Subtotal:			\$11,170.03



Services

Description		Price	Qty	Ext. Price
Interface design - Applies to all Rooms - All Sites				
LABOR	System Interface design including <ul style="list-style-type: none"> • Touch panel layout • Interface functionality • Four (4) two hour planning / working sessions <p>Note: we usually perform one or two interface design sessions before installation and one or two after for modifications requested during testing.</p>	\$145.00	16	\$2,320.00
LABOR	Notes: <ul style="list-style-type: none"> • Conference room will be down during time of installation • Price quoted is for regular business hours • IP address configuration to be provided by customer • No cabling included with the exception of in rack and end device patching / patch cables • Marin IT will require remote access for remote support, troubleshooting and programming modifications to the system. • Shared components installation / completion will be based on a mutually agreed upon checklist of functionality 	\$0.00	1	\$0.00
Subtotal:				\$2,320.00

Quote Summary	Amount
Hardware	\$11,170.03
Services	\$2,320.00
Subtotal:	\$13,490.03
Estimated Tax:	\$1,033.24
Total:	\$14,523.27

Terms and Conditions: By signing this quote, Buyer agrees to the following Terms and Conditions unless a Master Agreement is negotiated between the parties, where the Master Agreement shall govern.

Prices: Quoted product pricing is valid for thirty (30) days assuming product availability, and does not include applicable taxes and freight. Buyer agrees to pay reasonable shipping charges and all applicable taxes (excluding income taxes). Services include only those items specified in the quotation. Additional services may be provided at Marin IT's then standard billing rates.

It is understood and agreed that end customer will accept and pay invoice of any product once it has been received at the Marin IT warehouse regardless of if it has been delivered to the final installation location or if it is being held at the Marin IT facility and that title to the Products will transfer to client upon invoicing.

While taking title to these products includes assuming the risk of loss, Marin IT insures equipment stored in its facility. Title having transferred to client, it is understood that there is risk of obsolescence and that the Products are not covered by price protection.

We agree to make payment on all invoices delivered to us by Marin IT with respect to the Products strictly in accordance with the terms thereof without defense, offset, deduction, recoupment or counter claim of any kind arising from the fact that the Products were not delivered to us at the time the invoice was delivered and were stored by Marin IT.

Payment: Payment shall be made within 30 days of the date of invoice. If any invoice is not paid when due, interest will be added to and payable on all overdue amounts at 18 percent per year, or the maximum percentage allowed under applicable laws, whichever is less. Buyer shall pay all costs of collection, including without limitation, reasonable attorney fees.



Warranties: Product warranties, if any, are provided by the manufacturer or publisher of the products.

MARIN IT, INC. MAKES NO WARRANTIES, EITHER EXPRESS, IMPLIED, OR STATUTORY, INCLUDING BUT NOT LIMITED TO, THE IMPLIED WARRANTY OF FITNESS FOR A PARTICULAR PURPOSE, WHATSOEVER. ALL SERVICES AND DELIVERABLES ARE PROVIDED ON AN "AS IS" BASIS. Limitation of Liability: CUSTOMER AGREES THAT THE LIABILITY OF MARIN IT FOR DIRECT DAMAGES RELATED TO ANY PRODUCT OR SERVICE ARISING UNDER THESE TERMS AND CONDITIONS, WHETHER IN CONTRACT, TORT, OR OTHERWISE, WILL NOT EXCEED THE NET AMOUNT PAID TO MARIN IT BY CUSTOMER FOR THAT PRODUCT OR SERVICE WHICH IS THE SUBJECT OF THE CLAIM. MARIN IT SHALL IN NO EVENT BE LIABLE FOR ANY INCIDENTAL, SPECIAL, OR CONSEQUENTIAL DAMAGES OF ANY NATURE, EVEN IF MARIN IT HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES. NEITHER PARTY MAKES ANY REPRESENTATION OR WARRANTY AS TO ANY THIRD-PARTY INFORMATION OR PRODUCTS PROVIDED TO EACH OTHER, ALL OF WHICH ARE PROVIDED, SOLD OR LICENSED "AS IS," AND THE PARTIES AGREE TO LOOK SOLELY TO THE WARRANTIES AND REMEDIES, IF ANY, PROVIDED BY THE THIRD PARTY.

Acceptance

Marin IT

City of San Rafael-SR

David Cooper

Signature / Name

02/25/2025

Date

Vinh Pham

Signature / Name

Initials

Date



Conference Room System - City Manager Conference Room

Quote #2025-005335 v1

Prepared For:

City of San Rafael-SR

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E: coop@marinit.com

Date Issued:

02.25.2025

Expires:

03.31.2025

AV Equipment

Description	Price	Qty	Ext. Price
MXA902W-S Shure Ceiling Array Microphone and Speaker - Square	\$3,690.20	1	\$3,690.20
ANIUSB-MATRIX Shure 4-in/2-out USB Audio Network Interface	\$703.72	1	\$703.72
A900-CM Shure Ceiling Array Microphone Mount	\$172.48	1	\$172.48
UC-CX100-T Crestron Flex Advanced Video Conference System Integrator Kit for Microsoft Teams® Rooms	\$3,881.98	1	\$3,881.98
AM3-212 KIT Crestron Air Media Kit	\$2,428.44	1	\$2,428.44
CCS-CAM-USB-F-400 Huddly IQ™ Collaboration Camera	\$576.24	1	\$576.24
CEN-IO-COM-102 Wired Ethernet Module with 2 COM Ports	\$239.90	1	\$239.90
UC-CAM-WMK Wall Mount Kit for Crestron® Cameras	\$25.87	1	\$25.87
LOT LOT - Misc Cables / Connectors: <ul style="list-style-type: none"> • HDMI Cables • Network patch cables • Misc mounting hardware • Cable management 	\$150.00	1	\$150.00
Subtotal:			\$11,868.83

Network Equipment

Description	Price	Qty	Ext. Price
C1000-16FP-2G-L Catalyst 1000 16port GE, Full POE, 2x1G SFP	\$1,413.55	1	\$1,413.55
CON-L1NCD-C10016LG CX LEVEL 1 8X7NCD Catalyst 1000 16port GE, Full POE, 2x1G	\$223.55	1	\$223.55
CAB-16AWG-AC AC Power cord, 16AWG	\$0.00	1	\$0.00
Subtotal:			\$1,637.10



Services

Description		Price	Qty	Ext. Price
LABOR	Detailed system design - One line schematic of system including: <ul style="list-style-type: none"> • Device type • Interconnects between devices • IP address / Logon information (Where applicable) • Finalize device counts / functionality 	\$145.00	4	\$580.00
LABOR	System Preparation / Programming: <ul style="list-style-type: none"> • Configure Crestron processor and all associated devices per detailed design and system interface design discussions. 	\$145.00	8	\$1,160.00
LABOR	Physical installation including: <ul style="list-style-type: none"> • Remove old equipment - Ewaste if requested • Rack mount / install new equipment • Patch all cabling • Test / verify functionality <p>Note: Two technicians - 1 Day(s)</p>	\$145.00	16	\$2,320.00
LABOR	Onsite Tuning - Final Configuration	\$145.00	8	\$1,160.00
LABOR	End user training / support including remote assistance using system for first meeting.	\$145.00	8	\$1,160.00
LABOR	Notes: <ul style="list-style-type: none"> • Conference room will be down during time of installation • Price quoted is for regular business hours • IP address configuration to be provided by customer • No cabling included with the exception of in rack and end device patching / patch cables • Marin IT will require remote access for remote support, troubleshooting and programming modifications to the system. • Will use current network cable / uplink from conference room. All network patching and equipment will be installed in conference room • System requires thirteen (13) data / network connection(s) • Room completion will be based on a mutually agreed upon checklist of functionality 	\$0.00	1	\$0.00
			Subtotal:	\$6,380.00



Data Cabling

Description	Price	Qty	Ext. Price
LABOR Data Cabling - Including: <ul style="list-style-type: none"> Remove 120V outlet from ceiling to junction at baseboard - Remaining latch duct to be removed by in house maintenance team Remove existing AV cabling - Any existing latch duct to be removed by in house maintenance team Extend existing latch duct for mic cable above conference table. Supply and install six category six cables from cabinet to behind TV Assist with physical installation of new AV equipment 	\$4,650.00	1	\$4,650.00
Subtotal:			\$4,650.00

Quote Summary	Amount
AV Equipment	\$11,868.83
Network Equipment	\$1,637.10
Services	\$6,380.00
Data Cabling	\$4,650.00
Subtotal:	\$24,535.93
Estimated Tax:	\$1,249.28
Total:	\$25,785.21

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While taking title to these products includes assuming the risk of loss, Marin IT insures equipment stored in its facility. Title having transferred to client, it is understood that there is risk of obsolescence and that the Products are not covered by price protection.

We agree to make payment on all invoices delivered to us by Marin IT with respect to the Products strictly in accordance with the terms thereof without defense, offset, deduction, recoupment or counter claim of any kind arising from the fact that the Products were not delivered to us at the time the invoice was delivered and were stored by Marin IT.

Payment: Payment shall be made within 30 days of the date of invoice. If any invoice is not paid when due, interest will be added to and payable on all overdue amounts at 18 percent per year, or the maximum percentage allowed under applicable laws, whichever is less. Buyer shall pay all costs of collection, including without limitation, reasonable attorney fees.

Warranties: Product warranties, if any, are provided by the manufacturer or publisher of the products.

MARIN IT, INC. MAKES NO WARRANTIES, EITHER EXPRESS, IMPLIED, OR STATUTORY, INCLUDING BUT NOT LIMITED TO, THE IMPLIED WARRANTY OF FITNESS FOR A PARTICULAR PURPOSE, WHATSOEVER. ALL SERVICES AND DELIVERABLES ARE PROVIDED ON AN "AS IS" BASIS. Limitation of Liability: CUSTOMER AGREES THAT THE LIABILITY OF MARIN IT FOR DIRECT DAMAGES RELATED TO ANY PRODUCT OR SERVICE ARISING UNDER THESE TERMS AND CONDITIONS, WHETHER IN CONTRACT, TORT, OR OTHERWISE, WILL NOT EXCEED THE NET AMOUNT PAID TO MARIN IT BY CUSTOMER FOR THAT PRODUCT OR SERVICE WHICH IS THE SUBJECT OF THE CLAIM. MARIN IT SHALL IN NO EVENT BE LIABLE FOR ANY INCIDENTAL, SPECIAL, OR CONSEQUENTIAL DAMAGES OF ANY NATURE, EVEN IF MARIN IT HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES. NEITHER PARTY MAKES ANY REPRESENTATION OR WARRANTY AS TO ANY THIRD-PARTY INFORMATION OR PRODUCTS PROVIDED TO EACH OTHER, ALL OF WHICH ARE PROVIDED, SOLD OR LICENSED "AS IS," AND THE PARTIES AGREE TO LOOK SOLELY TO THE WARRANTIES AND REMEDIES, IF ANY, PROVIDED BY THE THIRD PARTY.



Acceptance

Marin IT

City of San Rafael-SR

David Cooper

Signature / Name

02/25/2025

Date

Vinh Pham

Signature / Name

Initials

Date



Conference Room System - City Hall Large Conference Room

Quote #2025-005336 v1

Prepared For:

City of San Rafael-SR

Vinh Pham
1400 Fifth Ave., Room 207
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Date Issued:

02.25.2025

Expires:

03.31.2025

AV Equipment

Description	Price	Qty	Ext. Price
Shure Ceiling Array Microphone Square White 24"	\$4,338.75	2	\$8,677.50
Shure Ceiling Array Microphone Mount	\$172.48	2	\$344.96
Shure IntelliMix Audio Conferencing Processor	\$1,783.15	1	\$1,783.15
Shure 5.25" In-Ceiling Dante Speaker - Each	\$468.16	4	\$1,872.64
Shure Speaker Tile Bridge	\$20.94	4	\$83.76
Crestron Flex Advanced Video Conference System Integrator Kit for Microsoft Teams® Rooms	\$3,881.98	1	\$3,881.98
Crestron Air Media Kit	\$2,428.44	1	\$2,428.44
Wired Ethernet Module with 2 COM Ports	\$239.90	1	\$239.90
Huddly® L1™ AI Collaboration Camera for Large Meeting Rooms	\$1,552.32	2	\$3,104.64
USB Plug and Play Camera Adapter for Huddly® L1™ AI Collaboration Camera	\$554.40	1	\$554.40
LOT - Misc Cables / Connectors: <ul style="list-style-type: none"> • HDMI Cables • Network patch cables • Misc mounting hardware • Cable management 	\$150.00	1	\$150.00
Subtotal:			\$23,121.37

Network Equipment

Description	Price	Qty	Ext. Price
Catalyst 1000 24port GE, POE, 4x1G SFP	\$1,253.86	1	\$1,253.86
CX LEVEL 1 8X7NCD Catalyst 1000 24port GE, POE, 4x1G SFP	\$198.05	1	\$198.05
15A AC Pwr Cord, right-angle (United States) (bundle option)	\$0.00	1	\$0.00



Network Equipment

Description	Price	Qty	Ext. Price
8U Remote Office Cabinet	\$627.00	1	\$627.00
Subtotal:			\$2,078.91

Services

Description	Price	Qty	Ext. Price
LABOR Detailed system design - One line schematic of system including: <ul style="list-style-type: none"> • Device type • Interconnects between devices • IP address / Logon information (Where applicable) • Finalize device counts / functionality 	\$145.00	4	\$580.00
LABOR System Preparation / Programming: <ul style="list-style-type: none"> • Configure Crestron processor and all associated devices per detailed design and system interface design discussions. 	\$145.00	8	\$1,160.00
LABOR Physical installation including: <ul style="list-style-type: none"> • Remove old equipment - Ewaste if requested • Rack mount / install new equipment • Patch all cabling • Test / verify functionality <p>Note: Two technicians - 1 Day(s)</p>	\$145.00	16	\$2,320.00
LABOR Onsite Tuning - Final Configuration	\$145.00	8	\$1,160.00
LABOR End user training / support including remote assistance using system for first meeting.	\$145.00	8	\$1,160.00



Services

Description		Price	Qty	Ext. Price
LABOR	Notes: <ul style="list-style-type: none"> • Conference room will be down during time of installation • Price quoted is for regular business hours • IP address configuration to be provided by customer • No cabling included with the exception of in rack and end device patching / patch cables • Marin IT will require remote access for remote support, troubleshooting and programming modifications to the system. • Will use current network cable / uplink from conference room. All network patching and equipment will be installed in conference room • System requires thirteen (15) data / network connection(s) • Room completion will be based on a mutually agreed upon checklist of functionality 	\$0.00	1	\$0.00
Subtotal:				\$6,380.00

Data Cabling

Description		Price	Qty	Ext. Price
LABOR	Data Cabling - Including: <ul style="list-style-type: none"> • Supply and install six category 6 cables to misc locations within room. • Demo existing AV equipment and cabling. • Assist with physical installation / mounting of AV equipment 	\$4,670.00	1	\$4,670.00
Subtotal:				\$4,670.00

Quote Summary	Amount
AV Equipment	\$23,121.37
Network Equipment	\$2,078.91
Services	\$6,380.00
Data Cabling	\$4,670.00
Subtotal:	\$36,250.28
Estimated Tax:	\$2,331.03
Total:	\$38,581.31

Terms and Conditions: By signing this quote, Buyer agrees to the following Terms and Conditions unless a Master Agreement is negotiated between the parties, where the Master Agreement shall govern.

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Payment: Payment shall be made within 30 days of the date of invoice. If any invoice is not paid when due, interest will be added to and payable on all overdue amounts at 18 percent per year, or the maximum percentage allowed under applicable laws, whichever is less. Buyer shall pay all costs of collection, including without limitation, reasonable attorney fees.

Warranties: Product warranties, if any, are provided by the manufacturer or publisher of the products.

MARIN IT, INC. MAKES NO WARRANTIES, EITHER EXPRESS, IMPLIED, OR STATUTORY, INCLUDING BUT NOT LIMITED TO, THE IMPLIED WARRANTY OF FITNESS FOR A PARTICULAR PURPOSE, WHATSOEVER. ALL SERVICES AND DELIVERABLES ARE PROVIDED ON AN "AS IS" BASIS. Limitation of Liability: CUSTOMER AGREES THAT THE LIABILITY OF MARIN IT FOR DIRECT DAMAGES RELATED TO ANY PRODUCT OR SERVICE ARISING UNDER THESE TERMS AND CONDITIONS, WHETHER IN CONTRACT, TORT, OR OTHERWISE, WILL NOT EXCEED THE NET AMOUNT PAID TO MARIN IT BY CUSTOMER FOR THAT PRODUCT OR SERVICE WHICH IS THE SUBJECT OF THE CLAIM. MARIN IT SHALL IN NO EVENT BE LIABLE FOR ANY INCIDENTAL, SPECIAL, OR CONSEQUENTIAL DAMAGES OF ANY NATURE, EVEN IF MARIN IT HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES. NEITHER PARTY MAKES ANY REPRESENTATION OR WARRANTY AS TO ANY THIRD-PARTY INFORMATION OR PRODUCTS PROVIDED TO EACH OTHER, ALL OF WHICH ARE PROVIDED, SOLD OR LICENSED "AS IS," AND THE PARTIES AGREE TO LOOK SOLELY TO THE WARRANTIES AND REMEDIES, IF ANY, PROVIDED BY THE THIRD PARTY.

Acceptance

Marin IT

City of San Rafael-SR

David Cooper

Signature / Name

02/25/2025

Date

Vinh Pham

Signature / Name

Initials

Date



Conference Room System - Digital Conference Room

Quote #2025-005337 v3

Prepared For:

City of San Rafael-SR

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 1400 Fifth Ave., Room 207
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Prepared by:

Marin IT

David Cooper
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Date Issued:

02.25.2025

Expires:

03.31.2025

AV Equipment

Description	Price	Qty	Ext. Price
FW85EZ20L Sony Professional 85" EZ20L Bravia 4K HDR Lite Display	\$2,404.89	1	\$2,404.89
XTM1U Chief Fusion Series Micro-Adjustable Tilt Mount - 55-100" Displays	\$350.36	1	\$350.36
MXA920W-S Shure Ceiling Array Microphone Square White 24"	\$4,338.75	1	\$4,338.75
A900-CM Shure Ceiling Array Microphone Mount	\$172.48	1	\$172.48
P300-IMX Shure IntelliMix Audio Conferencing Processor	\$1,783.15	1	\$1,783.15
MXN5W-C Shure 5.25" In-Ceiling Dante Speaker - Each	\$468.16	4	\$1,872.64
A-MXN5-TB Shure Speaker Tile Bridge	\$20.94	4	\$83.76
UC-CX100-T Crestron Flex Advanced Video Conference System Integrator Kit for Microsoft Teams® Rooms	\$3,881.98	1	\$3,881.98
AM3-212 KIT Crestron Air Media Kit	\$2,428.44	1	\$2,428.44
UC-CAM-L1 Huddly® L1™ AI Collaboration Camera for Large Meeting Rooms	\$1,552.32	1	\$1,552.32
UC-CAMA-ADPT-ENET-USB USB Plug and Play Camera Adapter for Huddly® L1™ AI Collaboration Camera	\$554.40	1	\$554.40
LOT LOT - Misc Cables / Connectors: <ul style="list-style-type: none"> • HDMI Cables • Network patch cables • Misc mounting hardware • Cable management 	\$150.00	1	\$150.00
Subtotal:			\$19,573.17

Network Equipment

Description	Price	Qty	Ext. Price
C1000-24P-4G-L Catalyst 1000 24port GE, POE, 4x1G SFP	\$1,253.86	1	\$1,253.86
CON-L1NCD-C10244LP CX LEVEL 1 8X7NCD Catalyst 1000 24port GE, POE, 4x1G SFP	\$198.05	1	\$198.05



Network Equipment

Description		Price	Qty	Ext. Price
CAB-AC15A-90L-USA	15A AC Pwr Cord, right-angle (United States) (bundle option)	\$0.00	1	\$0.00
VC3-6808	8U Remote Office Cabinet	\$627.00	1	\$627.00
			Subtotal:	\$2,078.91

Services

Description		Price	Qty	Ext. Price
LABOR	Detailed system design - One line schematic of system including: <ul style="list-style-type: none"> • Device type • Interconnects between devices • IP address / Logon information (Where applicable) • Finalize device counts / functionality 	\$145.00	4	\$580.00
LABOR	System Preparation / Programming: <ul style="list-style-type: none"> • Configure Crestron processor and all associated devices per detailed design and system interface design discussions. 	\$145.00	8	\$1,160.00
LABOR	Physical installation including: <ul style="list-style-type: none"> • Remove old equipment - Ewaste if requested • Rack mount / install new equipment • Patch all cabling • Test / verify functionality <p>Note: Two technicians - 1 Day(s)</p>	\$145.00	16	\$2,320.00
LABOR	Onsite Tuning - Final Configuration	\$145.00	8	\$1,160.00
LABOR	End user training / support including remote assistance using system for first meeting.	\$145.00	8	\$1,160.00



Services

Description		Price	Qty	Ext. Price
LABOR	Notes: <ul style="list-style-type: none"> • Conference room will be down during time of installation • Price quoted is for regular business hours • IP address configuration to be provided by customer • No cabling included with the exception of in rack and end device patching / patch cables • Marin IT will require remote access for remote support, troubleshooting and programming modifications to the system. • Will use current network cable / uplink from conference room. All network patching and equipment will be installed in conference room • System requires thirteen (13) data / network connection(s) • Room completion will be based on a mutually agreed upon checklist of functionality 	\$0.00	1	\$0.00
Subtotal:				\$6,380.00

Data Cabling

Description		Price	Qty	Ext. Price
LABOR	Data Cabling - Including <ul style="list-style-type: none"> • Supply and install one 120V outlet behind new TV location • Install five category 6 cables to misc. locations within the room. • Relocate one existing category six cable to switch location within the room (Uplink) • Demo existing speakers, projector screen and AV cabling • Assist with physical installation / mounting of AV equipment 	\$6,720.00	1	\$6,720.00
Subtotal:				\$6,720.00

Quote Summary	Amount
AV Equipment	\$19,573.17
Network Equipment	\$2,078.91
Services	\$6,380.00
Data Cabling	\$6,720.00
Subtotal:	\$34,752.08
Estimated Tax:	\$2,002.81
Total:	\$36,754.89

Terms and Conditions: By signing this quote, Buyer agrees to the following Terms and Conditions unless a Master Agreement is negotiated between the parties, where the Master Agreement shall govern.

Prices: Quoted product pricing is valid for thirty (30) days assuming product availability, and does not include applicable taxes and freight. Buyer agrees to pay reasonable shipping charges and all applicable taxes (excluding income taxes). Services include only those items specified in the quotation. Additional services



may be provided at Marin IT's then standard billing rates.

It is understood and agreed that end customer will accept and pay invoice of any product once it has been received at the Marin IT warehouse regardless of if it has been delivered to the final installation location or if it is being held at the Marin IT facility and that title to the Products will transfer to client upon invoicing.

While taking title to these products includes assuming the risk of loss, Marin IT insures equipment stored in its facility. Title having transferred to client, it is understood that there is risk of obsolescence and that the Products are not covered by price protection.

We agree to make payment on all invoices delivered to us by Marin IT with respect to the Products strictly in accordance with the terms thereof without defense, offset, deduction, recoupment or counter claim of any kind arising from the fact that the Products were not delivered to us at the time the invoice was delivered and were stored by Marin IT.

Payment: Payment shall be made within 30 days of the date of invoice. If any invoice is not paid when due, interest will be added to and payable on all overdue amounts at 18 percent per year, or the maximum percentage allowed under applicable laws, whichever is less. Buyer shall pay all costs of collection, including without limitation, reasonable attorney fees.

Warranties: Product warranties, if any, are provided by the manufacturer or publisher of the products.

MARIN IT, INC. MAKES NO WARRANTIES, EITHER EXPRESS, IMPLIED, OR STATUTORY, INCLUDING BUT NOT LIMITED TO, THE IMPLIED WARRANTY OF FITNESS FOR A PARTICULAR PURPOSE, WHATSOEVER. ALL SERVICES AND DELIVERABLES ARE PROVIDED ON AN "AS IS" BASIS. Limitation of Liability: CUSTOMER AGREES THAT THE LIABILITY OF MARIN IT FOR DIRECT DAMAGES RELATED TO ANY PRODUCT OR SERVICE ARISING UNDER THESE TERMS AND CONDITIONS, WHETHER IN CONTRACT, TORT, OR OTHERWISE, WILL NOT EXCEED THE NET AMOUNT PAID TO MARIN IT BY CUSTOMER FOR THAT PRODUCT OR SERVICE WHICH IS THE SUBJECT OF THE CLAIM. MARIN IT SHALL IN NO EVENT BE LIABLE FOR ANY INCIDENTAL, SPECIAL, OR CONSEQUENTIAL DAMAGES OF ANY NATURE, EVEN IF MARIN IT HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES. NEITHER PARTY MAKES ANY REPRESENTATION OR WARRANTY AS TO ANY THIRD-PARTY INFORMATION OR PRODUCTS PROVIDED TO EACH OTHER, ALL OF WHICH ARE PROVIDED, SOLD OR LICENSED "AS IS," AND THE PARTIES AGREE TO LOOK SOLELY TO THE WARRANTIES AND REMEDIES, IF ANY, PROVIDED BY THE THIRD PARTY.

Acceptance

Marin IT

City of San Rafael-SR

David Cooper

Signature / Name

02/25/2025

Date

Vinh Pham

Signature / Name

Initials

Date



Conference Room System - Public Works

Quote #2025-005360 v2

Prepared For:

City of San Rafael-SR

Vinh Pham
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Attn: Digital Service & Open Government
San Rafael, CA 94901

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Date Issued:

02.25.2025

Expires:

03.31.2025

AV Equipment

Description	Price	Qty	Ext. Price
4-Series™ Control System	\$1,293.60	1	\$1,293.60
Sony Professional 85" EZ20L Bravia 4K HDR Lite Display	\$2,404.89	1	\$2,404.89
Chief Fusion Series Micro-Adjustable Tilt Mount - 55-100" Displays	\$350.36	1	\$350.36
Shure Ceiling Array Microphone Square White 24"	\$4,338.75	1	\$4,338.75
Shure Ceiling Array Microphone Mount	\$172.48	1	\$172.48
Shure IntelliMix Audio Conferencing Processor	\$1,783.15	1	\$1,783.15
Shure 5.25" In-Ceiling Dante Speaker - Each	\$468.16	4	\$1,872.64
Shure Speaker Tile Bridge	\$20.94	4	\$83.76
Crestron Flex Advanced Video Conference System Integrator Kit for Microsoft Teams® Rooms	\$3,881.98	1	\$3,881.98
Crestron Air Media Kit	\$2,428.44	1	\$2,428.44
Huddly® L1™ AI Collaboration Camera for Large Meeting Rooms	\$1,552.32	1	\$1,552.32
USB Plug and Play Camera Adapter for Huddly® L1™ AI Collaboration Camera	\$554.40	1	\$554.40
Subtotal:			\$20,716.77

Network Equipment

Description	Price	Qty	Ext. Price
Data Switch in AV Cabinet			
Catalyst 1000 24port GE, POE, 4x1G SFP	\$1,253.86	1	\$1,253.86
CX LEVEL 1 8X7NCD Catalyst 1000 24port GE, POE, 4x1G SFP	\$198.05	1	\$198.05
15A AC Pwr Cord, right-angle (United States) (bundle option)	\$0.00	1	\$0.00
Firewall			
Cisco Firepower 1120 Master Bundle	\$0.00	1	\$0.00
Cisco Firepower 1120 NGFW Appliance, 1U	\$3,061.04	1	\$3,061.04
SOLN SUPP 8X5XNBD Cisco Firepower 1120 NGFW Appliance, 1U	\$527.00	1	\$527.00



Network Equipment

Description	Price	Qty	Ext. Price
Cisco FPR1120 Threat Defense Threat and Malware License	\$0.00	1	\$0.00
Cisco FPR1120 Threat Defense Threat and Malware 1Y Subs	\$1,377.09	1	\$1,377.09
Threat Defense software v7.2.8 for 1000 Series appliances	\$0.00	1	\$0.00
Cisco Firepower 1K Series 200GB for FPR-1120/1140	\$0.00	1	\$0.00
Cisco Firepower 1K Series Accessory Kit for FPR-1120/1140	\$0.00	1	\$0.00
Cisco Firepower 1000 Standard ASA License	\$0.00	1	\$0.00
Cisco Firepower QR Label - Internal Use Only	\$0.00	1	\$0.00
AC Power Cord (North America), C13, NEMA 5-15P, 2.1m	\$0.00	1	\$0.00
Console Cable 6ft with USB Type A and mini-B	\$0.00	1	\$0.00
Equipment Cabinet			
8U Remote Office Cabinet	\$627.00	1	\$627.00
Subtotal:			\$7,044.04

Services

Description	Price	Qty	Ext. Price
LABOR Detailed system design - One line schematic of system including: <ul style="list-style-type: none"> • Device type • Interconnects between devices • IP address / Logon information (Where applicable) • Finalize device counts / functionality 	\$145.00	4	\$580.00
LABOR System Preparation / Programming: <ul style="list-style-type: none"> • Configure Crestron processor and all associated devices per detailed design and system interface design discussions. 	\$145.00	8	\$1,160.00
LABOR Physical installation including: <ul style="list-style-type: none"> • Remove old equipment - Ewaste if requested • Rack mount / install new equipment • Patch all cabling • Test / verify functionality <p>Note: Two technicians - 1 Day(s)</p>	\$145.00	16	\$2,320.00
LABOR Onsite Tuning - Final Configuration	\$145.00	8	\$1,160.00
LABOR End user training / support including remote assistance using system for first meeting.	\$145.00	8	\$1,160.00



Services

Description		Price	Qty	Ext. Price
LABOR	Notes: <ul style="list-style-type: none"> • Conference room will be down during time of installation • Price quoted is for regular business hours • IP address configuration to be provided by customer • No cabling included with the exception of in rack and end device patching / patch cables • Marin IT will require remote access for remote support, troubleshooting and programming modifications to the system. • Will use current network cable / uplink from conference room. All network patching and equipment will be installed in conference room • System requires thirteen (13) data / network connection(s) • Room completion will be based on a mutually agreed upon checklist of functionality 	\$0.00	1	\$0.00
Subtotal:				\$6,380.00

Data Cabling

Description		Price	Qty	Ext. Price
LABOR	Data Cabling - Including <ul style="list-style-type: none"> • Install five category 6 cables to misc. locations within the room. • Relocate one existing category six cable to switch location within the room (Uplink) • Demo existing speakers, projector screen and AV cabling • Assist with physical installation / mounting of AV equipment 	\$5,285.00	1	\$5,285.00
Subtotal:				\$5,285.00

Quote Summary	Amount
AV Equipment	\$20,716.77
Network Equipment	\$7,044.04
Services	\$6,380.00
Data Cabling	\$5,285.00
Subtotal:	\$39,425.81
Estimated Tax:	\$2,567.87
Total:	\$41,993.68

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While taking title to these products includes assuming the risk of loss, Marin IT insures equipment stored in its facility. Title having transferred to client, it is understood that there is risk of obsolescence and that the Products are not covered by price protection.

We agree to make payment on all invoices delivered to us by Marin IT with respect to the Products strictly in accordance with the terms thereof without defense, offset, deduction, recoupment or counter claim of any kind arising from the fact that the Products were not delivered to us at the time the invoice was delivered and were stored by Marin IT.

Payment: Payment shall be made within 30 days of the date of invoice. If any invoice is not paid when due, interest will be added to and payable on all overdue amounts at 18 percent per year, or the maximum percentage allowed under applicable laws, whichever is less. Buyer shall pay all costs of collection, including without limitation, reasonable attorney fees.

Warranties: Product warranties, if any, are provided by the manufacturer or publisher of the products.

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Acceptance

Marin IT

City of San Rafael-SR

David Cooper

Signature / Name

02/25/2025

Date

Vinh Pham

Signature / Name

Initials

Date



Conference Room System - Community Center

Quote #2025-005361 v1

Prepared For:

City of San Rafael-SR

Vinh Pham
 1400 Fifth Ave., Room 207
 Attn: Digital Service & Open Government
 San Rafael, CA 94901

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Description	Price	Qty	Ext. Price
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Sony Professional 85" EZ20L Bravia 4K HDR Lite Display	\$2,404.89	1	\$2,404.89
Chief Fusion Series Micro-Adjustable Tilt Mount - 55-100" Displays	\$350.36	1	\$350.36
Shure Ceiling Array Microphone and Speaker - Square	\$3,690.20	1	\$3,690.20
Shure 4-in/2-out USB Audio Network Interface	\$703.72	1	\$703.72
Crestron Flex Advanced Video Conference System Integrator Kit for Microsoft Teams® Rooms	\$3,881.98	1	\$3,881.98
Crestron Air Media Kit	\$2,428.44	1	\$2,428.44
Huddly IQ™ Collaboration Camera	\$576.24	1	\$576.24
Wall Mount Kit for Crestron® Cameras	\$25.87	1	\$25.87
LOT - Misc Cables / Connectors:	\$150.00	1	\$150.00
<ul style="list-style-type: none"> • HDMI Cables • Network patch cables • Misc mounting hardware • Cable management 			
Subtotal:			\$15,505.30

Network Equipment

Description	Price	Qty	Ext. Price
Data Switch (In AV Cabinet)			
Catalyst 1000 24port GE, POE, 4x1G SFP	\$1,253.86	1	\$1,253.86
CX LEVEL 1 8X7NCD Catalyst 1000 24port GE, POE, 4x1G SFP	\$198.05	1	\$198.05
15A AC Pwr Cord, right-angle (United States) (bundle option)	\$0.00	1	\$0.00
Firewall			



Network Equipment

Description	Price	Qty	Ext. Price
Cisco Firepower 1120 Master Bundle	\$0.00	1	\$0.00
Cisco Firepower 1120 NGFW Appliance, 1U	\$3,061.04	1	\$3,061.04
SOLN SUPP 8X5XNBD Cisco Firepower 1120 NGFW Appliance, 1U	\$527.00	1	\$527.00
Cisco FPR1120 Threat Defense Threat and Malware License	\$0.00	1	\$0.00
Cisco FPR1120 Threat Defense Threat and Malware 1Y Subs	\$1,377.09	1	\$1,377.09
Threat Defense software v7.2.8 for 1000 Series appliances	\$0.00	1	\$0.00
Cisco Firepower 1K Series 200GB for FPR-1120/1140	\$0.00	1	\$0.00
Cisco Firepower 1K Series Accessory Kit for FPR-1120/1140	\$0.00	1	\$0.00
Cisco Firepower 1000 Standard ASA License	\$0.00	1	\$0.00
Cisco Firepower QR Label - Internal Use Only	\$0.00	1	\$0.00
AC Power Cord (North America), C13, NEMA 5-15P, 2.1m	\$0.00	1	\$0.00
Console Cable 6ft with USB Type A and mini-B	\$0.00	1	\$0.00
Equipment Cabinet			
8U Remote Office Cabinet	\$627.00	1	\$627.00
Subtotal:			\$7,044.04

Services

Description	Price	Qty	Ext. Price
LABOR Detailed system design - One line schematic of system including: <ul style="list-style-type: none"> • Device type • Interconnects between devices • IP address / Logon information (Where applicable) • Finalize device counts / functionality 	\$145.00	4	\$580.00
LABOR System Preparation / Programming: <ul style="list-style-type: none"> • Configure Crestron processor and all associated devices per detailed design and system interface design discussions. 	\$145.00	8	\$1,160.00
LABOR Physical installation including: <ul style="list-style-type: none"> • Remove old equipment - Ewaste if requested • Rack mount / install new equipment • Patch all cabling • Test / verify functionality <p>Note: Two technicians - 1 Day(s)</p>	\$145.00	16	\$2,320.00
LABOR Onsite Tuning - Final Configuration	\$145.00	8	\$1,160.00



Services

Description		Price	Qty	Ext. Price
LABOR	End user training / support including remote assistance using system for first meeting.	\$145.00	8	\$1,160.00
LABOR	Notes: <ul style="list-style-type: none"> • Conference room will be down during time of installation • Price quoted is for regular business hours • IP address configuration to be provided by customer • No cabling included with the exception of in rack and end device patching / patch cables • Marin IT will require remote access for remote support, troubleshooting and programming modifications to the system. • Will use current network cable / uplink from conference room. All network patching and equipment will be installed in conference room • System requires thirteen (13) data / network connection(s) • Room completion will be based on a mutually agreed upon checklist of functionality 	\$0.00	1	\$0.00
			Subtotal:	\$6,380.00

Data Cabling

Description		Price	Qty	Ext. Price
LABOR	Data Cabling - Including <ul style="list-style-type: none"> • Install five category 6 cables to misc. locations within the room. • Relocate one existing category six cable to switch location within the room (Uplink) • Demo existing speakers, projector screen and AV cabling • Assist with physical installation / mounting of AV equipment 	\$5,285.00	1	\$5,285.00
			Subtotal:	\$5,285.00

Quote Summary	Amount
AV Equipment	\$15,505.30
Network Equipment	\$7,044.04
Services	\$6,380.00
Data Cabling	\$5,285.00
Subtotal:	\$34,214.34
Estimated Tax:	\$2,085.81
Total:	\$36,300.15

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City of San Rafael-SR

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Signature / Name

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