



View Budget Amendment: Budget
 Amendment: FY2026 - Annual Budget Detail
 on 03/02/2026 : BAT-0000538

Company The County of Galveston
Plan Template Annual Budget Detail : FY26 Amended Budget
Plan FY26 Amended Budget
Organizing Dimension Type
Amendment ID BAT-0000538
Amendment Date 03/02/2026
Description County Judge- This budget amendment is requested to support the upgrade of audiovisual equipment for Commissioners Court at 722 Moody, enhancing audio-visual capabilities to improve meeting functionality, communication, and overall efficiency.
Amendment Type Budget Transfer
Balanced Amendment Yes
Entry Type Amended
Status In Progress

Budget Amendment Entries

Period	*Ledger Account/Summary	*Cost Center	*Fund	Revenue Category	Spend Category	Program	Project	Debit Amount	Credit Amount	Memo	Exceptions
FY2026 Annual (FY26 Amended Budget)	5310000:Administrative Supplies	159100 Information Technology	1101 General Fund		Extraordinary Supplies			\$17,427.76	\$0.00	This is for the rest of the A/V equipment	
FY2026 Annual (FY26 Amended Budget)	5700000:Capital Outlays	159100 Information Technology	1101 General Fund		Technology Hardware			\$13,328.00	\$0.00	This is for the technology hardware item that is over 5k	
FY2026 Annual (FY26 Amended Budget)	5481000:Miscellaneous Contract Services	159100 Information Technology	1101 General Fund		Other Contract Services			\$26,495.24	\$0.00	This is to fund the design, engineering, integration for the system	
FY2026 Annual (FY26 Amended Budget)	5930000:Reserves - Other	920180 Fund Balance Reserves	1101 General Fund		Budgeted Reserves			\$0.00	\$57,251.00	Request transfer from budgeted reserves to fund AV refresh at 722 Moody for Commissioners Court	

CTI AV quote.pdf

File Name CTI AV quote.pdf
Content Type application/pdf
Updated By Lauren Michaels
Upload Date 02/16/2026 01:34:14 PM
Comment

Netsync AV.pdf



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Netsync AV quote 2.pdf

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Updated By Lauren Michaels
Upload Date 02/16/2026 01:34:14 PM
Comment

FordAV quote.pdf

File Name FordAV quote.pdf
Content Type application/pdf
Updated By Lauren Michaels
Upload Date 02/16/2026 01:34:14 PM
Comment

Process History

Process	Step	Status	Completed On	Due Date	Person (Up to 5)	All Persons	Comment
Budget Amendment Event	Budget Amendment Event	Step Completed	02/16/2026 01:34:15 PM	02/17/2026	Lauren Michaels	1	
Budget Amendment Event	Approval by Budget Specialist	Sent Back	02/16/2026 03:00:00 PM		Lee Clemmer (Budget Specialist)	1	Send Back Reason from Lee Clemmer: Please change Amendment Type to "Budget Transfer"
Budget Amendment Event	Budget Amendment Event	Submitted	02/16/2026 03:25:53 PM	02/17/2026	Lauren Michaels	1	
Budget Amendment Event	Approval by Budget Specialist	Approved	02/16/2026 03:31:02 PM		Lee Clemmer (Budget Specialist)	1	Lee Clemmer: 26-78-0302-E; Request transfer from General Fund - Budgeted Reserves to Information Technology - Various Spend Categories to fund various equipment upgrades.
Budget Amendment Event	Approval by Sponsored Programs Manager	Not Required		02/17/2026		0	



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 on 03/02/2026 : BAT-0000538

Process	Step	Status	Completed On	Due Date	Person (Up to 5)	All Persons	Comment
Budget Amendment Event	Approval by Accounting Operations Lead or Payroll Accountant	Approved	02/17/2026 12:13:29 PM		Christie Motogbe (Accounting Operations Lead)	1	
Budget Amendment Event	Approval by Cost Center Manager	Approved	02/17/2026 12:32:24 PM	02/19/2026	Misty Witmer (Cost Center Manager)	1	
Budget Amendment Event	Approval by Budget Manager	Approved	02/17/2026 03:04:08 PM	02/19/2026	Diana Huallpa Trevino (Budget Manager)	1	
Budget Amendment Event	Approval by Finance Executive	Awaiting Action		02/19/2026	Christie Motogbe (Finance Executive)	2	
					Sergio Cruz (Finance Executive)		



PROPOSAL

Galveston County Moody Commissioners Court

Date

Friday, November 7, 2025

Prepared by

Victoria Ferrari
Design Consultant





Proposal Number: J25180278
Proposal Date: 11/7/2025
TIPS Contract: 230901
Prepared for: Galveston County

Attn: Shanna Fuentes

Prepared by: Victoria Ferrari

Phone: (409) 766-2348

Phone: 832-787-2421

Email: shanna.fuentes@galvestoncountytexas.gov

Email: Victoria.Ferrari@cti.com

Bill to:

Galveston County
600 59th Street
Suite 2300
Galveston, TX 77551

Ship to:

Galveston County
600 59th Street
Suite 2300
Galveston, TX 77551

Project Scope: Galveston County - Moody Commissioners Court
CTI Project #: J25180278

Project Timeline

Issuance of Notice to Proceed:
Project Kick Off:
Substantial Completion:

Room Name/Number:

Display System:

Existing displays, projectors, etc. will be reused and incorporated into the system.

Video System:

One (1) presentation matrix switcher with an integrated control system processor shall be installed and programmed to provide the video routing and control functionality within the system.

Three (3) HDMI over STP receivers shall be installed, one behind each of the three video displays/projectors within the system.

One (1) HDMI to USB capture device shall be provided to allow an HDMI signal from the video switcher to feed an OFE PC.

Audio System:

Five (5) gooseneck microphones shall be installed in the designated locations in the courtroom and connect to the existing audio cabling.

One (1) ceiling array microphone shall be installed in the ceiling in the designated location to provide audio pick-up of the participants within the room.

One (1) 12x8 audio processor with Dante shall be installed in the equipment rack to provide audio mixing and routing within the system for the new microphones.

Control System & AV Network:

One (1) 10" touch panel shall be installed in the designated location to control the functionality of the newly installed system components.

One (1) 5-Port managed network switch shall be installed in the equipment rack to form the AV network.

Clarifications and Exclusions:

General:

This proposal is based on the onsite work being performed during regular business hours, on consecutive days.

If the current system is unable to be taken down for an extended length of time, additional charges may apply if the work schedule must be altered to in any way.

The client shall be responsible for providing adequate space in the equipment rack for the new equipment.

Site Conditions:

This proposal is based on the limited information provided to CTI. A site visit to assess the environmental factors, cable access, and existing system will be required.

This proposal is based on the site being ready for the installation of the new components.

If additional time is required due to site conditions, a change order for additional time will be required.

Existing System Functionality:

This proposal is based on the functionality of the existing audio system being replaced. A full assessment of the existing system and it's signal flow will be required.

If determined that additional time is required to provide a complete and functional system, including additional programming time, a change order will be required.

This proposal does not cover any alterations to the existing system components and/or the functionality of such components.

CTI is not responsible for the functionality and/or condition of any existing system components.

CTI shall integrate any new components into the system without warranty or guarantee of functionality or condition of any existing or owner furnished equipment.

Your Investment

Below is the cost of this solution based on the outlined scope of work. If you have questions about the complete solution, please let us know how we can help align this investment with additional needs or changes in scope.

Proposal Summary

Description	Price
Equipment	\$23,327.97
Implementation Services	\$22,452.00
Installation Materials	\$2,082.99
Freight	\$1,283.04
CTI Complete	\$2,211.17
Subtotal	\$51,357.17
Tax	\$0.00
Grand Total	\$51,357.17

Recommended

Description	Price
2 Additional Years CTI Complete Service Agreement	\$4,422.35
4 Additional Years CTI Complete Service Agreement	\$8,844.69

Down Payment Requirements

Down payment of 60% required to initiate order.

Why Choose CTI?

Built **one** project at a time since 1988, our reputation has made us one of the country's fastest-growing and most respected technology solutions providers.

Our Mission: Provide a Fantastic Customer Experience.

Our Promise: We will be Fair, Fast, and Flexible.

Our People: We put the **Right People** in the **Right Place** at the **Right Time**.



About CTI

- **Founded in 1988** as Conference Technologies, Inc., with a single office in St. Louis
- Now the **largest privately held** systems integrator in the US
- Over **1,200 employees** in 43 offices: New York to Los Angeles, Minneapolis to Houston, and serving the UK from London and Nottinghamshire.
- Available in 65 countries on six continents via the PSNI Global Alliance.
- Authorized reseller of more than **320 product lines**
- **Demonstrated value** through past projects and client testimonials
- From a single room to a global project, CTI can **build it right**

CTI Complete

Your **relationship with CTI** doesn't end when the integration is finished: every CTI integration includes a year of CTI COMPLETE support from our CTI CARE Team

- Built around your team and your needs!
- Proactive Monitoring and Preventive Maintenance
- On-Demand Service & Support
- CTI Care Team
- Critical Meeting support



AV Managed Services and Support

- Service plans tailored to your environment, goals, and systems
- Preventive maintenance, along with proactive monitoring and service
- Available for all systems, not just those integrated by CTI
- From on-call to fully managed with embedded staff. Let's talk about what you need.

Bill of Materials

Moody Commissioners Court

Manufacturer	Description	Qty	Unit Price	Ext. Price
Video Systems Equipment: \$14,347.06				
Extron	DTP CP 108 4K IPCP Q MA 70 wit	1	\$13,288.24	\$13,288.24
Extron	DTP HDMI 4K 230 Rx	3	\$352.94	\$1,058.82
Audio Systems Equipment: \$6,251.01				
Shure	Gooseneck, 24" with cardioid	5	\$219.06	\$1,095.30
Shure	Microflex Advance MXA901-R Ceiling Array Microphone, White, Round, 13.5 in	1	\$2,464.41	\$2,464.41
Shure	Tile bridge mounting accessory kit for MXA901-R microphones	1	\$120.71	\$120.71
Extron	DMP 128 Plus C AT - Audio DSP	1	\$2,570.59	\$2,570.59
Control Systems Equipment: \$2,089.27				
Extron	TLP Pro 1025T Black	1	\$2,000.00	\$2,000.00
Netgear	5-Port Gigabit Ethernet PoE+ Smart Mngd	1	\$89.27	\$89.27
Installation Materials: \$640.63				

Magewell	USB Capture HDMI Plus	1	\$412.94	\$412.94
C2G	3FT CAT6 SNAGLESS UTP CABLE-BLK	4	\$3.28	\$13.12
C2G	7FT CAT6 SNAGLESS UTP CABLE-BLK	4	\$4.32	\$17.28
C2G	3' HDMI Cable	5	\$6.54	\$32.70
C2G	10'HDMI Cable	5	\$9.61	\$48.05
C2G	250' PLenum Speaker Cable, 2 Conductor, 18AWG	1	\$116.54	\$116.54

NETSYNC

2500 West Loop South, Ste.
410/510
Houston, TX 77027 USA
713.218.5000

QUOTE

AAAQ472694

Quote #:	AAAQ472694
Date:	10/24/2025
Valid for:	30 Days

Customer	Inside Sales	Account Manager
Galveston County chris.martinez@galvestoncountytexas.gov 409.766.2216	Michelle Bailey mbailey1@netsync.com	Dustin Huffman DHuffman@netsync.com

Please send purchase order to: PO@netsync.com

Line #	Part	Description	Qty	Unit Price	Ext Price
Main Site					Sub Total 57,809.00

AV Equipment

1.0	60-1381-93A	DTP CrossPoint 108 4K IPCP Q MA 70	1	13,446.42	13,446.42
2.0	60-1565-02	Extron 10" Tabletop Touch Panel	1	2,023.80	2,023.80
3.0	60-1512-10	Extron 12x8 ProDSP with AEC and Dante	1	2,601.19	2,601.19
4.0	60-1271-13	Extron HDMI Rx (Set top Box)	3	357.14	1,071.42
5.0	GS305EP	Netgear 5 Port POE+ managed switch	1	89.39	89.39
6.0	27151	C2G 3' Ethernet Cable	4	3.03	12.12
7.0	27152	C2G 7' Ethernet Cable	4	3.98	15.92
8.0	56782	C2G 3' HDMI Cable	5	6.58	32.90
9.0	56784	C2G 10' HDMI Cable	5	9.65	48.25
10.0	13733	100' Plenum Speaker Cable - 4 Conductor	1	57.89	57.89
11.0	32040	USB Capture HDMI Plus	1	463.09	463.09
12.0	MXA901W-R	Microflex® Advance™ MXA901-R Ceiling Array Microphone, White, Round, 13.5 in	1	2,546.25	2,546.25
13.0	A901-R-TB	Tile bridge mounting accessory kit for MXA901-R microphones	1	124.71	124.71
14.0	MX424/C	Gooseneck, 24" with cardioid	5	226.33	1,131.65

Labor

15.0	NET-PRO-SRVC	Installation & Deployment per SoW. UC: AV Video	4	8,536.00	34,144.00
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Notes: 340007447-182755-01

V1
Technology Based Recording and Conferencing
Products and Related Services | DIR-CPO-5122

Total	57,809.00
Tax/Vat	0.00
Shipping	0.00
Grand Total USD	57,809.00

November 7, 2025

Ms. Shanna Fuentes
Galveston County
722 21st Street
Galveston, TX 77550

RE: Moody Courthouse

Dear Ms. Fuentes:

Ford Audio-Video Systems, LLC (Ford) respectfully submits for your consideration the attached proposal, which covers the details of the system requirements in the following outline:

- A. Introduction
- B. Description of Work and Responsibilities
- C. Installation Schedule
- D. Equipment List
- E. Cost Summary and Terms
- F. Guarantees and Limitations of Warranty
- G. Training and Documentation
- H. Building Construction and Installation
- I. Acceptance

The proposed systems are based upon our understanding of your requirements as communicated to us during our meetings and conversations. If there are any changes that need to be made, please let us know. We invite you to compare our systems with any other: in quality, price, and professionalism of installation, we are second to none.

This proposal contains confidential pricing, design, and installation information that is proprietary to Ford and utilizes Ford Audio-Video Systems, LLC's **DIR Contract #DIR-CPO-5054**. It is provided for your private use, and is not to be disclosed, in part or in whole, without the express, written authorization of Ford. Please let us know if any questions arise. We look forward to serving you.

Sincerely,

FORD AUDIO-VIDEO SYSTEMS, LLC



Doug Hill
Senior Account Manager

Voice: 713-690-0555
Email: hilld@fordav.com
Website: www.fordav.com

FORD AUDIO-VIDEO SYSTEMS, LLC



David Shriver
Division Manager

Proposal
For
Galveston County, Galveston, TX

A. INTRODUCTION

This proposal provides a description of the technology incorporated into the systems, lists the major equipment and components, and states the terms, conditions, and responsibilities. Individual components and quantities may be changed, deleted, added, or designated as optional to be added to the system at a future date.

B. DESCRIPTION OF WORK

Ford shall provide and install the following systems for Galveston County Moody Courthouse of Galveston, TX (Customer) in their remodel project:

1. COURTROOM

a. EQUIPMENT RACK

- 1) One (1) existing owner furnished equipment (OFE) wall mounted equipment rack shall remain and be reused in the upgrade project.
- 2) The existing analog audio mixer and existing wireless microphone receivers shall be removed and be handed to the Customer.
- 3) One (1) 12-port PoE+ network switch shall be provided and installed in the existing OFE rack on the first floor to provide a network for the audiovisual equipment.
 - a) The Customer is responsible for providing electrical power and a live network drop to the rack location.

b. AUDIO SYSTEM

- 1) One (1) digital signal processor (DSP) with 8 inputs, 8 outputs, and 8 flexible channels shall be provided and installed in the first-floor equipment rack for audio signal routing, equalization, feedback suppression, echo cancellation, and compression as needed. The Ford provided DSP shall contain a core processor to allow for future AV system improvements in the room.
- 2) Five (5) 24" gooseneck microphones shall be provided and installed on dais for voice pickup.
- 3) One (1) existing OFE gooseneck microphone at the podium location shall be reused for voice pickup at the podium location.

- 4) The existing OFE podium microphone and digital snake shall be integrated into the new audiovisual system.

c. VIDEO SYSTEM

- 1) One (1) 10-input by 8-output scaling matrix switcher with an integrated control system processor shall be provided and installed in the first-floor equipment rack to route the AV sources and to provide control of the AV components.
 - a) The existing OFE cameras are controlled via the rack PC and will not be integrated into the new control system.
- 2) Three (3) digital video receivers shall be provided and installed at the display and projector locations to receive video signals from the matrix switcher.
- 3) One (1) HDMI to USB 3.0 capture device shall be provided and installed in the first-floor equipment rack to convert a video output from the switcher for use with the rack voting PC.
- 4) Two (2) existing OFE flat panel displays and two (2) existing OFE projectors shall be integrated into the new audiovisual system to show Customer provided content.
 - a) Ford will integrate control for these existing displays. If it is determined that these displays cannot be controlled, a change order will be required to replace them with compatible displays.

d. CONTROL SYSTEM

- 1) One (1) control system processor as included in the matrix switcher shall be utilized for System Control.
 - a) The existing OFE cameras are controlled via the rack PC and will not be integrated into the new control system.
- 2) One (1) 10" wired tabletop touch panel shall be provided and installed on the first floor, and one (1) 10" wired tabletop touch panel shall be provided and installed in the third-floor control room. The panels shall be programmed to control the following:
 - a) System Power – on/off
 - b) Source Selection – Rack PC, Commissioner PC, Podium HDMI
 - c) Display Control – power on/off for all displays and projectors
 - d) Program Audio Volume – up/down/mute
 - e) Microphone Volume – up/down/mute

2. COMMISSIONER ROOM

a. AUDIO SYSTEM

- 1) One (1) ceiling array microphone with tile bridge mount shall be provided and installed in the ceiling above the conference table for voice pickup during audio and web conferencing. The microphone shall be integrated with the Ford provided DSP.
- 2) The new microphone shall be integrated with the existing OFE speakers and amplifiers.

3. 3rd FLOOR CONTROL ROOM

a. AUDIO SYSTEM

- 1) One (1) digital audio network expansion card shall be provided and installed in the existing OFE broadcast sound board located in the third-floor broadcast console to send and receive audio between the two systems.
 - a) The existing X32 console routing shall be updated to include a digital audio feed from the 1st floor DSP. The audio channels shall be routed to the current fader locations. No other system modifications shall be made.

4. THE CUSTOMER SHALL BE RESPONSIBLE FOR:

- a. The Customer shall have a representative (one [1] person selected by the Customer) available throughout the installation to make decisions on behalf of the Customer concerning the installation. The purpose is to ensure that communication between the Customer and Ford is accurate and responsive in the event of questions or problems that may arise during installation.
- b. The Customer Representative, or their designee, must be available to review the *User Interface* (UI) submittal, provided by Ford. Review and approval in a timely manner is important to project execution and completion. Two (2) design reviews and revisions are included in this proposal. Additional revisions or failure to return the UI submittal within seven (7) business days of receipt, may result in a change order requiring additional funds to complete the project.
- c. When the Customer's IT network is to be the interface for the operation of AV and control systems, the network must be fully operational at the time of Ford's arrival at the job site for installation. Failure to provide a fully operational network(s) could delay the installation and require a change order for completion.
- d. The Customer shall clear the rooms involved in the installation of all activities during the period of installation. Ford will work with the Customer to schedule the installation. Hours or days of work lost by the installation crew due to the inability to work as planned will be charged to the Customer based on the extra labor and expenses required.

Ford reserves the right to modify payment terms of this Agreement if equipment is ordered and received by Ford for this project and the project is delayed, postponed, or canceled, for any reason. Ford will invoice the Customer for the equipment that has been received, or any custom ordered items, based on pricing established in this Agreement.

- e. The Customer shall provide a facility that is prepared for the installation of electronic equipment. This includes a clean, dust-free, and air-conditioned environment that is secure and quiet. The Customer is responsible for providing a secure job site and for the cost of loss or damage to audio, video, and lighting equipment delivered by Ford to the job site.
- f. Electrical Power

Electrical power which is required to be installed or conduit systems which are required to support the audio/video systems, are the responsibility of the Customer, at their expense to provide, unless otherwise noted.
- g. All existing or Customer provided conduit and raceway must be in good condition for use and be sized appropriately for the requirements of the project.
- h. Providing and preparing adequate space for the location of all equipment included in the system is the responsibility of the Customer.
- i. It is Customer's responsibility for making level surfaces under consoles, equipment, and racks.
- j. When AV equipment is installed in a finished ceiling or wall, the Customer is responsible for the refinishing.
- k. Providing a clear area with adequate ventilation and air conditioning that maintains a room temperature not exceeding 75 degrees Fahrenheit in all rooms that are occupied by sound/audio/video/lighting equipment racks. Sound, audio, video, and lighting equipment produces heat which must be dissipated by ventilation or air conditioning. Prolonged operation at room temperatures above 75 degrees Fahrenheit will shorten the life of electronic equipment leading to premature failure of components.
- l. The Customer is responsible for the installation and registration of all software on OFE computers. Ford will provide the Customer with the system requirements for Ford provided software, but the Customer is responsible for installing it on the OFE PC's and/or OFE network. All software-related customer support shall be directly provided by the software manufacturer.
- m. Scaffolding or lifts provided by the Customer for use by Ford must meet OSHA safety standards and be satisfactory to meet the needs of the Ford installation personnel. In the event the Customer furnished scaffolding or lifts are unacceptable, Ford will present a change request detailing the additional cost and time extension required to complete the project.
- n. Ford is not licensed for and does not perform any electrical, structural, or mechanical engineering; in addition, Ford does not provide carpentry, painting, masonry, ceiling, or carpet laying work.

Customer changes the schedule or the Customer's other contractors fall behind in completing their portion of the work.

D. EQUIPMENT LIST

COURTROOM-RACK/POWER/ACCESSORIES (DIR CONTRACT #DIR-CPO-5054)

Quantity	Description	Price	Extension
4.00	C2G.CG27151 3FT CAT6 SNAGLESS UTP CABLE-BL	4.19	16.76
4.00	C2G.CG27152 7FT CAT6 SNAGLESS UTP CABLE-BL	5.00	20.00
5.00	C2G.CG56782 3FT/0.9M HIGH SPEED HDMI CABLE	8.00	40.00
5.00	C2G.CG56784 10FT/3M HIGH SPEED HDMI CABLE	11.00	55.00
200.00	WEST.25226B WIRE,2C,14 GAUGE,PLENUM	.35	70.00
250.00	WEST.254246EZBK 4P,23G,CAT6,PLNM,BLACK	.29	72.50
250.00	WEST.254346AFBK CAT6A, SHIELDED WIRE	.67	167.50
Sub Total			441.76

COURTROOM-AUDIO (DIR CONTRACT #DIR-CPO-5054)

Quantity	Description	Price	Extension
1.00	BEHR.XDANTE CARD,32X32CH,DANTE,X32,EXPANSN	438.00	438.00
1.00	QSC.CORE24F DSP 8IN 8OUT 8FLEX 8GPIO 24AEC	4,050.00	4,050.00
1.00	QSC.SLDAN-16-P Q-SYS SOFTWARE-DANTE 16X LICES	450.00	450.00
5.00	SHUR.MX424/C GOOSENECK, 24" WITH CARDIOID	294.00	1,470.00
Sub Total			6,408.00

COURTROOM-VIDEO (DIR CONTRACT #DIR-CPO-5054)

Quantity	Description	Price	Extension
3.00	EXTR.60-1271-13 RECE,HDMI TWISTED PAIR RX	354.00	1,062.00
1.00	EXTR.60138193A DTP CROSSPOINT 108 4K IPCP 70	13,328.00	13,328.00
1.00	MAGE.320400000 USB CAPTURE HDMI PLUS USB 3.0	359.00	359.00
Sub Total			14,749.00

COURTROOM-CONTROL (DIR CONTRACT #DIR-CPO-5054)

Quantity	Description	Price	Extension
2.00	EXTR.60-1565-02 10" TABLETOP TOUCHPANEL BLACK	2,006.00	4,012.00
1.00	NETG.GSM4212P10 12PORT,MANG,M4250-10GPOE+	836.00	836.00
Sub Total			4,848.00

COURTROOM-NON-CONTRACT

Quantity	Description	Price	Extension
12.00	CABLES & CONNECTORS	33.00	396.00
8.00	DATA PANELS & CABLES	47.00	376.00
8.00	MOUNTING HARDWARE	33.00	264.00
6.00	WIRE MANAGEMENT	33.00	198.00
1.00	LEVI.41089-12E ACCE,SRF MT BLK 12PORT, QUICK	21.00	21.00
2.00	OFE DISPLAY	.00	.00
1.00	OFE S16	.00	.00
1.00	OFE PODIUM MIC	.00	.00
1.00	MISC04 OFE ANALOG INPUTS	.00	.00
2.00	OFE PROJECTOR	.00	.00
Sub Total			1,255.00

COMMISSIONER ROOM-AUDIO (DIR CONTRACT #DIR-CPO-5054)

Quantity	Description	Price	Extension
1.00	SHUR.A901-R-TB TILE BRIDGE MOUNTING MXA901-R	143.00	143.00
1.00	SHUR.MXA901W-R CEILING ARRAY MICROPHONE, WHIT	2,812.00	2,812.00
Sub Total			2,955.00

COMMISSIONER ROOM-NON-CONTRACT

Quantity	Description	Price	Extension
1.00	CABLES & CONNECTORS	33.00	33.00
1.00	MOUNTING HARDWARE	33.00	33.00
1.00	WIRE MANAGEMENT	33.00	33.00
1.00	OFE SPEAKERS	.00	.00
1.00	OFE AMPLIFIERS	.00	.00
Sub Total			99.00

INTEGRATION SERVICES (DIR CONTRACT #DIR-CPO-5054)

Quantity	Description	Price	Extension
	DESIGN, ENGINEERING, FABRICATION, PROJECT MANAGEMENT, INSTALLATION, COMMISSIONING, TRAINING AND WARRANTY	26,495.24	26,495.24
Sub Total			26,495.24

Merchandise:	30,755.76
Integration:	26,495.24
Other:	.00
Freight:	.00
Sales Tax:	.00
Total Amount:	57,251.00

E. COST SUMMARY AND TERMS

PROPOSED TOTAL: \$57,251.00

TARIFFS: Ford is receiving regular notifications of material cost increases due to tariffs on products manufactured in other countries and shipped to the United States. All known tariffs have been accounted for in the pricing of this proposal.

If additional tariffs are imposed on any goods in this proposal after the delivery of this proposal to the Customer, the Customer will be responsible for the increased cost of affected goods. Conversely, if any tariffs are removed, the corresponding cost reduction will be passed on to the Customer. Agreement cost increases or decreases will be amended to the contract amount with a contract change order.

TAXES: No taxes have been included in the project 'Total Amount,' unless specifically shown on the 'Sales Tax' line. All taxes are the responsibility of the Customer. If a tax is charged to Ford, the Customer will be responsible for reimbursing Ford for the cost.

TERMS: The Customer shall issue a purchase order in accordance with the terms and conditions of the **DIR Contract #DIR-CPO-5054**.

Ford will invoice 100% upon completion.

All invoices are due Net 30.

Cooperative agreement fees are inclusive of the price listed above.

EXTENDED WARRANTY:

In addition to Ford's Standard Warranty, Ford offers a two and three-year extended warranty on the equipment and installation provided by Ford. The same warranty guarantees and limitations described in Section F of the proposal apply. With the purchase of the extended warranty, Ford will perform one (1) pre-scheduled preventative maintenance service call during the second year of the Extended Warranty and another in the third year of the Extended Warranty, if selected. The purpose of conducting this routine preventative maintenance (PM) visit is to check the general operation of the equipment and repair the systems if needed. This PM service call shall be scheduled in advance with the Customer, between 8:00 am and 5:00 pm, Monday through Friday, excluding holidays, and does not include expendable materials used (e.g., light bulbs, lamps, light fixture lamps, fuses, batteries, portable connection cables, etc.), system programming, or updating firmware.

Year 2 only: Extended Warranty \$2,874.00

Year 2 & 3: Extended Warranty \$5,812.00

Additional service needs can be scheduled by emailing service@fordav.com, or by calling 1-800-654-6744.

The Year 2 and Year 3 Extended Warranties for separately priced options have not been included in the Extended Warranty totals above. Upon acceptance, the Extended Warranty for the options can be added by informing your Ford Account Manager.

ALTERNATIVE LEASING:

Leasing options are available. Please contact your Ford Account Manager for more information.

CC: Unless otherwise prohibited by law, a 3% bank interchange fee will be charged for using a credit card for payment.

PRICE: The price stated above for this project is based upon the complete system being purchased and installed at one time. In the event the Customer selects to purchase less than the total project, delays purchase of any portion of the system, requires that the system be installed in phases, or delays the installation; Ford reserves the right to charge for additional labor, travel, and overhead. The price is valid for thirty (30) days from the date of this proposal.

It is agreed that the estimated duration of Ford's portion of this project is thirteen (13) weeks from the proposal acceptance date. In the event of a delay or extension of time, through no fault of Ford, Ford shall be entitled to receive a change order for the additional cost of overhead and other costs resulting from the delay. In addition, any outstanding Customer unpaid invoices and unbilled costs incurred by Ford shall become due and payable regardless of contract scheduled payments.

COMMENCEMENT OF WORK:

Ford must receive the enclosed contract signed by the Customer and/or a Customer provided and Ford approved purchase order that specifically accepts and includes ALL terms and conditions outlined in this proposal, along with any payment terms and provisions included in this proposal before the agreement will be considered fully accepted and executed by Ford. Receipt of the above-mentioned documents and payments is a condition precedent to Ford's obligation to perform any work contemplated under this contract, including engineering the system, purchasing the equipment and scheduling the work crews for installation. In the event the Customer fails to pay Ford within the terms above, Ford reserves the right to stop work on the project until all payments are received by Ford in accordance with the terms.

CREDIT: This proposal shall not be deemed as accepted by Ford until the executed contract is returned to Ford's Credit Center for final review and acceptance.

CHANGES: Any Customer Change Orders (CCO) must be approved in writing by the Customer prior to execution by Ford and are subject to the credit terms of this Agreement. Any equipment deleted by CCO's may be subject to a possible manufacture restock fee of up to 35%, or may not be returnable with no credit issued.

NON-SOLICITATION:

The Customer and Ford mutually agree, because of the high cost of training an employee, that neither party shall solicit the employment of any employee of the other party, and shall

not employ any employee or any person who was an employee of the other party at any time during the relationship between the parties or for a period of one (1) year following the termination of any relationship between the parties. In the event of a breach of this section, the breaching party agrees to pay the other party an amount equal to the hired employee's annual wages as an agreed upon cost to replace the employee.

F. GUARANTEES AND LIMITATIONS OF WARRANTIES

1. FORD GUARANTEES THE FOLLOWING:

- a. Equipment will be new, unless noted otherwise.

2. STANDARD WARRANTY

- a. Equipment and installation provided by Ford in this proposal will be free of defects and will be repaired or replaced, free of charge, for a period of one (1) year from the date of substantial completion or the first date of beneficial use of the system, whichever date occurs first. Substantial completion shall be defined as the point where the work, or designated portion thereof, is sufficiently complete so that the system can be used for its intended purpose.
- b. Equipment and materials provided by Ford that were manufactured by other companies will be warranted under the warranty terms of the original manufacturer.
- c. The warranty does not include or cover expendable materials used with the system installation (e.g., light bulbs, lamps, light fixture lamps, fuses, batteries, portable connection cables, etc.).
- d. The warranty does not cover the updating of firmware in any device.
- e. Ford is not responsible for the reliability of systems that communicate using wireless technology. The performance of equipment utilizing wireless communications is inherently unreliable and will experience "dropouts", distortion, and loss of connectivity from time to time. Interference from other forms of radio frequency transmissions, such as radio and television broadcasts, cell phones, and computer wireless networks, is probable, and should be expected.
- f. Ford is not responsible for the performance, testing, or configuration of owner-furnished data networks that are used to transmit audio, video, and lighting program data and control signal data. IP-based videoconferencing systems rely upon data networks that can provide consistent bandwidth for the transmission. Videoconferencing that is transmitted over the Internet is subject to the intermittent and unreliable nature of the public network. In the event that the Customer's network is found to be the cause of defects in the quality of the audio/video signals, is unreliable, or has insufficient bandwidth to support the A/V/L system and Ford's network engineers are required to troubleshoot or configure the Customer's network, the cost of this service will be invoiced to the Customer.
- g. Systems installed by Ford use network protocols to transmit content and data for audio, video, and control. Any modifications to the network, including, but not limited to, firmware updates, readdressing endpoints, or changes in hardware, including replacing

audio, video, and control components, can cause the systems to fail. Failures, such as the ones listed, are not warranty issues and therefore not covered under the Ford warranty described herein.

- h. The term "Software" as used in this document includes all editable source files, un-editable compiled files, graphical user interface files and functionality, audio digital signal processor (DSP) files, in whole and in part, produced under the terms of this agreement.

Unless otherwise expressly agreed in writing, all Software created by Ford remains the property of Ford, and the Customer is hereby provided a license to use the Software for this project only. The Software may not be used on any other project, nor used for any purposes outside of this project, nor shared nor disclosed to anyone who is not an employee of the Customer's company without prior approval from Ford.

- i. Procedures such as routine preventative maintenance functions (e.g., keeping filters clean, keeping system environment free from foreign materials, etc.) are the responsibility of the Customer and is not included within this warranty agreement. Failure on the part of the Customer to perform these routine maintenance functions shall void this warranty.
- j. Ford will not be responsible for damages or cost of repairs due to modifications, adjustments, or additions to the system, or changes to the Software performed by personnel not authorized by Ford during the warranty period. Doing so will invalidate the warranty.
- k. Ford may withhold warranty service in the event that the Customer has an unpaid balance due to be paid to Ford.

3. OWNER-FURNISHED EQUIPMENT (OFE):

- a. Ford's intent is to provide a complete system including all equipment. In some cases, the Customer may own equipment which they desire to be included with the installation. Ford identifies this as OFE.
- b. The use of OFE is solely for the convenience of the Customer and is not included in the warranty or guarantee provided.
- c. Ford shall take reasonable care in handling OFE and install it according to standard industry practices; however, Ford takes no responsibility for the operation, performance, appearance, or effects of OFE before, during, or after its integration into the system. Ford reserves the right to accept or reject OFE based on the equipment's service record, or lack thereof, poor condition, or out of date software/firmware. Ford will not accept OFE that is purchased by the Customer to replace equipment that is specified in this proposal.
- d. In the event that OFE does not function properly, Ford shall notify the Customer to determine if the OFE is to be a) repaired, b) an alternate unit provided by the Customer, c) the unit is not to be used, or d) Ford is to provide a new unit. Ford shall provide a cost to the Customer for the work to be done. The Customer will authorize any additional costs to the job.

- e. The existing equipment, removed as a courtesy by Ford, that is not being reused, shall be handed over to the Customer. Ford is not responsible for the existing equipment or its condition when received by the Customer.

G. TRAINING AND DOCUMENTATION

1. TRAINING INCLUDED:

- a. Ford will host a training session near the completion of installation. All system users and interested people should attend this training so that all questions can be answered during this training.
- b. During the training, if requested, Ford personnel will attend the initial first use of the system and assist the Customer's operators and users in the operation of the Ford-installed system.
- c. Ford shall provide a training agenda for scheduled training.
- d. Ford shall provide a quick start guide (QSG) for each room type. The QSG is a generic, brief description of how to operate the system. One (1) copy of a laminated document, for each room type, shall be provided to the Customer.

2. ADVANCED TRAINING - OPTIONAL:

Ford is committed to providing the highest quality and most modern training experience possible to its Customers. In addition to the training included with this project, for an additional fee, Ford offers multiple, customizable options to fit the needs of any Customer. The possible programs include:

- a. Ford shall supply a training video consisting of a visual tutorial or tutorials, if multiple room type videos are purchased, that will explain how to operate specific AV systems. This training tutorial, narrated by a Ford trainer, is a self-paced, always-available, online video, viewable on any mobile device which gives the learner a step-by-step process on how to use the technology.
- b. In consultation with the Customer, Ford will develop and execute a custom curriculum and curriculum schedule.
- c. Ford will provide in-person presentation(s), as needed, including presentation materials such as PowerPoint or Prezi presentation.
- d. Ford will develop a custom Orientation & Operations Handbook, which shall include detailed, user-friendly information on solutions, functionality, troubleshooting, curriculum, and other useful reference materials.
- e. The Ford Training Center also highly recommends follow-up training sessions six months to a year following the initial session(s) to ensure that all concepts are anchored and being employed by each user as well as providing opportunities for new employees to receive the same level and style of training existing employees received. The Ford Training Center

will work with customers to develop a long-term training strategy and/or ongoing training curriculum.

- f. Additional materials include documents in electronic format, additional hard and/or laminated copies of Quick-Start Guides and Orientation & Operations Handbooks, as well as digital copies of these curriculum materials.
- g. All training curriculum and components will be developed and executed by a Ford Master Trainer.
- h. The components of the optional training are to be determined by the Customer, Account Manager, and Ford Master Trainer to meet the needs of the Customer. The cost of the additional materials and training is based on the desired program.
- i. Please contact Ford to receive a customized price quote on the Advanced Training Program option.

H. BUILDING CONSTRUCTION AND SYSTEM INSTALLATION

1. VISUAL INSPECTION:

- a. This proposal is based upon a visual inspection of the site conditions. It is agreed that some buildings may have inherent design and/or construction that is not visibly recognizable and is outside of normal standard and customary building procedures. If the walls, floors or ceiling are found to be constructed in a manner that wire cannot be pulled or equipment cannot be mounted or otherwise installed without labor or materials in excess of those anticipated by both parties and proposed herein, the Customer agrees to be responsible for any adjustments in the labor and materials required to perform the installation.

2. EXISTING CONDITIONS:

- a. Acoustics and Noise

In facilities where Ford is providing a sound or audio system, the Customer is responsible for providing an environment free of ambient noise and excessive reverberation and echoes.

- 1) Typically, ambient noise is created by HVAC systems (Heating, Ventilation, and Air Conditioning), plumbing, or other mechanical systems in the building. In general, Ford recommends that the ambient noise sound pressure level not exceed NC35 (Noise Criteria) or 35 dB A scale.
- 2) Long reverberation times and echoes are normally the result of hard wall, floor, and ceiling surfaces found in some rooms. Typically, Ford recommends that the reverb time does not exceed 1.5 seconds where the primary use is the communication of speech. The production of other types of music may require longer reverberation times. In the event that echoes exist, absorptive or diffusive wall and ceiling panels may be required to eliminate or minimize the detrimental effects of the echoes.

- 3) Ford is not responsible for any costs related to reducing the ambient noise or modifying the acoustics of the Customer's facilities.
3. Vibrations caused by HVAC units, pumps, environmental issues (loud adjacent spaces, traffic, airplanes, etc.), or general construction materials and methods, can cause unwanted audio intelligibility issues and image issues with cameras, video projectors, flat panel displays, and direct view LED video wall walls. Issues such as these typically require specialized engineers and contractors and are not the responsibility of Ford.

I. ACCEPTANCE

1. The Customer's personnel will be notified by Ford upon completion of the installation.
2. Demonstration of system performance will be during the training session.
3. Participants at the performance demonstration shall include personnel representing Ford and personnel representing Galveston County who are authorized to accept the system as complete and make final payment.

This proposal shall not be deemed as accepted by Ford until the executed contract is returned to Ford's Credit Center for final review and acceptance. If a purchase order is required by the Customer, it must be transmitted with the signed install agreement for review and acceptance.

This proposal contains confidential pricing, design, engineering, and installation information that is proprietary to Ford. It is provided for your private use, and is not to be disclosed, in part or in whole, without the express, written authorization of Ford.

We appreciate the opportunity to work with you on this project. If you have any questions or need additional information, please contact me at 713-690-0555.

Sincerely,

FORD AUDIO-VIDEO SYSTEMS, LLC



Doug Hill
Senior Account Manager

Voice: 713-690-0555
E-mail: hilld@fordav.com
Website: www.fordav.com

SYSTEM INSTALLATION AGREEMENT

Between

GALVESTON COUNTY

and

FORD AUDIO-VIDEO SYSTEMS, LLC

This is to signify that Galveston County and Ford Audio-Video Systems, LLC have entered into a contract, in the amount of \$57,251.00, for the purchase and installation of equipment and services described in the attached proposal.

Add Year 2 only Extended Warranty: \$2,874.00 _____
Customer Accepts

OR

Add Year 2 & 3 Extended Warranty: \$5,812.00 _____
Customer Accepts

Galveston County and Ford Audio-Video Systems, LLC, by and through their respective signatories to the Agreement, each represent to the other that they are authorized to enter into this Agreement.

The Customer acknowledges tariffs may be incurred after presentation of this Proposal and prior to delivery of the products into the United States. If additional tariffs are charged to products in this Proposal prior to Ford receiving the products for installation the Customer is responsible for the tariff cost.

Ford will perform all tasks defined in the Description of Work which is part of this Agreement. Any deviation from this Description of Work will require a Change Order.

Both parties agree to abide by the terms and conditions of this Agreement.

FORD AUDIO-VIDEO SYSTEMS, LLC

GALVESTON COUNTY

Doug Hill
Senior Account Manager

Authorized Signature

David Shriver
Division Manager

Printed Name and Title

Date

Date