



**Z Systems, inc.**  
 3724 Oregon Avenue South  
 Saint Louis Park, MN 55426  
 Tel. 952-974-3140  
 Fax. 952-974-3141  
 www.zsyst.com

*fueling creativity*

**SOLD TO:**

City of Northfield  
 Kurt Wolf  
 801 Washington Street  
 Northfield, MN 55057

# MN State Contract Quote

Date 7/18/2019 Quote # 31598  
 P.O. #: FOB: Mfr's Dock  
 Terms 1% 10 Net 30 Sales Rep FG  
 Quote Expiration 8/18/2019

**SHIP TO:**

City of Northfield  
 Kurt Wolf  
 801 Washington Street  
 Northfield, MN 55057

Minnesota State Contract # 152127

Item	Description	Ctgy	Qty	Cost	Ext Cost	Price	Ext Price
	===== SCOPE OF WORK ===== Installation Labor (lot). Scope:  - Telephone consultation with Northfield to determine need for any conversion gear, etc. (If new pieces of equipment are needed, additional costs may be required) - CAD Drawing of CableCast System (This only includes the CableCast server(s) and the signal path to the cable modulators, it doesn't include any other portions of existing system) - Discuss specifics of Tightrope Server Install with Tightrope Media Systems - Decommission any existing equipment that is being replaced. - Install & license new Tightrope Server(s) and router, if required - Install conversion gear, if needed - Creation, termination and connection of new wiring - Work with Tightrope to commission new servers - Thoroughly test and document system - Brief overview (up to two hours) - All Project Management  Scope doesn't include anything specifically mentioned above. All existing equipment is expected to be in working condition.  NOTE: This is a Minnesota State Contract quote. All labor and shipping costs are not-to-exceed. Customer will only be charged for actual labor and shipping.						

Subtotal:

Sales Tax: ()

**TOTAL:**



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Item	Description	Ctgy	Qty	Cost	Ext Cost	Price	Ext Price
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	CABLECAST SERVERS						
	=====						
CBL-VIOLITE-600	Cablecast Configurable 2 Channel Video Server, 8 TB Internal Storage (No RAID & Not Expandable), 1RU Chassis, Built-in CG, No Redundant Power	4.13	1	6,746.00	6,746.00	7,420.60	7,420.60T
CBL-CGPLAYER-LIC	Cablecast CG bulletin board software for installation in Cablecast VIO video servers. All bulletin board features and native integration with the Cablecast schedule for display of "Airs Again On", "Coming up Next" and Cablecast schedule bulletins, updated dynamically throughout the day.	4.13	2	1,120.00	1,120.00	1,232.00	2,464.00T
CBL-LIVE-350	CableCast Single channel H.264 HLS adaptive bit-rate live streaming server in a 1 RU chassis, integrated into Cablecast's user interface and public web interface. Resolution scales to 1080P. Stream is controllable through Cablecast and may be disabled on a per show basis. Includes 3 year hardware warranty and 1 hour of remote installation support and end user training within first year.  Add \$1,250 (Not-To-Exceed) Labor/Mileage/Shipping for this option. Includes installation, integration with router, configuration, testing, training, shipping costs, mileage. Customer will only be billed for actual hours worked.	4.13	0	4,632.00	4,632.00	5,095.20	0.00T

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Item	Description	Ctgy	Qty	Cost	Ext Cost	Price	Ext Price
CBL-SVR440-VOD-6	Tightrope Media Systems Cablecast Pro VOD - Web centric head end automation system, Carousel server software and Cablecast VOD in a 3 RU chassis. Streams H.264 VOD to mobile devices and desktops. Redundant power, 6TB RAID5 Content and 1 TB RAID1 OS drives. Includes 3 year hardware warranty and 2 hours of remote end user training and installation support within first year.  Add \$1,250 (Not-To-Exceed) Labor/Mileage/Shipping for this option. Includes installation, integration with router, configuration, testing, training, shipping costs, mileage. Customer will only be billed for actual hours worked.	4.13	0	6,400.00	6,400.00	7,040.00	0.00T
CBL-REFLECT-BND	Tightrope Annual Cloud-based reflection service operating in conjunction with both Cablecast Live and Cablecast VOD servers that provide a virtually unlimited number of live and VOD Internet video streams while conserving your internal bandwidth. Includes up to 3 streaming channels.	4.13	0	1,760.00	1,760.00	1,936.00	0.00T
CBL-SAS-CH-1YR	Tight Rope Media Systems Annual software maintenance contract per channel. Covers all the software upgrades including major releases at one facility.	4.13	2	600.00	600.00	660.00	1,320.00T
	CABLECAST SERVER SUBTOTAL						11,204.60
	=====						
	BLACKMAGIC ROUTER						
	=====						
	NOTE: This item is needed if either Cablecast LIVE and/or VOD options are purchased. For Vio Lite Server standalone system, router is not required.						
BMD-VHUBSMART6G1212	Blackmagic Design Smart Videohub 12 x 12 SDI	4.8	0	1,116.00	1,116.00	1,227.60	0.00T
	BLACKMAGIC ROUTER SUBTOTAL:						0.00

Subtotal:

Sales Tax: ()

**TOTAL:**



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Item	Description	Ctgy	Qty	Cost	Ext Cost	Price	Ext Price
	=====						
	INSTALLATION LABOR						
	=====						
SOM-Install Hr.	Installation Hour - MN state contract rate - Audiovisual Installation - Actual hours worked will not exceed this amount without written consent from customer - Customer will be billed for actual hours worked		12			74.00	888.00T
SOM-Maintenance Hr	Maintenance Hour - MN state contract rate - Maintenance Labor - Includes Testing and Commissioning Services - Actual hours worked will not exceed this amount without written consent from customer - Customer will be billed for actual hours worked - Please see attached proposal for detailed summary of tasks		4			104.00	416.00T
SOM-Project Mgmt Hr	Project Management Labor Hour - MN state contract rate - Actual hours worked will not exceed this amount without written consent from customer - Customer will be billed for actual hours worked - Please see attached proposal for detailed summary of tasks		2			104.00	208.00T
SOM-Engineer Hr	Engineering Hour - MN state contract rate - Professional / Technical Design Labor - Includes Control System Programming - Actual hours worked will not exceed this amount without written consent from customer - Customer will be billed for actual hours worked - Please see attached proposal for detailed summary of tasks		4			104.00	416.00T
SOM-Training Hr	Training Hour - MN state contract rate - Actual hours worked will not exceed this amount without written consent from customer - Customer will be billed for actual hours worked - Please see attached proposal for detailed summary of tasks		2			104.00	208.00T
	INSTALLATION LABOR SUBTOTAL:						2,136.00
SOM-Travel Expenses	Travel Expenses - 2 round trips from Z Systems (3724 Oregon Ave South, St Louis Park, MN) to Northfield City Offices - 89.8 miles per round trip - Customer will be billed for actual miles travelled		180			0.58	104.40T

Subtotal:

Sales Tax: ()

**TOTAL:**



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Item	Description	Ctgy	Qty	Cost	Ext Cost	Price	Ext Price
SOM-Shipping	Estimated Shipping Costs (not-to-exceed estimate). Customer will be invoiced for actual shipping costs. Invoiced shipping cost will not exceed this amount.					400.00	400.00T

Subtotal: \$13,845.00

Sales Tax: (\$) \$0.00

**TOTAL: \$13,845.00**