



Title: Authorization to Purchase and Implement Hybrid Meeting Technology

Resolution number: 21-070

Prepared by: Name: Alex Steele
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Reviewed by: Name/Title: N/A

Recommended action: Approval for the purchase and installation of equipment to support hybrid meetings in 3 District conference rooms

Schedule: Date: 10/22/2021 – Sign proposal and order equipment
Date: 11/22/2021 – Installation of equipment

Budget considerations: Fund name and code: 1-1003-4320 (Information Technology - Contract Services)
Fund budget: \$230,000.00
Expenditures to date: \$82,466.50
Requested amount of funding: \$19,465.87

Past Board action: Res # 21-038 Title: Authorization of Microsoft 365 Migration and Implementation Services

Summary:

In March of 2020, Minnehaha Creek Watershed District shifted to a remote model due to the COVID-19 pandemic. Almost all the District's operations, including Board meetings, occurred away from the office. MCWD acquired and deployed software (Webex) to allow staff and Board Managers continue their work while working from home. This technology provided functionality that supported internal communication, collaboration, and virtual meetings, including Board meetings.

With COVID-19 vaccines and increasing vaccination rates through 2021, MCWD has been shifting from a purely remote model to a hybrid model – where work occurs both at and away from the office simultaneously. In order to support a hybrid model, the District invested in Microsoft 365/Microsoft Teams as the permanent software solution for remote work and as the foundation for hybrid work.

Software alone will not create a true hybrid model - virtual meetings require hardware, like a laptop, camera, microphone, speakers. For remote work, District issued laptops and mobile devices provide all the required hardware to meet virtually. But in a hybrid environment, participants must connect to virtual meetings through their laptops individually, essentially recreating a remote environment even when in-office.

To build on the Microsoft 365/Microsoft Teams software foundation, hardware upgrades are needed to enhance the District's existing conference and Board room technology to support a hybrid work model. This hardware transforms District meeting spaces into hybrid meeting rooms, where participation occurs seamlessly, regardless of any individual's location.

MCWD consulted with iSpace Environments to explore the range of hardware upgrade options that will support hybrid work. iSpace Environments (formerly mSpace) originally installed the District’s meeting room technology when the current office was purchased and renovated in 2013-2014.

To sort through the myriad of options, the following evaluation criteria:

- Integration – hardware needs to integrate with existing meeting space technology where feasible
- Ease of use – needs to provide a seamless and easy to use experience
- Benefit and value – how quickly and effectively the solution supports and enhances current District work
- Cost – how much the hardware costs

A distinction was made between the types of District meetings: staff meetings and public meetings. Staff meetings include internal and external participants and generally occur in the office conference rooms, while public meetings include Committee and Board meetings that occur in the Board room. iSpace has provided a proposal that outlines the equipment needed to support hybrid meetings in District meeting spaces. The proposal has been broken into 2 categories: costs for upgrading conference rooms, and cost for upgrading the Board room.

For staff meetings in conference rooms, the needs and requirements are straight forward. Public meeting requirements are much more restrictive due to Open Meeting Law, especially for Board Manager participation. There are also organizational policy questions and considerations for staff and public remote or in-office participation.

There is a lot more existing hardware in the Board room compared to the conference rooms, including wireless microphones, recording equipment, multiple displays and cameras, amplifiers, and speakers. The complexity drives up the cost of integration and implementation. Also, a more complex system will require more operational capacity for running and managing a hybrid meeting, including admitting participants, muting, screen sharing.

Additionally, there isn’t an immediate need for hybrid public meetings. With the pandemic declaration, the Board can hold meetings virtually with remote participation of Managers, staff, and the public. The space and technology already exist for in-person participation by Managers, staff and the public when public meetings move back to the Board room.

Due to these factors, staff recommends taking a phased approach toward upgrading District meeting spaces – starting with the 3 conference rooms (Arrowhead, Big Island and Cattail) and then revisiting Board room needs at later date following additional discovery and research. Below is a summary outlining the details of the proposal for upgrading MCWD’s 3 conference rooms.

Although Arrowhead, Big Island and Cattail conference rooms vary slightly in size, the proposed equipment is similar and includes a camera, a tabletop device for running the meeting, and receiver/controller. The hardware will integrate with existing displays and networking equipment. Since the equipment uses Microsoft Teams, MCWD’s remote/hybrid software solution – meeting scheduling, participation and operation will be streamlined and familiar to users. MCWD staff are already operating in a hybrid model, bringing immediate benefit following completed installation and configuration. Total cost for equipment, installation services and contingency, training and equipment coverage is \$19,465.87.

ITEM	COST
Equipment	\$14,994.87
Installation Services	\$2,412.50
Installation Services Contingency (20%)	\$482.50
Training, Equipment/Labor coverage for 1 year	\$1,576.00
TOTAL	\$19,465.87

Supporting documents (list attachments):

Workplace Technology Proposal by iSpace Environments



RESOLUTION

Resolution number: 21-070

Title: Authorization to Purchase and Implement Hybrid Meeting Technology

- WHEREAS, the Minnehaha Creek Watershed District adopted a strategic plan to achieve its mission of protecting and improving water resources by building high impact capital projects and influencing policy; and
- WHEREAS, a critical component in operationalizing this strategy is the effective deployment of technology; and
- WHEREAS, in March 2020, MCWD moved its work from an in-office setting to remote due to the COVID-19 pandemic; and
- WHEREAS, to support District operations including virtual staff and public meetings, MCWD deployed interim virtual meeting software; and
- WHEREAS, in May through August 2021, the District implemented Microsoft 365 as a permanent solution to support remote work and serve as the foundation for implementing a hybrid model; and
- WHEREAS, iSpace has provided a proposal for equipment upgrades for District meetings spaces that enable hybrid staff and public meeting capabilities; and
- WHEREAS, equipment options were evaluated based on the ability to integrate with existing technology, ease of use, the ability to meet immediate needs and provide value, and the cost; and
- WHEREAS, due to complexity of integration with existing equipment, operation, Open Meeting considerations and lack of clarity on staff, public, and Manager hybrid participation during public meetings, staff recommends taking a phased approach towards purchasing hybrid technology for District meeting rooms; and
- WHEREAS, the first phase includes purchasing and installing equipment for 3 District conference rooms: Big Island, Arrowhead, Cattail; and
- WHEREAS, cost for equipment, installation services and contingency, and 1 year of training and equipment/labor coverage for the 3 conference rooms is \$19,456.87;

NOW, THEREFORE, BE IT RESOLVED that the Minnehaha Creek Watershed District Board of Managers hereby authorizes the purchase and installation of hardware to support hybrid meetings in 3 conference rooms at a cost of \$19,465.87.

Resolution Number 21-070 was moved by Manager _____, seconded by Manager _____. Motion to adopt the resolution ___ ayes, ___ nays, ___ abstentions. Date: 10/21/2021

 Secretary Date: _____



811 Glenwood Ave, Minneapolis, MN.
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WORKPLACE TECHNOLOGY QUOTE

Technology Proposal

Minnehaha Creek Watershed District
Updates for Hybrid Meetings 10.15.21

Quote Date: 10/15/2021

Project #: 11263

MN State AV Contract: 152128

Quote expires thirty (30) days from date of quote shown above

PURPOSE

As workplaces rapidly shifted from in-office to remote work due to COVID-19, many organizations scrambled to rollout technology to support their employee's ability to work from home. Beyond the standard technology needs, like a laptop, docking station, monitors, network connection – digital communication and remote meeting tools were the single most critical need for organizations to continue operating effectively.

Minnehaha Creek Watershed District quickly acquired and deployed technology that supported District work in a remote setting. These short-term solutions facilitated organizational collaboration, even while staff worked from home throughout 2020 and 2021.

MCWD owns technology that supports a pure remote model where all work can happen virtually. The District also has office space to facilitate in-person face-to-face work. The hybrid model, and the technology that supports it, connects virtual and in-office, with work occurring simultaneously in both spaces and providing streamlined tools for meeting, brainstorming, and collaboration regardless of an individual's location.

As District business incrementally shifts to a hybrid model, with some staff remote and some in-office on a given day, additional technology investments are needed to support and advance the organization in the long-term. These investments will make MCWD's information technology infrastructure more resilient and flexible, while providing tools that enhance data access and collaboration that drive District initiatives forward.

This proposal outlines the scope for updating the District's office space with hardware to support a hybrid work model that provides flexibility and makes collaboration seamless.

SCOPE OF WORK

Big Island

Display:

Owner furnished display. A Crestron receiver will be installed behind the display to receive content from the new video conferencing system.

Video Conferencing:

iSpace will install a new Crestron UC-MMX30-T at the table. A new Creston swivel kit will also be installed in the conference room table.

A new camera (included with the UC-MMX30-T) will be installed above the display.

Control:

Control will be through the Crestron touch panel located at the table.

Networking:

Client to provide network connection at table.

Racking:

New equipment will be mounted behind the display and at the table.

Arrowhead

Display:

Owner furnished display. A Crestron receiver will be installed behind the display to receive content from the new video conferencing system.

Video Conferencing:

iSpace will install a new Crestron UC-MMX30-T at the table.

A new camera (included with the UC-MMX30-T) will be installed above the display.

Control:

Control will be through the Crestron touch panel located at the table.

Networking:

Client to provide network connection at table.

Racking:

New equipment will be mounted behind the display and at the table.

Cattail**Display:**

Owner furnished display. A Crestron receiver will be installed behind the display to receive content from the new video conferencing system.

Video Conferencing:

iSpace will install a new Crestron UC-MMX30-T at the table.

A new camera (included with the UC-MMX30-T) will be installed above the display.

Control:

Control will be through the Crestron touch panel located at the table.

Networking:

Client to provide network connection at table.

Racking:

New equipment will be mounted behind the display and at the table.

De-install:

All de-installed equipment will be recycled by iSpace for an additional fee.

Boardroom

The boardroom upgrade includes a Microsoft Teams enabled video conferencing system and user experience along with audio and video upgrades to accommodate for the change. The Teams experience includes one-touch join and touch panel scheduling. The existing controls will be available by pressing the room control button on the new touch panels.

Display:

The existing display system will remain as is.

Audio:

iSpace will replace the existing Clear One audio DSP with an updated Biamp Tesira platform along with USB support for Microsoft Teams integration. iSpace will also update the DMPS with a new DM-MD8x8 and processor.

Video Conferencing:

iSpace is to install a C100-T Teams room conferencing system.

Control:

iSpace will remove the existing wall TSW-1050 and replace it with the updated TSW-1070 with Team's support. A second wired tabletop touch panel will be available at the dais.

Programming will be updated to replace the new Team's configuration with the appropriate controls to mirror the current functionality on the touch panel, along with updated camera controls as an additional option. Updates will include multiple laptop and PC source selections being routed to the content input, current audio conferencing, and current recording triggers. Along with overall system power and volume control options.

Racking:

Existing, owner furnished equipment rack will be used.

Pro-Services:

iSpace Environments will provide professional services to include Engineering, Project Management, Installation Labor and Programming Labor. Pricing is based on work performed during a standard business day between 8:00 am – 5:00 pm, Monday through Friday. If changes to project timelines require work done after hours or on weekends, a change order will be initiated for OT at a rate of 1.5 times the standard rate. Examples of changes to the timeline that would result in additional charges are:

- Furniture installation completion dates
- Construction delays
- Network drops and live date delays
- Electrical drops and live date delays
- Phone drops and live date delays

Additionally, work is planned to happen in a concurrent schedule. If customer or other contractor interruptions to planned schedule occur, a change order will be initiated to cover additional travel costs and labor hours.

Travel & Shipping:

Unless otherwise specified, travel will be charged on your final invoice as a passthrough of iSpace Environments' cost.

Training:

Formal training and training materials are not included in the final proposal price unless Complete Care contract or Training is purchased separately. Our technicians or Project Manager will provide you with a user run through at the end of installation during signoff.

Owner Requirements:

Customer to provide the following to ensure the mutual success of meeting all project deliverables per specified timeline. Delays or changes in providing the below items will result in the initiation of a change order:

- Identified project champion (our main contact)
 - Provides signoffs and approvals
 - 1 Provides confirmation of completion of below requested items
 - 2 Provides additional project contacts to iSpace (furniture, network/IT, phone, GC, etc.)
 - 3 Provides updates to project timeline and communicates changes in other contractor's delivery dates
 - 4 Uninterrupted Access to room(s) for 3 days
- 0 Network drops installed and live 2 days prior to iSpace's installation date
- 1 IP addresses assigned by 5 days prior to iSpace's installation date
- 2 Phone lines installed and live 5 days prior to iSpace's installation date
- 3 All iSpace Environments provided IT forms filled out and sent back 5 business days prior to start of installation date
- 4 A specified on-site staging area supplied for the delivery and storage of equipment once installation begins. If this space is a secured space, iSpace will require access to it.

Support Offering:

iSpace Service Hub contracts are available for an additional purchase; options and pricing is provided on the summary page of your proposal. Complete Care contracts include: unlimited service calls to our Service Hub, unlimited service visits, all replacement parts and labor, firmware updates, training and training materials as well as one preventative maintenance visit per room per year.

Change Order Process:

The purpose of a change order is to make official changes to the existing SOW. Changes, additions or deletions will initiate the need for a change order. Change orders may include additional fees or credits and may impact project completion dates, dependent on scope.

iSpace Environments provides our best estimate of labor costs based on what we know of your project to-date and initially supplied timelines, which include other contractor completion dates. Pricing is based on work performed during a standard business day between 8:00 am – 5:00 pm, Monday through Friday. If changes to the project timelines require work done after hours or on weekends, a change order will be initiated for OT at a rate of 1.5 times the standard rate. Examples of changes to the timeline that would result in additional charges are:

- Construction delays as a result of another contractor
- Furniture installation completion dates
- Network drops and live date delays
- Electrical drops and live date delays
- Phone drops and live date delays
- Any other delays that prevent iSpace from starting installation per agreed upon timeline

Additionally, work is planned to happen in a concurrent schedule. If customer or other contractor interruptions to planned schedule occur, a change order will be initiated to cover additional travel costs and labor hours.

Once the need for a change order is identified, the iSpace team will present you with a change order document outlining additional costs (or credits) along with an updated SOW detailing what has changed. Work cannot proceed without customer approval of the change. We understand there are time sensitive situations which require all parties to move quickly and make rapid decisions to keep a project on track for timely completion. Our team will do everything they can to assist and work with you during this process, however if purchase orders are required as part of your company's standard operating procedure, iSpace will require receipt of a purchase order prior to work commencement.


Project invoicing will not be delayed during the change order process. Once all work is completed per original scope of work (SOW) and proposal, an invoice will be generated. Change orders costs will be invoiced separately.

Equipment availability typically has a 2-3 week lead time and is subject to manufacturer availability.

Conference Room Upgrades: Big Island

	QTY	DESCRIPTION	PRICE
Video			
	1	CHIEF CSSMP15X10 This component storage panel support devices and components near displays – either on-wall or attached to Fusion mount extrusions. Slide-out feature improves ease of access to components.	\$106.27
		Video Total	\$106.27
Unified Communications			
	1	CRESTRON ELECTRONICS UCA-SMKR-UC2-3 Swivel Mount Cable Retractor for Crestron Flex Advanced Tabletop Small Room Conference System [Available 3/19/2021]	\$256.06
	1	CRESTRON ELECTRONICS UC-MMX30-T Crestron Flex Advanced Tabletop Small Room Video Conference System For Microsoft Teams Rooms	\$4,130.00
		Unified Communications Total	\$4,386.06
Control			
	1	CRESTRON HD-RX-201-C-E DM Lite – HDMI® over CATx Receiver, Room Controller, 2x1 Auto-Switcher, HD Scaler, Surface Mount	\$460.00
		Control Total	\$460.00
		Conference Room Upgrades: Big Island Total	\$4,952.33

Conference Room Upgrades: Arrowhead

	QTY	DESCRIPTION	PRICE
Video			
	1	CHIEF CSSMP15X10 This component storage panel support devices and components near displays – either on-wall or attached to Fusion mount extrusions. Slide-out feature improves ease of access to components.	\$106.27
	1	CRESTRON HD-RX-201-C-E DM Lite – HDMI® over CATx Receiver, Room Controller, 2x1 Auto-Switcher, HD Scaler, Surface Mount	\$460.00



1	CRESTRON ELECTRONICS UC-MMX30-T	Crestron Flex Advanced Tabletop Small Room Video Conference System For Microsoft Teams Rooms	\$4,130.00
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Video Total \$4,696.27

Conference Room Upgrades: Arrowhead Total \$4,696.27

Conference Room Upgrades: Cattail

QTY	DESCRIPTION	PRICE
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Video



1	CHIEF CSSMP15X10	This component storage panel support devices and components near displays – either on-wall or attached to Fusion mount extrusions. Slide-out feature improves ease of access to components.	\$106.27
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1	CRESTRON HD-RX-201-C-E	DM Lite – HDMI® over CATx Receiver, Room Controller, 2x1 Auto-Switcher, HD Scaler, Surface Mount	\$460.00
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1	CRESTRON ELECTRONICS UC-MMX30-T	Crestron Flex Advanced Tabletop Small Room Video Conference System For Microsoft Teams Rooms	\$4,130.00
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Video Total \$4,696.27

Conference Room Upgrades: Cattail Total \$4,696.27

Conference Room Upgrades: Conference Room Project Admin

QTY	DESCRIPTION	PRICE
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Project Administration



1	ISPACE ENVIRONMENTS DISPOSAL	FEE FOR MSPACE TO PROVIDE DISPOSAL SERVICES FOR OLD EQUIPMENT AND/OR BOXES AND PACKAGING	\$150.00
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1	ISPACE ENVIRONMENTS SHIPPING AND HANDLING	Shipping and handling	\$400.00
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1	ISPACE ENVIRONMENTS TRAVEL EXPENSES	Travel expenses	\$100.00
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Project Administration Total \$650.00

Conference Room Upgrades: Conference Room Project Admin Total \$650.00

Boardroom Upgrades

QTY	DESCRIPTION	PRICE
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Video





4	CRESTRON CBL-HD-6	Crestron Certified HDMI Interface Cable, 6 FT	\$118.00
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1	CRESTRON CP4N A rack-mountable control system with a powerful 4-Series control engine and numerous integrated control ports. Features an isolated control subnet that provides a Gigabit Ethernet LAN dedicated to Crestron devices.	\$1,652.00 *
1	CRESTRON PW-2420RU -INCL Crestron PW-2420RU 50 watt (24vdc @ 2A) power supply - included in package	
2	CRESTRON DMC-4KZ-C Provides a single DM 8G+® or HDBaseT® input for any DigitalMedia™ Switcher with modular input card slots. Handles 4K60 4:4:4 and HDR video signals.	\$1,298.00
1	CRESTRON DMC-4KZ-CO-HD modular output card for DM-MD8X8, DM-MD16X16, or DM-MD32X32 switchers. Provides two independent 4K DM 8G+® outputs, plus one HDMI® output in parallel with the first DM 8G+ output. Supports 4K60 4:4:4 and HDR video signals	\$767.00
5	CRESTRON DMC-4KZ-HD Provides a single HDMI® input for any DigitalMedia™ Switcher with modular input card slots. Supports 4K60 4:4:4 and HDR video sources.	\$2,360.00
2	CRESTRON DMC-4KZ-HDO 2-Channel HDMI® 4K60 4:4:4 HDR Scaling Output Card for DM® Switchers	\$2,124.00
1	CRESTRON DMC-VGA VGA/Video Input Card for DM® Switchers	\$590.00
1	CRESTRON DM-MD8X8-CPU3 8x8 DigitalMedia Switcher	\$3,245.00 *
1	CRESTRON DM-PSU-8 8 PORT PODM	
1	CRESTRON HD-DA2-4KZ-E 1:2 HDMI Distribution Amplifier w/4K60 4:4:4 & HDR Support	\$230.00 *
1	CRESTRON TS-1070-B-S 10.1 in. Tabletop Touch Screen, Black Smooth	\$1,783.93 *
1	CRESTRON PWE-4803RU PWE-4803RU is an 802.3af compliant Power over Ethernet (PoE) power source designed to support PoE powered devices	
	Video Total	\$14,167.93

Unified Communications



1	BIAMP Tesira EX-UBT Powered by PoE, the EX-UBT expander supports up to eight channels of configurable USB audio as well as Bluetooth® wireless technology	\$413.00
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	1	BIAMP TesiraCONNECT TC-5 TesiraCONNECT is a 5-port expansion device for Biamp conferencing products.	\$708.00
	1	BIAMP TesiraFORTE AVB CI TesiraFORTÉ DSP fixed I/O server with 12 analog inputs, 8 analog outputs, 8 channels configurable USB audio, 128 x 128 channels of AVB, Sona Acoustic Echo Cancellation (AEC) technology (all 12 inputs).	\$2,181.82
	1	BIAMP TesiraFORTE DAN VT4 TesiraFORTÉ DSP fixed I/O server with 4 analog inputs, 4 analog outputs, 8 channels configurable USB audio, 32x32 channels of DAN, Sona Acoustic Echo Cancellation (AEC) technology (all 4 inputs), 1 Analog and 2 channel VoIP interface	\$1,768.82
	1	CRESTRON HD-CONV-USB-100 HD to USB video converter	\$708.00
	1	CRESTRON ELECTRONICS UC-C100-T-WM Crestron Flex Video Conference System Integrator Kit with a Wall Mounted Control Interface for Microsoft Teams Rooms	\$2,752.94
		Unified Communications Total	\$8,532.58

Project Administration

	1	ISPACE ENVIRONMENTS DISPOSAL FEE FOR MSPACE TO PROVIDE DISPOSAL SERVICES FOR OLD EQUIPMENT AND/OR BOXES AND PACKAGING	\$175.00
	1	ISPACE ENVIRONMENTS SHIPPING AND HANDLING Shipping and handling	\$400.00
	1	ISPACE ENVIRONMENTS TRAVEL EXPENSES Travel expenses	\$150.00
		Project Administration Total	\$725.00
		Boardroom Upgrades Total	\$23,425.51

Project Subtotal: \$38,420.38

PRO SERVICES

Labor charges are based on the current Scope of Work (SOW) and discussed timeline. Changes to SOW and/or timeline may result in additional labor charges and travel fees. Delays due to construction are also subject to additional labor fees. **Hourly Rates: installation \$85/hr, project management \$95/hr, professional/technical services \$115/hr.**

PROJECT SUMMARY

Conference Room: Big Island, Arrowhead, Cattail

Boardroom

Equipment: \$14,994.87

Equipment: \$23,425.51

Pro Services: \$2,412.50

Pro Services: \$13,390.00

Project Total: \$17,407.37

Project Total: \$36,815.51

Service Hub Care Packages

Complete Care

- Full Equipment Coverage
- Priority On-Site Scheduling
- Advanced Parts Replacement
- Full Labor Coverage
- Preventative Maintenance
- Training

Conference Room: Big Island, Arrowhead, Cattail

1 Year: \$1,576.00

3 Year: \$3,296.00

Boardroom

1 Year: \$3,200.00

3 Year: \$9,600.00

*Upon acceptance of a Care Package, additional terms and conditions will be provided.

Training Session and Training Manuals Only:

Conference Rooms: \$50.00

Boardroom: \$1,500.00

Decline Complete Care Coverage

*iSpace waiver: By declining coverage I agree and understand that all labor repairs and/or replacement parts will be charged at iSpace current rates after the 90 day warranty period expires. The warranty period begins on the day of project sign-off. I also understand that applicable trip fees and shipping fees may apply.

Client: Alex Steele

Date

Contractor iSpace Environments

Date

By signing this proposal, I acknowledge and agree to the terms & conditions included with this proposal on the following page.

ADDENDUM Project #: ###-4219

Manufacturer PartNumber	Cat	Qty	Unit Cost	Ext Cost	Unit Price	Ext Price
BIAMP Tesira EX-UBT	1.03	1	\$350.00	\$350.00	\$413.00	\$413.00
BIAMP TesiraCONNECT TC-5	1.04	1	\$600.00	\$600.00	\$708.00	\$708.00
BIAMP TESIRAFORTE AVB CI	1.03	1	\$1,849.00	\$1,849.00	\$2,181.82	\$2,181.82
BIAMP TESIRAFORTE DAN VT4	1.03	1	\$1,499.00	\$1,499.00	\$1,768.82	\$1,768.82
CHIEF CSSMP15X10	14.00	3	\$90.06	\$270.18	\$106.27	\$318.81
CRESTRON CBL-HD-6	18.00	4	\$25.00	\$100.00	\$29.50	\$118.00
CRESTRON CP4N	6.02	1	\$1,400.00	\$1,400.00	\$1,652.00	\$1,652.00
CRESTRON DMC-4KZ-C	2.03	2	\$550.00	\$1,100.00	\$649.00	\$1,298.00
CRESTRON DMC-4KZ-CO-HD	2.03	1	\$650.00	\$650.00	\$767.00	\$767.00
CRESTRON DMC-4KZ-HD	2.03	5	\$400.00	\$2,000.00	\$472.00	\$2,360.00
CRESTRON DMC-4KZ-HDO	2.03	2	\$900.00	\$1,800.00	\$1,062.00	\$2,124.00
CRESTRON DMC-VGA	2.03	1	\$500.00	\$500.00	\$590.00	\$590.00
CRESTRON DM-MD8X8-CPU3	2.03	1	\$2,150.00	\$2,150.00	\$2,537.00	\$2,537.00
CRESTRON DM-PSU-8	4.02	1	\$600.00	\$600.00	\$708.00	\$708.00
CRESTRON HD-CONV-USB-100	4.02	1	\$600.00	\$600.00	\$708.00	\$708.00
CRESTRON HD-DA2-4KZ-E	2.05	1	\$200.00	\$200.00	\$230.00	\$230.00
CRESTRON HD-RX-201-C-E	2.05	3	\$400.00	\$1,200.00	\$460.00	\$1,380.00
CRESTRON PWE-4803RU	6.05	1	\$50.00	\$50.00	\$59.00	\$59.00
CRESTRON TS-1070-B-S	6.05	1	\$1,500.00	\$1,500.00	\$1,724.93	\$1,724.93
CRESTRON ELECTRONICS 6511362	0.00	1	\$217.00	\$217.00	\$256.06	\$256.06
CRESTRON ELECTRONICS 6511933	0.00	1	\$2,333.00	\$2,333.00	\$2,752.94	\$2,752.94
CRESTRON ELECTRONICS 6511629	0.00	3	\$3,500.00	\$10,500.00	\$4,130.00	\$12,390.00
ISPACE ENVIRONMENTS DISPOSAL	99.00	2	\$325.00	\$325.00	\$325.00	\$325.00
ISPACE ENVIRONMENTS Ship123	99.00	2	\$800.00	\$800.00	\$800.00	\$800.00
ISPACE ENVIRONMENTS Travel123	99.00	2	\$250.00	\$250.00	\$250.00	\$250.00