# Exhibit A

**Illustrative Cost Proposal**

Below is a sample of products City Colleges may purchase.  The provide list is not comprehensive list and will be utilized for proposal evaluation proposes only.   You will also need to provide your percentage of discount off the list price on the cost proposal page of Section VIII.

| Category | Sub-Category | Specification | List/Catalog Cost | Cost Plus Discount % | Amount (Net Price) | Warranty Period in Years | Warranty Cost | Comments |
|---|---|---|---|---|---|---|---|---|
| Enterprise Management and System Control | Crestron Fusion | (Software/hardware solution that enables to centrally monitor, manage, and schedule AV presentation, video conferencing and lecture capture. Tracks device and room usage to schedule routine maintenance. Provides real-time remote technical support and receive instant alert notifications. Provides reporting features.)<br><br>Proposer must describe capabilities in selling and servicing Crestron room automation and enterprise management and system control to include: mobile furniture rack, bi-amp, cables and connectors, presentation server, switching systems, cameras, microphone, design, programming, mounting and installation. | | | | | | |
| Control System | Panasonic AW-RP120GJ Multi-function PTZ controller | | | | | | | |
| Control System | Panasonic AW-RP50NJ Pan tilt zoom controller | | | | | | | |

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|---|---|---|---|---|---|---|---|---|
| Interactive Whiteboard/Podium | SMART Technologies SB885 | | | | | | | |
| | SMART Technologies SBX885 | | | | | | | |
| | SMART Projectors U100 | | | | | | | |
| | Wacom DTH-2242 with SMART Notebook software | | | | | | | |
| | SMART Interactive Flat Panel | | | | | | | |
| Document Camera | Elmo TT-12iD Document Camera | | | | | | | |
| | Elmo P30HD Document Camera | | | | | | | |
| | Freedom Scientific ONYX Deskset HD 24-inch LCD | | | | | | | |
| | Qomo HiteVision QPC60 Document Camera | | | | | | | |
| Digital Projectors | Christie Digital HD20K-J (20000 lumens) | | | | | | | |
| | Christie Digital HD10K-M (10000 lumens) | | | | | | | |

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| | Christie Digital DHD600 (6000 lumens) | | | | | | | | |
| | PowerLite Pro G6750WUNL (6000 lumens) | | | | | | | | |
| | EPSON 1945W (4200 lumens) | | | | | | | | |
| Large Displays | Samsung series DM40D | | | | | | | | |
| | Samsung Series DM48D | | | | | | | | |
| | Samsung Series DM55D | | | | | | | | |
| | Samsung Series DM75D | | | | | | | | |
| | Samsung Series UD55D | | | | | | | | |
| | Sharp 90" LC-90LE657U | | | | | | | | |
| | NEC E554 – commercial use | E Series LED-backlit LCD flat panel display | | | | | | | |
| | NEC E585 – commercial use | 1080p (FullHD) Edge-lit | | | | | | | |
| DVD Player | Denon DN-500BD 1RU | Upscaling Ethernet | | | | | | | |
| Speaker Systems | Crestron Saros IC6T JBL Ceiling Loud Speaker W/ 70V Transformer | | | | | | | | |
| Microphone Systems | SHURE Wireless Microphone System | | | | | | | | |
| Audio (Telephony) | Polycom SoundStation2 | Rev E | | | | | | | |
| | Polycom SoundStation IP 6000 | Rev F | | | | | | | |

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| Extron | Extron WBP-109 Input plate | | | | | | | |
| Crestron | Touch Screen TST-902-BDL | | | | | | | |
| Crestron | Scaler DM-RMC-SCALER-C | | | | | | | |
| Crestron | Air Media AM-101 AM-200 AM-300 | | | | | | | |
| Crestron | Digital Media Presentation System DMPS3-4K-350-C DMPS3-4K-250-C | | | | | | | |
| Equipment Rack | Middle Atlantic RFR-2428CR | | | | | | | |
| Audio | BIAMP NEXIA CS | | | | | | | |
| Conference Camera | Vaddio ConferenceShot FX Vaddio RoboSHOT 20 | | | | | | | |
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