

# Encore BROADCAST SOLUTIONS, INC.

2104 WEST KENNEDY BLVD. · TAMPA, FLORIDA 33606-1535 · USA

[www.encorebroadcast.com](http://www.encorebroadcast.com)  
[dkeefe@encorebroadcast.com](mailto:dkeefe@encorebroadcast.com)

## ProForma Invoice Your P.O. # \_\_\_\_\_ August 19, 2016

Company: City of Clearwater  
Attention: Shawn Stafford  
Address: 100 S. Myrtle  
City / St. / Zip: Clearwater, FL 34616  
Phone: / Fax: 727-562-4686 / shawn.stafford@myclearwater.com

We are pleased to offer the following products in accordance with the terms and conditions specified below.

Payment: NET 30, CHECK PAYMENT  
Delivery: ETA 60 - 90 DAYS

FOB: DESTINATION  
Offer Valid: TODAY

A restocking fee of 20% will be assessed on all orders refused at dock or returned unused.

| Quan | Model Number          | Description                                                     | List Price   | 15 % Off                       |
|------|-----------------------|-----------------------------------------------------------------|--------------|--------------------------------|
|      |                       | Control Rm for Council Chambers                                 |              |                                |
| 1    | BROADCAST PIX GRANITE | 1 ME HD SWITCHER FRAME                                          | \$ 25,800.00 | \$ 21,930.00                   |
| 1    | BROADCAST PIX 2000    | CONTROL PANEL                                                   | \$ 12,995.00 | \$ 11,045.75                   |
| 1    | BROADCAST PIX 951     | I/O PANEL 22 IN – 12 OUT<br>TOTAL WITH FRAME                    | \$ 1600.00   | \$ 1360.00                     |
| 1    | PANASONIC TH50BF1     | 50" MULTIVIEWER<br>TOUCHSCREEN                                  | \$ 3999.00   | \$ 3399.15                     |
| 1    | PEERLESS SA752PU      | SMART MOUNT                                                     | \$ 449.00    | \$ 381.65                      |
| 1    | AJA FR2               | CARD FRAME                                                      | \$ 1290.00   | \$ 1096.50                     |
| 5    | AJA RD20DA            | 1 X 3 DISTRIBUTION CARD                                         | \$ 390.00    | \$ 331.50<br>X5<br>\$ 1657.50  |
| 1    | TVONE C22655          | SCAN CONVERTOR – HD-SDI<br>OUTPUT                               | \$ 2295.00   | \$ 1950.75                     |
| 1    | TVONE RM220           | RACK KIT                                                        | \$ 60.00     | \$ 51.00                       |
| 1    | CLEARONE 910-151-820  | TH20 TELEPHONE HYBRID<br>INTERFACE                              | \$ 1199.00   | \$ 1019.15                     |
| 4    | MARSHALL MLYNX702W    | DUAL RACKMOUNT MONITOR<br>WITH BUILT IN WAVEFORM<br>VECTORSCOPE | \$ 1229.00   | \$ 1044.65<br>X4<br>\$ 4178.60 |
| 1    | MARSHALL QVW17073G    | 17" RACKMOUNT QUAD<br>MONITOR, HD-SDI INPUT                     | \$ 4349.00   | \$ 3696.65                     |
| 1    | MARSHAL ARAM4         | ANALOG AUDIO MONITOR                                            | \$ 569.00    | \$ 483.65                      |
| 1    | HP W5X96UT#ABA        | SMALL FORM PC FOR<br>ENGINEERING STATION                        | \$ 1199.00   | \$ 1019.15                     |
| 1    | HP 24UH               | 24" LCD COMPUTER MONITOR                                        | \$ 249.00    | \$ 211.65                      |
| 1    | MAXTRON TG5128B       | MULTIFORMAT TEST<br>GENERATOR                                   | \$ 1149.00   | \$ 976.55                      |
|      |                       |                                                                 |              |                                |
|      |                       |                                                                 |              |                                |
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Ph: (813) 253-2774 · Fed ID: 59-3081792 · Fax: (813) 254-5907

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|   |                              |                                                         |              |                                  |
|---|------------------------------|---------------------------------------------------------|--------------|----------------------------------|
|   |                              |                                                         |              |                                  |
|   |                              |                                                         | Page 2       |                                  |
| 1 | AJA KIPRO RACK               | SOLID STATE RECORD DECK                                 | \$ 1995.00   | \$ 1695.75                       |
| 2 | AJA KISTORE500USB            | 500 GB SS DRIVE                                         | \$ 499.00    | \$ 424.15<br>X2<br>\$ 848.30     |
| 1 | JVC SRHD2700US               | BLU RAY RECORDER, HDD,<br>HD-SDI                        | \$ 3995.00   | \$ 3395.75                       |
| 1 | FEC RM1500                   | RACK KIT                                                | \$ 269.00    | \$ 228.65                        |
| 1 | EEG 1490<br>HARDWARE ONLY    | CLOSE CAPTIONING<br>ENCODER CARD FOR OPEN<br>GEAR FRAME | \$ 9597.00   | \$ 8157.00                       |
| 1 | EEG BASIC ANNUAL<br>SUPPORT  | 1 YEAR SUPPORT – ANNUAL                                 | \$ 960.00    | \$ 816.00                        |
| 3 | TRIPPLITE<br>SM3000RMXL2UTAA | TAA SMART PRO SINE WAVE<br>UPS 3KVA                     | \$ 1699.00   | \$ 1444.15<br>X3<br>\$ 4332.45   |
| 1 | CISCO SLM2024T-NA            | 24 PORT SMART SWITCH<br>10/100/1000 RM                  | \$ 399.00    | \$ 339.15                        |
| 1 | TELEX MS2002                 | DUAL CHANNEL INTERCOM<br>MASTER STATION                 | \$ 1337.00   | \$ 1136.45                       |
| 1 | TELEX RM-S                   | RACK KIT                                                | \$ 55.00     | \$ 46.75                         |
| 1 | TELEX MCP90-18               | 18" GOOSENECK MIC                                       | \$ 239.00    | \$ 203.15                        |
| 1 | TELEX BP2002                 | 2 CHANNEL WIRED BELTPACK                                | \$ 422.00    | \$ 358.70                        |
| 1 | TELEX PH88                   | SINGLE MUFF HEADSET                                     | \$ 198.00    | \$ 168.30                        |
| 3 | TELEX IFB1000                | LISTEN ONLY BELTPACK                                    | \$ 238.00    | \$ 202.30                        |
| 3 | TELEX CES-1                  | IFB EARPIECE                                            | \$ 83.60     | \$ 71.06                         |
| 3 | PANASONIC<br>AWHE130KPJ      | HD PTZ CAMERA, BLACK                                    | \$ 8900.00   | \$ 7565.00<br>X3<br>\$ 22,695.00 |
| 1 | PANASONIC<br>AKHRP200GJ      | REMOTE RCU PANEL                                        | \$ 2555.00   | \$ 2171.75                       |
| 1 | PANASONI IA60                | POWER SUPPLY                                            | \$ 389.00    | \$ 330.65                        |
| 1 | PANASONIC AWRP120            | PTZ CONTROL PANEL                                       | \$ 4995.00   | \$ 4245.75                       |
| 5 | PANASONIC<br>AGSVCPREM4Y     | PRO WARRANTY AGREEMENT                                  | \$ 695.00    | \$ 590.75<br>X5<br>\$ 2953.75    |
| 1 | NEWTEK TRICASTER<br>860      | INTEGRATE CUSTOMER<br>OWNED TC860                       | \$ INCL      | \$ INCL                          |
| 1 | COMPIX CYNERG2               | 2 CHANNEL HD CG                                         | \$ 24,995.00 | \$ 21,245.75                     |
| 2 | HP 24UH                      | 24" COMPUTER MONITOR                                    | \$ 249.00    | \$ 211.65<br>X2<br>\$ 423.30     |
| 1 | PANASONIC TH49LF8            | 49" HD LCD MULTIVIEWER<br>MONITOR                       | \$ 1699.00   | \$ 1444.15                       |
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|   |                    |                                                                       |            |                                |
| 1 | PEERLESS SA752PU   | SMART MOUNT                                                           | \$ 449.00  | \$ 381.65                      |
| 2 | AJA FS2            | 2 CHANNEL FRAME SYNC –<br>ENGINEERING, HEADEND                        | \$ 3995.00 | \$ 3395.75<br>X2<br>\$ 6791.50 |
| 4 | AJA HD10AMA        | HD/SD 4 CHANNEL AUDIO<br>EMBEDDER/ DISEMBEDDER                        | \$ 795.00  | \$ 675.75<br>X4<br>\$ 2703.00  |
| 1 | EXTRON DSCHD3GA    | HDMI TO 3 GHD-SDI SCALER<br>WITH AUDIO EMBEDDING                      | \$ 1790.00 | \$ 1521.50                     |
| 1 | EXTRON RSU129      | RACK KIT                                                              | \$ 130.00  | \$ 110.50                      |
| 1 | AJA FR2            | CARD FRAME                                                            | \$ 1290.00 | \$ 1096.50                     |
| 3 | AJA RD20DA         | 1 X 3 DISTRIBUTION CARD                                               | \$ 390.00  | \$ 331.50<br>X5<br>\$ 1657.50  |
| 1 | AJA KUMO 3232      | 32 X 32 HD-SDI ROUTER                                                 | \$ 3495.00 | \$ 2970.75                     |
| 1 | AJA KUMO CP        | CONTROL PANEL                                                         | \$ 595.00  | \$ 505.75                      |
| 2 | MARSHALL MLYNX702W | DUAL RACKMOUNT MONITOR<br>WITH BUILT IN WAVEFORM<br>VECTORSCOPE       | \$ 1229.00 | \$ 1044.65<br>X2<br>\$ 2089.30 |
| 2 | AJA HI5            | HD-SDI TO HDMI CONVERTOR                                              | \$ 345.00  | \$293.25<br>X2<br>\$ 586.50    |
| 1 | PANASONIC TH49LF8U | 49" HD LCD STUDIO PROGRAM<br>MONITOR                                  | \$ 1699.00 | \$ 1444.15                     |
| 1 | PEERLESS PLCM2UNL  | CEILING MOUNT ADAPTER<br>PLATE & MOUNT – REUSE 1.5"<br>PIPE INSTALLED | \$ 299.00  | \$ 254.15                      |
| 1 | AJA KIPRO RACK     | SOLID STATE RECORD DECK                                               | \$ 1995.00 | \$ 1695.75                     |
| 1 | AJA KISTORE500USB  | 500 GB SSD DRIVE                                                      | \$ 499.00  | \$ 424.15<br>X2<br>\$ 848.30   |
| 1 | JVC SRHD2700US     | BLU RAY RECORDER, HDD,<br>HD-SDI                                      | \$ 3995.00 | \$ 3395.75                     |
| 1 | FEC RM1500         | RACK KIT                                                              | \$ 269.00  | \$ 228.65                      |
| 1 | YAMAHA MGP32X      | 24 MIC LINE INPUT MIXER                                               | \$ 1999.00 | \$ 1699.15                     |
| 2 | MACKIE HR624MK2    | POWERED MONITOR<br>SPEAKER                                            | \$ 669.99  | \$ 569.49<br>X2<br>\$ 1138.98  |
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|     |                         |                                                                                                       | Page4      |                               |
|     |                         |                                                                                                       |            |                               |
| 1   | SHURE SM7B              | STUDIO VOCAL MICROPHONE                                                                               | \$ 466.00  | \$ 396.10                     |
| 1   | TIGHTROPE CAR330SVRBND5 | CAROUSEL 330 MEDIA APPLIANCE SERVER BUNDLE, UP TO 5 PLAYERS                                           | \$ 3625.00 | \$ 3081.25                    |
| 1   | TIGHTROPE CARSAGOLD330  | ANNUAL HARDWARE & SOFTWARE MAINTENANCE CONTRACT                                                       | \$ 200.00  | \$ 170.00                     |
| 1   | TIGHTROPE CAR330TVI     | VIDEO INPUT CARD                                                                                      | \$ 360.00  | \$ 306.00                     |
| 1   | TIGHTROPE CAR330TVO     | SD/HD-SDI OUTPUT CARD                                                                                 | \$ 1450.00 | \$ 1232.50                    |
| 2   | TIGHTROPE CAR260PLRBND  | WINDOWS 7 CAROUSEL PLAYER, 1 LICENSE                                                                  | \$ 1350.00 | \$ 1147.50                    |
| 6   | TIGHTROPE CARSVCPHOURLY | TELEPHONE TRAINING AND INSTALLATION ASSISTANCE SCHEDULED 2 WEEKS IN ADVANCE                           | \$ 150.00  | \$ 127.50<br>X6<br>\$ 765.00  |
| 1   | AJA HD10C2              | HD-SDI TO COMPONENT CONVERTOR                                                                         | \$ 595.00  | \$ 504.75                     |
| 1   | AJA HDCABLE5            | BREAKOUT CABLE                                                                                        | \$ 50.00   | \$ 42.50                      |
| 1   | CISCO SLM2024T-NA       | 24 PORT SMART SWITCH 10/100/1000 RM                                                                   | \$ 399.00  | \$ 339.15                     |
| 5   | BELDON 9491RED          | AUDIO CABLE - RED                                                                                     | \$ 289.00  | \$ 245.65<br>X5<br>1228.25    |
| 1   | BELDON 9491 BLACK       | AUDIO CABLE BLACK                                                                                     | \$ 289.00  | \$ 245.65                     |
| 6   | BELDON 1505ABLUE        | VIDEO CABLE BLUE                                                                                      | \$ 547.80  | \$ 465.63<br>X6<br>\$ 2793.78 |
| 2   | BELDON 1505GREEN        | VIDEO CABLE GREEN                                                                                     | \$ 547.80  | \$ 465.63<br>X2<br>\$ 931.26  |
| 1   | MISC ITEMS              | Installation items, labels, wire ties, adapter cables, cables Velcro, wire snakeskin, rack parts etc. | \$ 1500.00 | \$ 1275.00                    |
| 250 | CANARE BCP-B4F          | BNC CONNECTOR                                                                                         |            |                               |
| 40  | NEUTRIK XLR F           | FEMALE XLR                                                                                            | \$ 3.49    | \$ 2.966<br>X40<br>\$ 118.64  |
| 40  | NEUTRIK XLR M           | MALE XLR                                                                                              | \$ 3.49    | \$ 2.966<br>X40<br>\$ 118.64  |
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|     |              |                                                                                                                                                                                                                                                                                                                                                                                        | Page 5   |               |
|     |              |                                                                                                                                                                                                                                                                                                                                                                                        |          |               |
| 520 | INSTALLATION | Complete installation of all above items into 3 <sup>rd</sup> Floor Control rm. and 3 <sup>rd</sup> Floor Studio. Removal of all unused equipment and cabling. All wiring neatly run with ID labeling on both ends. Complete set of drawings will be provided after Install is completed. Reuse control rm furniture and racks. Some modifications / layout will be made to furniture. | \$ 95.00 | \$ 45,800.00  |
|     |              |                                                                                                                                                                                                                                                                                                                                                                                        |          |               |
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|     |              |                                                                                                                                                                                                                                                                                                                                                                                        | TOTAL    | \$ 223,511.80 |
|     |              | On HILLSBOROUGH COUNTY SCHOOLS BID # 14-115EST TV STUDIO EQUIPMENT                                                                                                                                                                                                                                                                                                                     |          |               |
|     |              |                                                                                                                                                                                                                                                                                                                                                                                        |          |               |
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I have read and accept, by my signature, the terms of this ProForma invoice which govern the sale of products or services to me or, if a corporation, by me as a duly authorized representative of said corporation. When sent by facsimile, I agree that my signature shall be conclusive evidence of the Buyer's acceptance of these terms. Price quoted does not include applicable sales tax, shipping charges, installation, or training charges, unless otherwise specified.

## ACCEPTED AND AGREED BY:

Print Name: \_\_\_\_\_ Date: \_\_\_\_\_

Signature: \_\_\_\_\_ Title: \_\_\_\_\_

Dennis M. Keefe \_\_\_\_\_ Encore Representative

Ph: (813) 253-2774 · Fed ID: 59-3081792 · Fax: (813) 254-5907