

Times Union Center

51 S Pearly Street Albany, NY 12207 Bob Belber 518-487-2007 717048-2 REV 0 21-Oct-2021 Valid for 60 Days FCA: Destination Payment Terms: TBD Subject to credit review

RE: Exterior Display - Sourcewell Contract #050819

Daktronics, Inc. ("Daktronics") appreciates the opportunity to provide a Quote to Times Union Center ("Purchaser").

Daktronics Provided Equipment and Services

One (1) Outdoor Daktronics LED Video Display

- Daktronics Model: DVX-2102-15HD-7000-C-HC-360x792
- Approximate Active Area: 18.00' high x 39.60' wide
- Pixel Pitch: 15HD
- Matrix: 360 pixels high x 792 pixels wide
- 3% on-site spare parts package (modules, power supplies)

Daktronics Integrated Control Solution includes the following:

- System Level Components
 - One (1) 16-port KVM system
 - Provides easy access to all components of system via a single user station
 - One (1) 14-port Gigabit Network Router
 - Rackmount ethernet device
 - Provides network-based interconnectivity of control system equipment
 - One (1) Daktronics Administration Server
 - Rack server grade hardware
 - Houses Venus Control Suite, Diagnostics Software, Data Server, and other applications for the control and maintenance of display systems
 - One (1) Venus License
 - Software for scheduled content playback, control, and diagnostics
 - One (1) Network Attached Storage Device
 - Rackmount industrial hard drive, 8TB
 - Supports up to 90 hours of 1080p (20 hours of 4K) of content storage
 - One (1) Daktronics Show Control User Station
 - User interface for easy command and control of the entire display system
 - Rack mounted
 - One (1) Show Control License
 - Software used for content playback, control, and diagnostics during live events
 - One (1) Control Systems Workstation





- Rack mounted monitor and keyboard drawer
- Provides service access to all of the components of the control system
- One (1) Hardware Cabinet
 - Control rack with hardware pre-installed and pre-wired
 - Side enclosed, 40u server rack with casters
- One (1) Uninterruptable Power Supply
 - Rack mounted UPS
 - Provides temporary power for control system in case of supply interruption
- Display Level Components
 - Two (2) Daktronics Media Players with one (1) 1080p display port output and one (1) 1080p SDI input
 - Rackmount content server
 - Distributes live video, pre-produced clips, and real-time data to display(s)
 - Two (2) Daktronics Display Interfaces:
 - Rackmount video processors and diagnostics converter (does not include a scaler)
 - Converts and transmits video to (and receives diagnostics from) the display

Daktronics on-site installation supervision.

One field engineer for field supervision and system commissioning.

Includes control system integration with the existing Daktronics control system that is currently in use at Times Union Center.

Daktronics Engineering Design, Documentation and Project Management Services

Two Years parts and on-site labor warranty

Webinar Based Operator Training

LIST PRICE: \$280,529.00 SALE PRICE: \$235,739.00

Shipping to Site

SALE PRICE: \$10,096.00

Physical Installation

Intended subcontractor is AJ Signs and Northeast Riggers See IR Checklist for scope of work

SALE PRICE: \$270,691.00





Electrical Installation

Intended subcontractor is McBain Electric See IR Checklist for scope of work

SALE PRICE: 25,025.00

TOTAL SALE PRICE (EXCLUDING TAXES) \$ 541,551

FIRST YEAR OF SERVICE:

One Year Standard Parts and Labor Warranty DD1425981 (http://www.daktronics.com/standardpartsandlabor) concurrent with One Year Warranty and Limitation of Liability

ADDITIONAL YEARS OF EXTENDED SERVICE: One

The parties agree that due to the volatile market for materials, including but not limited to steel, copper wire, electrical devices, and other related components, Daktronics reserves the right to adjust the contract price prior to execution of the Quote.

Unless otherwise provided on the attached Installation Responsibilities Checklist, the following are not included: permits, duties, taxes, foundations, structural beams, installation, identification panels, power, conduit, and electrical hookup to the equipment. Taxes: Buyer must provide a sales tax exemption certificate to claim exemption. Specifications subject to change; refer to shop drawings for exact dimensions prior to construction. This quote is subject to the following:

- SL-02375 Standard Terms and Conditions of Sale
 - o (http://www.daktronics.com/terms_conditions/SL-02375.pdf)
- SL-02374 Standard Warranty and Limitation of Liability
 - o (http://www.daktronics.com/terms_conditions/SL-02374.pdf)

Due to the dynamic COVID -19 situation, the freight pricing and proposed schedule for delivery and performance of services are subject to change.







Scott Willson Regional Sales 914-953-7455 Scott.Willson@Daktronics.com or Aaron

Aaron Shephard Project Manager 605-310-0207 Aaron.Shephard@Daktronics.com





INSTALLATION RESPONSIBILITIES CHECKLIST

Responsible Party		
Daktronics	Customer	Description
	✓	1. Provide payment and performance Bond.
	✓	2. Secure necessary construction permits.
	✓	3. Provide existing utility drawings.
✓		4. Removal of existing equipment.
✓		5. Removal of existing structure (excluding footings). Removal of existing structure, cladding and signage back to existing vertical beams to accomdate new structural modifications.
✓		6. Disposal of existing equipment.
✓		7. Disposal of existing structure (excluding footings).
✓		8. Generate and issue site specific electrical and signal drawing submittals for video equipment.
✓		9. Generate and issue site specific equipment shop drawing and attachment detail submittals for video equipment.
	✓	10. Provide approval of all engineering drawings, electrical drawings, shop drawings, equipment locations, color renderings, and ad copy layouts.
	✓	11. Customer is responsible to ensure the existing structure/building is adequate, including any necessary modifications, for the installation of the Equipment, including but not limited to (i) obtaining certified engineer drawings to the extent required by law and (ii) providing Daktronics, upon reasonable request, documentation relating to the existing structure and modifications necessary for Daktronics perform its work.
✓		12. Engineering design and certification for Equipment attachment design.
	✓	13. Unobstructed access to equipment and control room installation site until display is 100%.
	✓	14. Mark location of the new Equipment as delineated in the quote.
✓		15. Provide all landscape protection, track, sidewalk, path, site restoration, and/or sprinkler system repair work.
✓		16. Site clean-up after Daktronics work.
✓		17. Crating and shipping of all equipment to facility via common or independent carrier.
✓		18. Accept, lift, unload, and inspect all video equipment and control equipment from carrier.
✓		19. Provide storage of video equipment and control equipment in a safe, dry, and secure location until installation.
✓		20. Steel fabrication and install secondary support structure - excluding catwalk(s), ladder-way(s).
✓		21. Fabricate and install secondary structure.
✓		22. Prime and paint secondary structure
✓		23. Lift and mount Equipment listed in this quotation.
	✓	24. Provide and install all required floor and wall boxes as per provided system electrical and signal drawings – provide written verification that all deck/wall boxes are installed and all cable has been pulled prior to installers' arrival.





	✓	25. Provide primary power feed up to existing signage in the form of transformer and electrical disconnect with over current protection per all applicable electrical codes and regulations. Note: Maximum voltage of 120 volts line to neutral for all display systems.
✓		26. Provide secondary power conduits, distribution panel, power cable and power hook-up from the rear of existing signage to all Daktronics supplied load centers/termination panel at/within the Equipment.
	✓	27. Provide and install signal cable conduit, with pull string, from control location to each equipment location. Conduit to be located five (5) feet off grade on the structure, as delineated in the electrical and signal drawings.
✓		28. Provide and install signal cable conduit, with pull string, from five (5) feet off grade on structure to Equipment signal termination points, as delineated in the electrical and signal drawings.
✓		29. Mount and install fiber patch panel as required by electrical and signal drawings.
	✓	30. Communication responsibility (DSL line, Network, Static IP address and associated monthly fees) as necessary for this system. Supply static IP address five (5) days prior to installation.
✓		31. Furnish signal cable as delineated on the quote.
✓		32. Labor to pull all new signal cable (and remove existing cable, if required).
	✓	33. Interface cabling with audio system including conduit, cabling, and installation of cabling.
✓		34. Terminate signal cable at control location and video Equipment.
	*	35. Provide a climate controlled and secure control room for all control systems (on/off venue site). Control room is to be climate controlled by Customer. Normal operating temperature should be between 65 and 75 degrees Fahrenheit. Normal operating humidity should be less than 80 percent non-condensing. Storage temperature should be between 40 and 95 degrees Fahrenheit. Storage humidity should be less than 95 percent non-condensing.
	✓	36. Provide high speed internet connection to control room equipment.
	✓	37. Required power outlets on clean dedicated circuit(s) for all video and control equipment.
✓		38. Provide computer(s) for control software.
✓		39. Unpack, set-up, hook-up, and testing of control system.
✓	✓	40. Provide personnel for maintenance and operator training.
✓		41. Perform final systems testing and commissioning.
✓		42. Final acceptance, per DF-1252.
✓	✓	43. Walk-thru inspection at Substantial Completion and identification of punch list items
✓		44. Completion of punch list items.

This installation is priced at two weeks of labor with normal working hours. If this job goes over 2 weeks the day rate is \$17560 for personnel and equipment.

• Pricing assumes (1) mobilization and that crane and equipment can stay on site in location necessary over the weekend and nights.

Please note that we cannot be responsible for liquidated damages of elements that are out of our control – this includes but is not limited to:

- Weather conditions (ice storms, thunderstorms, hurricanes, tornadoes, snow (natural disasters)), pandemic related situations (shutdowns, working restriction mandates etc) material shortages/deliveries, and potential protests (several have occurred in Albany over the past two years which can impact working conditions).
- We cannot predict weather conditions that may impact the installation being delayed in which a day rate would need to be added (ie, snow or thunderstorm halfway through the installation process).



