

**MVP Arena**  
51 S Pearly Street  
Albany, NY 12207  
Bob Belber  
(518) 487-2007

731374-1 REV 1  
9-March-2022  
Valid for 60 Days  
FCA: Destination  
Payment Terms: TBD  
Subject to credit review

RE: MVP Arena – Centerhung & Ribbons - Sourcewell Contract #050819

Daktronics, Inc. ("Daktronics") appreciates the opportunity to provide a Quote to MVP Arena ("Purchaser").

## Equipment and Services

### CENTERHUNG

Centerhung Main Video - Four (4) Indoor Daktronics LED Video Displays

- Daktronics Model: DVN-3051-5.9MN-2000-BC-MA-504x840
- Approximate Active Area: 9.84' high x 16.40' wide
- Pixel Pitch: 5.9mm
- Matrix: 504 pixels high x 840 pixels wide

Top Ring - One (1) Indoor Daktronics LED Video Display

- Daktronics Model: DVN-3051-5.9MN-2000-BC-MA-168x3528
- Approximate Active Area: 3.28' high x 68.89' wide
- Pixel Pitch: 5.9mm
- Matrix: 168 pixels high x 3528 pixels wide

Bottom Ring - One (1) Indoor Daktronics LED Video Display

- Daktronics Model: DVN-3051-5.9MN-2000-BC-MA-168x3024
- Approximate Active Area: 3.28' high x 59.05' wide
- Pixel Pitch: 5.9mm
- Matrix: 168 pixels high x 3024 pixels wide

Corner Wedges - Four (4) Indoor Daktronics LED Video Displays

- Daktronics Model: DVN-3050-5.9MN-2000-BC-MA-504x110
- Approximate Active Area: 9.84' high x 2.15' wide
- Pixel Pitch: 5.9mm
- Matrix: 504 pixels high x 110 pixels wide

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 Sports Timing Interface Unit
  - Rackmount scoring and timing server
  - Makes data and timing information available across the control system network
- One (1) Data Broadcast Unit
  - Provides game-inprogress information to the TV truck location for broadcasting purposes
- One (1) Remote Power Control Unit; Four (4) Switches
  - Rackmount power switching console
  - On/Off power control of displays from control room
- 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
  - All-in-one HP Touchsmart system with keyboard and mouse
- One (1) Daktronics Show Control User Station
  - User interface for easy command and control of the entire display system
  - Rack mounted
- Two (2) Show Control Licenses
  - 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) Control Systems Workstation
  - Countertop user station with monitor that can be positioned up to 100 feet (30 meters) away from control rack
  - 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
  - Shared canvas configuration allowing content to span across the displays while allowing independent operation
  - Two (2) Daktronics Media Players with four (4) assignable 3G/1080p input/outputs
    - Rackmount content server
    - Distributes pre-produced content and real-time data to display(s)
    - Ingests live video
  - Two (2) Daktronics Display Interfaces (2-cards):
    - Rackmount video processor and diagnostics converter with built-in scaler
    - Converts and transmits video to (and receives diagnostics from) the display

#### RIBBONS

##### One (1) Indoor Daktronics LED Ribbon Display

- Daktronics Model: RTN-301-15MN-2000-SC-MA-56x17152
- Approximate Active Area: 2.87' high x 879.27' wide
- Pixel Pitch: 15mm
- Matrix: 56 pixels high x 17152 pixels wide

##### Display Level Components

- Shared canvas configuration allowing content to span across the displays while allowing independent operation
- Two (2) Daktronics Media Players, up to 720p Output
  - Rackmount content server
  - Distributes pre-produced content and real-time data to display(s)
- Four (4) 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

#### SCORER'S TABLES

##### Six (6) Daktronics Scorers Tables

- Daktronics Model: ST-3130-5.9MN-1400-BR-MA-126x504
- Approximate cabinet dimensions: 2.46' high x 9.84' wide
- Matrix size: 126x504
- Pixel Pitch: 5.9mm
- End Pad Logos
- Six (6) Protective Covers
- Possession Indicator

##### Fiber Cabling

##### Three (3) All-Sport Controllers

##### Fourteen (14) – TI-2031 – Locker Room Clocks

##### Three (3) – BB-2140 – Main Shot Clocks

##### Three (3) – BB-2141 – Aux Shot Clocks

##### Three (3) – LED Lightstrips

On-Site Installation Supervision & Commissioning  
Centerhung - Lower Canvas Shroud  
Project Management/Engineering & Certified Drawings  
3% Spare Parts  
Shipping to Site  
Two (2) Years Parts and Labor Service with 24-hour Response  
Creative Services Basic Content Package  
Three (3) Days Operator Training  
Two (2) Events – Technical Event Support

**List Price: \$2,229,206**

**Sale Price: \$2,025,914**

**Physical Installation**

Centerhung & Secondary Structure  
See IR Checklist for scope of work

**Estimated Physical Installation \$590,596**

**Electrical Installation**

See IR Checklist for scope of work

**Estimated Electrical Installation \$224,490**

**Total Project Certified as per Sourcewell Contract #050819 \$2,841,000**

**FIRST YEAR OF SERVICE:**

One Year Standard Parts and Labor Warranty with 24 Hour On-Site Response DD2964938  
([https://portal.daktronics.com/docs/sales/SupportDocuments/Daktronics Live Events One Year Parts and Labor Extended Service with 24-Hour Response.pdf](https://portal.daktronics.com/docs/sales/SupportDocuments/Daktronics%20Live%20Events%20One%20Year%20Parts%20and%20Labor%20Extended%20Service%20with%2024-Hour%20Response.pdf)) concurrent with One Year Warranty and Limitation of Liability

**ADDITIONAL YEARS OF EXTENDED SERVICE:** Extended Services shall commence upon expiration of first year of Service, subject to the Terms and Conditions of Extended Service SL-05662 ([http://www.daktronics.com/terms\\_conditions/SL-05662.pdf](http://www.daktronics.com/terms_conditions/SL-05662.pdf)).

Year 2 Enhanced Service with 24 Hour On-Site Response per DD2772729  
(<http://www.daktronics.com/enhanced24hour>)

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](#)
  - ([http://www.daktronics.com/terms\\_conditions/SL-02375.pdf](http://www.daktronics.com/terms_conditions/SL-02375.pdf))
- [SL-02374 Standard Warranty and Limitation of Liability](#)
  - ([http://www.daktronics.com/terms\\_conditions/SL-02374.pdf](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.



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## INSTALLATION RESPONSIBILITIES CHECKLIST

### ATTACHMENT A

#### Installation Responsibilities Checklist: Indoor

Responsible Party		Description
Daktronics	Customer	
	✓	1. Secure necessary construction permits.
✓		2. Removal of existing equipment.
✓		3. Removal of existing structure.
✓		4. Disposal of existing equipment.
✓		5. Disposal of existing structure.
✓		6. Generate and issue site specific electrical and signal drawing submittals for video equipment.
✓		7. Generate and issue site specific equipment shop drawing and attachment detail submittals for video equipment.
	✓	8. Provide approval of all engineering drawings, electrical drawings, shop drawings, equipment locations, color renderings, and ad copy layouts.
	✓	9. 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.
✓		10. Engineering certification for electrical design.
✓		11. Engineering design and certification for Equipment attachment design.
	✓	12. Unobstructed access to equipment and control room installation site until display is 100%.
	✓	13. Mark location of the new Equipment as delineated in the quote.
	✓	14. Provide camera-ready artwork for ad panels, and logos at time of order.
	✓	15. Provide all required floor protection.
✓		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. Assembly of centerhung suspended system (structure and displays).
✓		21. Steel fabrication and install support structure - excluding catwalk(s), ladder-way(s).
✓		22. Fabricate and install substructure.
✓		23. Prime and paint main support structure.
✓		24. Prime and paint substructure
✓		25. Lift and mount Equipment listed in this quotation.
	✓	26. 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.
	✓	27. Provide and install power drop, including flexible power cable, from power source at ceiling location to suspended displays in lowered position.

	✓	28. Provide primary power feed up to and including demarcation point 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.
✓		29. Provide secondary power conduits, distribution panel, power cable and power hook-up from the demarcation point to all Daktronics supplied load centers/termination panel at/within the Equipment.
✓		30. Mount and install fiber patch panel as required by electrical and signal drawings.
✓		31. Provide and install signal cable conduit, with pull string, from control location to all Equipment locations/signal termination points, as delineated in the electrical and signal drawings.
	✓	32. 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.
	✓	33. Provide all required building (wall/roof) penetrations for the installation of Daktronics provided wireless bridge and/or radio transmitter/receiver components. Mount Daktronics provided wireless bridge and/or radio transmitter/receiver components to the building in accordance with manufacturers recommendations.
✓		34. Furnish signal cable as delineated on the quote.
✓		35. Labor to pull all new signal cable (and remove existing cable, if required).
	✓	36. Interface cabling with audio system including conduit, cabling, and installation of cabling.
✓		37. Remote power control/switching (contactors and wiring).
✓		38. Terminate signal cable at control location and video Equipment.
	✓	39. 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.
	✓	40. Provide high speed internet connection to control room equipment.
	✓	41. Required power outlets on clean dedicated circuit(s) for all video and control equipment.
✓		42. Provide computer(s) for control software.
✓		43. Unpack, set-up, hook-up, and testing of control system.
	✓	44. Provide personnel for maintenance and operator training.
✓		45. Perform final systems testing and commissioning.
	✓	46. Final acceptance, per DF-1252.
✓	✓	47. Walk-thru inspection at Substantial Completion and identification of punch list items
✓		48. Completion of punch list items.

NOTE: All change order work performed by Daktronics or Daktronics subcontractor will be performed at cost plus 20% overhead and profit.