

TOWN OF ADDISON, TEXAS

RESOLUTION NO. _____

A RESOLUTION OF THE CITY COUNCIL OF THE TOWN OF ADDISON, TEXAS APPROVING THE AMENDMENT NO. 1 TO THE AGREEMENT BETWEEN THE TOWN OF ADDISON AND SWAGIT PRODUCTION, LLC FOR LIVE AND ON-DEMAND VIDEO STREAMING SERVICES AND EQUIPMENT IN AN AMOUNT NOT TO EXCEED \$199,867.65, AUTHORIZING THE CITY MANAGER TO EXECUTE THE CONTRACT, AND PROVIDING AN EFFECTIVE DATE.

BE IT RESOLVED BY THE CITY COUNCIL OF THE TOWN OF ADDISON, TEXAS:

Section 1. The Amendment No. 1 to the Agreement between the Town of Addison and Swagit Production, LLC for live and on-demand video streaming services and equipment in an amount not to exceed \$199,867.65, a copy of which is attached to this Resolution as **Exhibit A**, is hereby approved. The City Manager is hereby authorized to execute the agreement.

Section 2. This Resolution shall take effect from and after its date of adoption.

PASSED AND APPROVED by the City Council of the Town of Addison, Texas this the 11th day of October, 2016.

Todd Meier, Mayor

ATTEST:

By: _____
Laura Bell, City Secretary

APPROVED AS TO FORM:

By: _____
Brenda N. McDonald, City Attorney

EXHIBIT A

AMENDMENT NO. 1 TO THE AGREEMENT BETWEEN THE TOWN OF ADDISON, TEXAS AND SWAGIT PRODUCTIONS, LLC

This AMENDMENT NO. 1 to the Agreement between the Town of Addison, Texas and Swagit Productions, LLC (“Amendment No. 1”) is made and entered into between the Town of Addison, Texas (“Town”) and Swagit Productions, LLC (“Provider”) to be effective from and after October __, 2016 (“Effective Date”).

WHEREAS, the Town and Provider entered into an agreement for live and on-demand video streaming services and equipment on April 10, 2009 (“Agreement”); and

WHEREAS, the Town and Provider desire to amend the Agreement for the purpose of expanding the services and equipment provided; and

WHEREAS, the Town and Provider desire to amend the Agreement as hereinafter set forth.

NOW, THEREFORE, KNOW ALL PERSONS BY THESE PRESENTS:

That for and in consideration of the covenants contained herein, the mutual benefits to be obtained hereby and other good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the Town and Provider do mutually agree as follows:

1. **Amendment to Agreement, Section 1, Services to Be Performed by Provider.** The attached Exhibit “A” to this Amendment No. 1, incorporated herein for all purposes, outlining the additional services to be performed and equipment to be installed by Provider, shall be incorporated for all purposes into the existing Exhibit “A” of the Agreement as part of the “Scope of Services”.

2. **Amendment to Agreement, Section 2, Compensation of Provider.** To the extent Exhibit “A” to this Amendment No. 1 includes additional compensation under “Investment”, page 28, due to Provider based upon the additional services and equipment, then Section 2, Compensation of Provider, shall be amended. In no event shall the additional compensation exceed \$199,867.65.

3. **Counterparts.** This Amendment No. 1 may be executed in a number of identical counterparts. If so executed, each of such counterparts is deemed to be an original for all purposes. If so executed, each of such counterparts shall, collectively, constitute one Amendment No. 1. An electronic signature will also be deemed to constitute an original if properly executed.

4. **Defined Terms/Ratification of Agreement.** Any term not defined herein shall be deemed to have the same definition identified in the Agreement. Except as expressly amended herein, all of the terms, provisions, covenants, and conditions of the Agreement are hereby ratified and confirmed and shall continue in full force and effect.

EXHIBIT A

5. **Authority to Execute.** The individuals executing this Amendment No. 1 represent and warrant that they are empowered and duly authorized to execute this Amendment No. 1 on behalf of the parties they represent.

6. **Entire Agreement/Amendment No. 1.** The Agreement and this Amendment No. 1 embody the entire agreement between the parties regarding the subject matter hereof. There are no oral understandings or arrangements between the parties regarding the subject matter hereof.

7. **Venue.** This Amendment No. 1 shall be governed by and construed in accordance with the laws of the State of Texas and shall be performable in Dallas County, Texas.

8. **Assignment.** This Amendment No. 1 may not be assigned except as authorized by the Agreement.

IN WITNESS HEREOF, the parties have executed this Amendment No. 1 to the Agreement, as reflected by the signatures below.

TOWN OF ADDISON, TEXAS

SWAGIT PRODUCTIONS, LLC

Wesley S. Pierson, City Manager
Date: _____

Name: _____
Title: _____
Date: _____

EXHIBIT A

EXHIBIT A

Town of Addison, TX
EXPRESSION OF INTEREST

The image shows a promotional banner for Swagit. The banner has a red and black color scheme. On the left, there is a logo consisting of a red square with a white circle inside, flanked by two white parentheses. To the right of the logo, the word "swagit" is written in a bold, lowercase, sans-serif font. Below "swagit" is the tagline "always connected" in a smaller, lowercase, sans-serif font. The background of the banner features a stylized film strip on the right side, with a bright light source on the left creating a lens flare effect. Below the logo and tagline, there is a black horizontal bar with white text that reads "CREATE, HOST, AND DELIVER BROADCAST LIVE OR ON-DEMAND AUDIO/VIDEO CONTENT".

swagit
always connected

**CREATE, HOST, AND DELIVER BROADCAST
LIVE OR ON-DEMAND AUDIO/VIDEO CONTENT**

September 2016

EXHIBIT A

Swagit Productions, LLC
850 Central Pkwy E., Suite 100
Plano, TX 75074

September 22, 2016

ATTN: Hamid Khaleghipour
Director of Information Technology
Town of Addison, TX
Office: (972) 450-2868
hkhaleghipour@addisontx.gov

Mr. Khaleghipour,

Swagit Productions, LLC, would first like to thank you for your time and the opportunity to earn your business. In an overpriced, complicated and hands-on video industry, Swagit has created an affordable, simple and **hands-free** solution that offers the most current advancements in video streaming technology.

Swagit's primary goal is to bring governments an easy solution and provide improved transparency to your constituents without the additional workload. A company that first specialized in turnaround streams for television stations and newspapers, Swagit has grown significantly to a diverse client list that consists of a variety of government entities including: cities, counties, states, school districts, newspapers, television stations, etc.

Below is a list of some of the unique advantages of our EASE™ solution.

- Completely **hands-free** recording, uploading and archiving
- Indexing and time-stamping
- 24/7 Support and Customer Service
- An open API, which allows for seamless integration with any agenda management software
- No training needed
- Unlimited storage
- 98.99% uptime
- Latest software upgrades, no upgrade fees
- Captioning support and integration

Below is a list of some of the unique advantages of our Cosmos solution.

- Ability for internal staff to operate locally
- Optional complete **hands-free** operation
- No training needed on production outsourced to Swagit
- 2-4+ robotic cameras, available in SD or HD
- Detailed direct camera positioning (pan, tilt, zoom, focus, etc.)
- Pro Video Switcher that utilizes the 'wipe' function from the camera control GU
- 98.99% uptime
- Remote switching capabilities

Sincerely,

David Owusu
Director of Streaming Media
Swagit Productions, LLC
(P) 214.432.5905
david@swagit.com
www.swagit.com

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EXHIBIT A

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EXHIBIT A

EXECUTIVE SUMMARY / COMPANY HISTORY

Swagit Productions, LLC is a privately held company headquartered in Plano, Texas. Founded in 2003, Swagit is a progressive company that is pioneering the broadband multimedia communication service industry by providing clients a **hands-free** approach to always being connected to end-users' information needs. In combining Swagit's EASE™ and Cosmos™ solutions, clients are offered the most comprehensive **hands-free** experience possible.

Swagit specializes in providing streaming media solutions to cities, counties, states and school districts. Furthermore, Swagit is a complete video production entity: including services such as post-production, studio and recording booth sessions.

Swagit began with a mission to supply clients an affordable solution to stream their own content in an overpriced, complicated, hands-on video industry. What began as a company that specialized in turnaround streams for cities, counties, states and school districts, Swagit has grown significantly and provides an open API which allows for integrations with all Agenda/Document Management Solutions. This lets our clients choose the 'best of breed' Agenda Management Solution for their unique needs.



With Swagit's EASE™ streaming video solution, clients are able to stream their public content live and on-demand through the jurisdiction's website. HTML5 compatibility makes getting to the content even easier and more convenient as viewers are able to access all of the video content via their computer, smart phone or tablet. Archived meetings are indexed and broken up into clips per each agenda item for a greater end-user experience.

Cosmos™ is Swagit's broadcast solution comprised of two to four cameras and pro-video switching equipment that allows either Swagit engineers to control the cameras remotely or on-site camera control by government staff. It is the Cosmos™ solution combined with EASE™ that allows for clients to be able to outsource all of the production and video streaming/indexing to Swagit Productions, LLC for a completely end-to-end, **hands-free** solution.

The Swagit network stretches across North America guaranteeing that you and your constituents are always connected. Our network insures fast connect times from the closest point-of-presence (POP) to an end-user's location. In addition, Swagit's network is fully redundant giving clients the peace of mind of redundancy and keeping with the Swagit motto of "Always Connected."

POINTS OF DIFFERENCE

- Swagit's EASE™ solution is a completely **hands-free** and requires no staff time or resources
- Larger video with Swagit's solution (up to 70% larger) and FLASH video format, the most commonly viewed format on the web. Swagit also utilizes HTML5 for streaming to mobiles devices such as the iPhone and iPad.
- Swagit's open API allows integrations with any agenda management solution
- Swagit is the only government streaming provider that has developed its own content delivery network, ensuring quick and reliable connections for your constituents
- Unlimited storage for Specialty content
- Swagit's unique **hands-free** solution typically qualifies as a sole sourced solutions allowing for quick deployments
- **100% Client Retention**

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EASE™ – Extensible Automated Streaming Engine

The Extensible Automated Streaming Engine (EASE™) is a software framework comprised of foundation and extension modules that work together to automate many otherwise manually intensive tasks. This completely hands-off solution meets the current and future needs of your entity without creating any additional work for the city's clerks or webmasters.

- **Video Capture and Encoding**

EASE™ Encoder records content according to your broadcast schedule and transfer the recorded audio/video to the Swagit Content Network via a secure Virtual Private Network (VPN) connection, making it available for live and/or on-demand streaming.

- **Indexing and Cross Linking**

Using your published meeting agendas as a guide, Swagit's Managed Service Division (SMSD) indexes the meetings without any work from the city. SMSD will annotate your content by adding jump-to points with specific item headings, giving users the greatest flexibility to find the specific content they need. With these jump-to points, users can step through video by searching for or clicking specific items.

- **Agenda Management Integration**

If meeting packets or other related information is available online, SMSD will link them directly to the video player for easy access.

Swagit's EASE™ solution integrates with all Document/Agenda Management solutions.

- **Archiving**

Client audio/video can be stored securely on the Swagit Content Network indefinitely. Fault tolerance and high availability is assured through replication of audio/video content to multiple, geographically redundant, Storage Area Networks (SAN). Our standard packages include 80GB of storage, enough for approximately three full years of city council meetings.

- **Presentation**

By navigating through the video library, users can view a list of meetings chronologically and once in a selected meeting you can unleash the power of the jump-to markers to search for specific points within individual audio/video clips.

- **Delivery**

In order to deliver on-demand content to end users in a format that is native to their computer's operating system, Swagit can deliver content in all major streaming video formats: Flash, Windows Media, QuickTime and Real. Swagit is proud to support Flash as its default format, which has proven itself as the format of choice from such vendors as YouTube, Google Video, ABC and NBC/Universal.

Currently, Flash has a 99% ubiquity rate amongst all the platforms. Swagit can provide Windows Media format (70% ubiquity) however, using Windows Media format may exclude Apple users.*

EXHIBIT A

EASE™ – Extensible Automated Streaming Engine

Swagit also streams in HTML5 providing content to mobile devices such as the iPhone, iPad and other mobile devices.



■ Monitoring

Swagit is monitoring all aspects of the Swagit Content Network to ensure its health and availability. This monitoring extends to cover remote Swagit EASE™ Encoders deployed on client premises. In the rare event of trouble our engineers are promptly notified so that they may dispatch a swift response in accordance with our support procedures.

■ Statistics

Swagit collates log files from our streaming servers monthly and processes them with the industry recognized Google Analytics. Google Analytics generates reports ranging from high-level, executive overviews to in depth quality of service statistics. These reports help to highlight growth trends and identify popular content.

■ Support

Beyond our proactive monitoring and response, Swagit offers ongoing, 24/7 technical support for any issues our clients may encounter. While our choice of quality hardware vendors and a thorough pre-installation testing phase go a long way toward ensuring trouble free operation of our EASE™ Encoders, we do recognize that occasionally unforeseen issues arise. In the event that our engineers detect a fault, they will work to diagnose the issue. If necessary, next business day replacement of parts will be completed. Swagit offers continual software updates and feature enhancements to our services and products for the life of your managed services contract.

EXHIBIT A

EASE™ – Extensible Automated Streaming Engine

AT&T U-verse® Integration

Many Public Access, Educational and Government (PEG) channels now have the opportunity to reach a new group of broadcast subscribers via AT&T U-verse® TV service. To reach these subscribers, U-verse® requires a 480x480 pixel Windows Media VC-1 stream at 1.25Mbs. Our EASE™ encoder is not only capable of creating a live U-verse® compatible stream, but it can also simultaneously encode a video stream, of your choosing (i.e. Flash, Windows Media, QuickTime, Real, etc.), for Internet distribution.

AT&T U-verse® and Swagit Productions, LLC both have headquarters located within the Dallas, Texas area. This allows the two companies to work together seamlessly for the betterment of government transparency. The partnership combined with Swagit's 'hands-free' streaming solutions, helps increase accessibility of government programming. Additionally, adding another form of distribution for content using a single solution not only saves money, but also makes things easy.

The City of Allen was able to deploy their content to AT&T U-verse® TV by leveraging their existing partnership with Swagit. "We have been using Swagit for on-line video on-demand since 2004 and have been very happy not only with the integrity of the product, but also with the quality of customer service," said ACTV Executive Producer Mark Kaufmann. "With the recent addition of Live streaming services, the opportunity opened to connect to AT&T's U-verse® TV network. We knew it was the right decision as we are constantly trying to find creative, cost-effective ways to reach more viewers."



EXHIBIT A

PRICING – EASE™ HD Up-Front Costs

Swagit's EASE™ encoders offer broadcasters and other administrators the ability to stream live events to cable television providers (i.e. AT&T U-verse®), over the Internet through a high speed connection, or to mobile devices such as iPhones, iPads or Androids. Furthermore, the unit can record and archive all media for on-demand viewing as well.

Item Description	Type	Costs (Up-Front)
Premium Encoder- Hardware/Software/Provisioning (AT&T U-verse® Compatible) <ul style="list-style-type: none"> EASE™ "Premium" Encoding Unit includes software Installation, system burn-In, rack rails included Software Licenses (Flash Media, HTML5, Microsoft OS) Osprey Capture Card with Simulstream and DirectShow® API 	1UServer	
EASE™ HD/SDI Remote Video Indexing Kit (Includes Scheduler)	Software	
Branded Video Library, Media Player	Setup	Current Client
Remote Network Installation (Typically 3 hours)	Setup	
Total Upfront Cost		
Premium - Hardware/Software/Provisioning (AT&T U-verse® Compatible) + Osprey		\$ 7,985.00

* Price and hardware model are subject to change after 60 days without prior notice.



EXHIBIT A

PRICING – EASE™ SD Up-Front Costs

Swagit's EASE™ encoders offer broadcasters and other administrators the ability to stream live events to cable television providers (i.e. AT&T U-verse®), over the Internet through a high speed connection, or to mobile devices such as iPhones, iPads or Androids. Furthermore, the unit can record and archive all media for on-demand viewing as well.

Item Description	Type	Costs (Up-Front)
Standard Encoder- Hardware/Software/Provisioning (AT&T U-verse® Compatible)	1UServer	
<ul style="list-style-type: none"> EASE™ "Standard" Encoding Unit includes software Installation, system burn-In, rack rails included Software Licenses (Flash Media, HTML5, Microsoft OS) Osprey Capture Card with Simulstream and DirectShow® API 		
EASE™ SD Remote Video Indexing Kit (Includes Scheduler)	Software	
Branded Video Library, Media Player	Setup	Current Client
Remote Network Installation (Typically 3 hours)	Setup	

Total Upfront Cost	
Standard - Hardware/Software/Provisioning	\$ 5,140.00
Total for Two (2) Separate Locations	\$ 10,280.00

* Price and hardware model are subject to change after 60 days without prior notice.



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COSMOS™ HD – Broadcast System

Built upon years of industry experience, Cosmos™ is a complete package of cameras and pro video-switching equipment that enables any client to fully outsource the production and operation of a multiple camera broadcast system to Swagit.

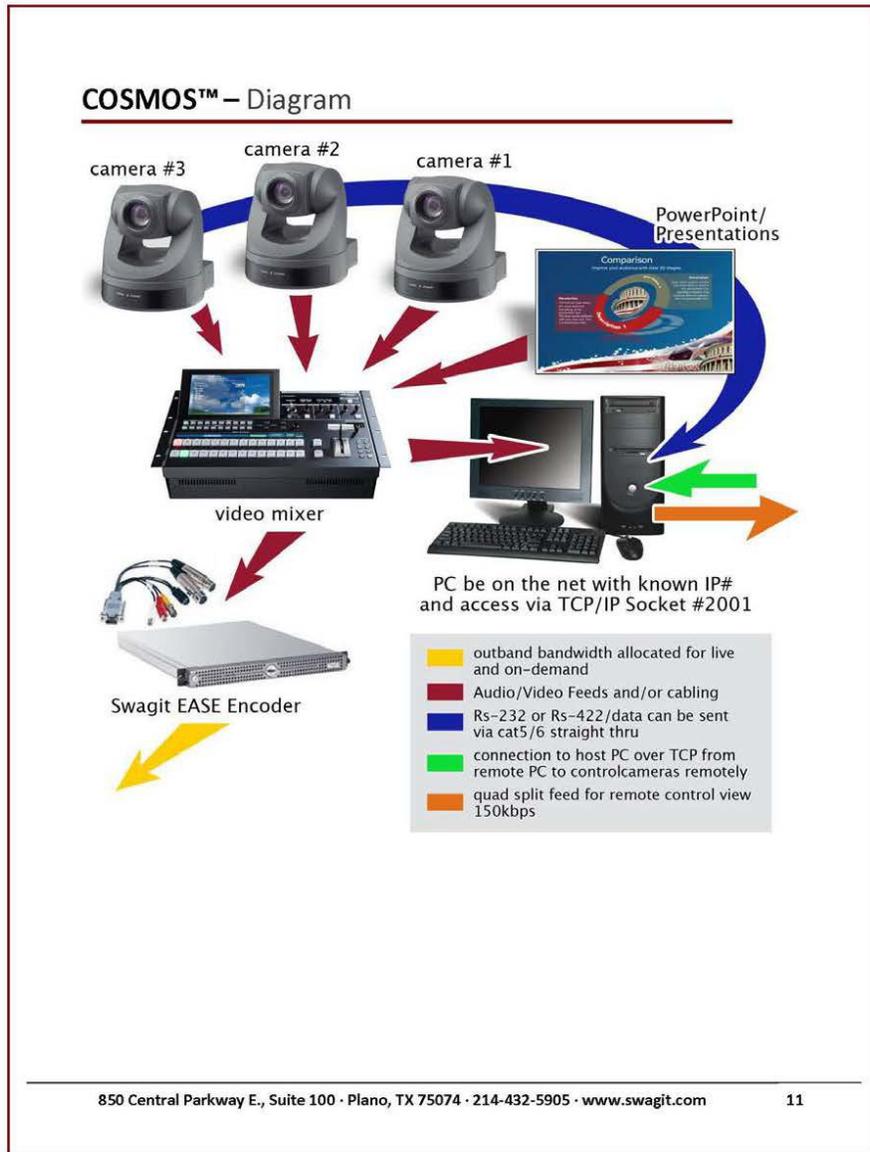
During the meetings or events, Swagit personnel will operate the Cosmos™ system remotely from their facility in Plano, Texas. The Cosmos™ system enables Swagit to control and switch from camera to camera depending on events taking place. When bundled with Swagit EASE™, Cosmos™ can offer a full end-to-end “hands-free” solution that requires no client staff involvement for the operation, broadcast and streaming of an event or meeting content.



Cosmos™ enables detailed direct camera positioning (pan, tilt, zoom, focus, and more), preset-positions, and video settings (white balance, backlight, brightness) for the robotic cameras. Additionally, Cosmos™ communicates with the switcher to allow direct operation of the ‘wipe’ function from the camera control GUI. With this powerful package you or Swagit can control all your cameras individually and switch video sources on a video switcher locally or remotely. Cosmos™ is an invaluable integration of camera-control with switcher operations for use with live production setups like city chambers, churches, meeting rooms, and more.

Cosmos™ includes 2-4+ robotic (computer-controllable pan/tilt/zoom) cameras and you can choose from two main types: either single-chip (Sony EVI-D70) or 3-chip (Sony BRC-300) depending on your needs and budget. These popular Sony robotic cameras have excellent video quality and performance. The EVI-D70 and BRC-300 has the ability for panning through wide angles of motion, tilting through large ranges with superb optical zoom, and dual video output of Y/C and composite. They also support both RS232 and RS422 (long distance over 1000 meters) control signals. In addition the EVI-D70 cameras can be mounted either ‘up’ or ‘hanging upside down’ for your convenience (they have built-in reversal of the picture and left/right/up/down motion controls).

EXHIBIT A



COSMOS™ – Case Studies

Cosmos™ Case Study 1: Addison, Texas

Addison's unique solution for a challenging problem was Cosmos™. Addison faced three key problems; 1) the town did not have the staff resources to operate broadcasting and streaming equipment, 2) the town doesn't have a PEG or any other broadcasting station, and 3) the town wanted a complete hands-free end-to-end solution for displaying town meetings online.

Swagit's solution for the town provides complete hands-free remote operation of a multiple camera broadcast system, including a video switcher and audio mixer. In addition to the remote broadcast system (Cosmos™) and with the inclusion of Swagit's Extensible Automated Streaming Engine (EASE™), Swagit is able to control, broadcast and stream town meetings without the need for any Addison staff. It is all done from Swagit's headquarters in Plano, Texas.

Addison citizens expect the best and latest technology on their town's website. Adding the on-demand feature will improve citizens' accessibility to videos of town council and planning commission meetings and improve access to agenda information for these public meetings.

Cosmos™ Case Study 2: Richardson, Texas

The City of Richardson began live broadcasting of City Council meetings and work sessions as part of a wide-ranging transparency in government initiative that is included in the City Council's 2009-2011 Statement of Goals. The live broadcast is available to Time Warner Cable subscribers on channel 16 and streamed on the City's Web site, www.cor.net.

The City contracted with Swagit Productions, LLC as the video streaming service provider according to Richardson's Chief Information Officer Steve Graves. "We have installed two wall-mounted cameras in the City Council Chamber and the work session room," Graves said. "During the meetings, Swagit personnel will operate them remotely from their facility and can zoom in and switch from camera to camera depending on who is speaking. The broadcast signal goes through a switch that sends it to Swagit and also to our cable television channel."

Graves explained that the live Web cast is routed through a City computer server and is recorded as it is being sent to Swagit. "If for some reason the live Internet connection is lost, we have a saved copy that can be posted on our site," he said.

Testimonial from City of Richardson, TX: (<http://richardson.tx.swagit.com/play/09222009-48/0/>)

As a work session or Council meeting is streaming live on the Web, Swagit employees tag each agenda item. At the conclusion of the meeting, they create an index on the City's Web site and visitors can choose to view individual agenda items rather than watch the entire video. Council and work session meetings will be archived on the site for up to two years. The City's cable channel 16 will replay taped broadcasts.

Cameras can be controlled locally by the client or remotely by Swagit's staff.

View how everything comes together: [Richardson Streaming Solution](#)

EXHIBIT A

PRICING – Cosmos™ HD Up-Front Costs (Chambers)

QTY	Item Description	Costs
3	Sony EVI-H100S HD PTZ Camera (full 1080/20 HD resolution with a 1/8-type Exmor CMOS sensor) *	
3	Wall Camera Mounts	
4	Sony- EVI DS-Cable- to daisy chain cameras	
1	Video + Audio extender via CAT5	
1	OptiPlex CamControl – 4GB, NON-ECC, 1600MHZ DDR3, i5	
1	Sony MCS-8M – Multi-format switcher with a built-in audio mixer and frame synchronizer	
1	VP-445 HD-SDI DA	
1	Mini Converter Audio to SDI	
1	Mini Converter to SDI Distribution	
2	Osprey 820e	
1	Cosmos HD-SDI Software	
1	APC UPS Remote Power Switch and Management (including: APC Battery Backup)	
2	HD Baluns	
1	Kramer VS-211HDXL Converters	
1	All Cable, connectors and hardware necessary for installation	
1	Labor required to install, hook-up and provisioning	
1	Lower Thirds Title Generator	
1	Trade in Credit for Cosmos SD	- \$ 9,410.17
Total Costs for System and Installation ** (Travel Included):		\$ 32,949.83

* Different camera types are available with different horizontal resolution – D90, BRC-300, and H100S, Z700

** There may be additional installation costs incurred based on the building/fire code for the jurisdiction, any unknown cabling requirements or impediments to the installation such as fire walls, lack of a drop ceiling, conduit requirements, etc., along with other accessibility issues. For final installation costs we would need to engage in further discussions, receive a detailed site plan of rooms involved along with pictures or possibly conduct a physical site visit.

Cameras can be controlled locally by the client or remotely by Swagit's staff.

View how everything comes together: [Richardson Streaming Solution](#)

EXHIBIT A

PRICING – Cosmos™ SD Up-Front Costs (Conference Center)

QTY	Item Description	Costs
3	Sony- EVI-D90- high quality CCD *	
3	Sony- WM-30B- Wall Mount for Sony EVI-D90	
4	Sony- EVI DS-Cable- to daisy chain cameras	
1	Dell Optiplex with Windows 7	
1	Video + Audio extender via CAT5	
1	Datavideo SE-600 NTSC Video Switcher with Monitor and SDI/Firewire card	
2	Osprey 260e Without Simulstream	
1	Cosmos™ 5.4 software	
1	APC UPS Remote Power Switch and Management including APC Battery Backup	
1	Touch Control Monitor	
1	All Cable, Connectors and Hardware necessary for installation	
1	Labor required to install, hook-up and provisioning	
1	Lower Thirds Title Generator	
Total Costs for Camera System and Installation ** (Travel Included):		\$ 22,860.00

* Different camera types are available with different horizontal resolution – D80, D90, BRC-300, and H100S

** There may be additional installation costs incurred based on the building/fire code for the jurisdiction, any unknown cabling requirements or impediments to the installation such as fire walls, lack of a drop ceiling, conduit requirements, etc., along with other accessibility issues. For final installation costs we would need to engage in further discussions, receive a detailed site plan of rooms involved along with pictures or possibly conduct a physical site visit.

Cameras can be controlled locally by the client or remotely by Swagit's staff.

View how everything comes together: [Richardson Streaming Solution](#)

EXHIBIT A

PRICING – Cosmos™ SD Up-Front Costs (Tree House)

QTY	Item Description	Costs
2	Sony- EVI-D90- high quality CCD * (use existing cams in chambers)	comped
2	Sony- WM-30B- Wall Mount for Sony EVI-D90	
3	Sony- EVI DS-Cable- to daisy chain cameras	
1	Dell Optiplex with Windows 7	
1	Video + Audio extender via CAT5	
1	Datavideo SE-600 NTSC Video Switcher with Monitor and SDI/Firewire card (use existing switcher in chambers)	comped
2	Osprey 260e Without Simulstream	
1	Cosmos™ 5.4 software	comped
1	APC UPS Remote Power Switch and Management including APC Battery Backup	
1	Touch Control Monitor	
1	All Cable, Connectors and Hardware necessary for installation	
1	Labor required to install, hook-up and provisioning	
1	Lower Thirds Title Generator	comped
1	*After site survey on 3/22/16, the project will include running separate power cables to each camera, using Cat6 for daisy chain runs, fitting Cosmos HD equipment into a 4 post case, and adding a wall plate which can connect to the existing projector. **All Cables will have to be run through the exposed beams and secured to the beams.	\$ 7,218.00
Total Costs for System and Installation ** (Travel Included): NO WARRANTY AVAIL.		\$ 14,278.00

* Different camera types are available with different horizontal resolution – D90, BRC-300, and H100S, 2700
 ** There may be additional installation costs incurred based on the building/fire code for the jurisdiction, any unknown cabling requirements or impediments to the installation such as fire walls, lack of a drop ceiling, conduit requirements, etc., along with other accessibility issues. For final installation costs we would need to engage in further discussions, receive a detailed site plan of rooms involved along with pictures or possibly conduct a physical site visit.

Cameras can be controlled locally by the client or remotely by Swagit's staff.
 View how everything comes together: [Richardson Streaming Solution](#)

EXHIBIT A

PRICING – HD Camera Setup (Workshop)

QTY	Item Description	Costs
2	Sony EVI-H100S HD PTZ Camera (full 1080/20 HD resolution with a 1/8-type Exmor CMOS sensor) *	
2	Wall Camera Mounts	
3	Sony- EVI DS-Cable- to daisy chain cameras	
1	Video + Audio extender via CAT5	
1	HD Baluns	
1	Kramer Converters	
1	All Cable, connectors and hardware necessary for installation	
1	Labor required to install, hook-up and provisioning	
Total Costs for Camera Setup <u>and</u> Installation **		\$ 15,572.00

* Different camera types are available with different horizontal resolution – D90, BRC-300, and H100S, Z700

** There may be additional installation costs incurred based on the building/fire code for the jurisdiction, any unknown cabling requirements or impediments to the installation such as fire walls, lack of a drop ceiling, conduit requirements, etc., along with other accessibility issues. For final installation costs we would need to engage in further discussions, receive a detailed site plan of rooms involved along with pictures or possibly conduct a physical site visit.

Cameras can be controlled locally by the client or remotely by Swagit's staff.

View how everything comes together: [Richardson Streaming Solution](#)

EXHIBIT A

Playout System

Swagit's Playout System uses the Brightsign software application to help create and publish presentations to a media player. The content can be fully automated and may utilize undertone audio, live video, RSS, MRSS, and Twitter feeds.

Item Description	Type	Costs (Up-Front)
Swagit Playback Device – HD/SD Management	Mini-Mobile	\$ 5,995.00
System Configured For: <ul style="list-style-type: none"> • Images/Slides • Videos • Audio • HTML5 Pages • Text • Date and Time • RSS, MRSS, and Twitter Feeds • Content Hosted on FTP Server 		
HD/SD Conversion Kit		\$ 580.00
Webinar Training Workshop		Included
Annual Software Support and Maintenance		\$ 695.00
		Total Costs (Up-Front)
Total with Implementation and training		\$ 6,575.00



EXHIBIT A

Audio – A/V Installation for Tree House and Chambers

Small Event Room

Key components:

- Shure MX-395 in-ceiling button microphones
- Mic mixer with output to Swagit system



Council Chambers

Key components:

- TOA TS-800 Wireless discussion system for 9+1 – 10 total units
- System receivers / infrastructure hard wired. Discussion units wireless
- In-ceiling Bose speakers / Bose amplifier for whole-room audio
- DBX Zonepro audio mixer & volume controls for all inputs and room volume
- In-wall connections for aux (RCA / 1/8") input and microphones on both sides of room
- All audio from all inputs routes to Swagit

Video information on TOA TS-800 <https://www.youtube.com/watch?v=9jxD9eVfg3M>



EXHIBIT A



Easy Cable-Free Installation

TS-800 series

System Benefits

- Flexible and easy configuration in different rooms and with varied participant numbers.
- No worries about radio interference, eavesdropping, or information leakage thanks to IR communication method.
- Suitable for either permanent or temporary installation.
- System can be controlled by external equipment via FS-232C.
- Individual control of units possible by assigning unit addresses.
- Exceptional sound quality.
- Connect a recording device for high-quality audio recording of conferences.
- Stable and stylish hardware design.
- When speaker is on, chairman/delegate unit mic is turned off automatically to avoid feedback, and vice versa.

System Example

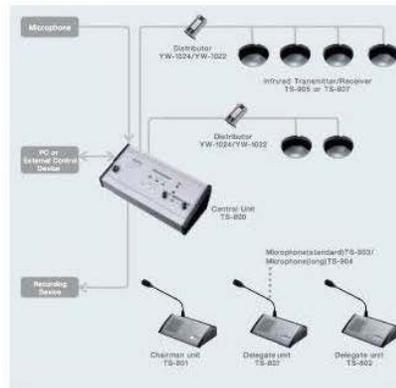


EXHIBIT A

Council Chambers AV Upgrade

Key components:

- Video projection for both sides of room
- Video on one side is restricted to that side. System is not mirrored in this design
- On-ceiling 128" electric screen – 16:10 aspect ratio
- Controls for projector / screen
- Ceiling mounting system for projectors
- In-wall auto-switching HDMI / VGA inputs
- Audio from HDMI / VGA routed to room and Swagit



Alternates:

These are recommended upgrades. The listening system will help with access for the hearing impaired. The projector upgrade will add very bright, high resolution projection to the room. The existing projector has much lower resolution and brightness.

Council Chambers

Key components:

- [LISTEN assisted listening system](#) for the hearing impaired – 4 people
- [Vivitek Projector DU-978](#)– 5000 lumen, WUXGA 1920 X 1200 resolution – vast improvement over WXGA currently used.



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EXHIBIT A

Cost Detail

Project Detail	Qty	Unit \$	Total \$		
Small Event Room					
Shure MX395 in-ceiling boundary microphone	4	\$278.00	\$712.00		
Microphone Mixer RDL RU-MX4-4	1	\$515.00	\$515.00		
Microphone Mixer Power Adapter PS-24AS	1	\$45.00	\$45.00		
XLR Patch cables, plenum / neutrik	5	\$70.00	\$350.00		
				Parts	\$2,022.00
				Labor	\$1,050.00
				Shipping	\$107.42
				Total	\$3,179.42
Council Chambers - Discussion System					
System controller TOA-TS-800 UL	1	\$1,809.00	\$1,809.00		
Infrared chairperson station TOA-TS-801 Y	1	\$709.00	\$709.00		
Infrared delegate station TOA-TS-802 Y	9	\$654.00	\$5,886.00		
Infrared transceiver TOA-TS-905	2	\$849.00	\$1,698.00		
Battery charger (up to 8) TOA-BC-900 UL	1	\$1,598.00	\$1,598.00		
Battery stations TOA-BP-900 UL	12	\$192.00	\$2,304.00		
Standard gooseneck microphone	10	\$164.00	\$1,640.00		
Antenna distributor (2-way) TOA-YW-1022 Y	1	\$159.00	\$159.00		
16 channel UHF wireless mic system TOA-WS-5265 F01	1	\$565.00	\$565.00		
FreeSpace DS 16F white BOSE-43054	8	\$149.00	\$1,192.00		
Tile bridge BOSE-29830	8	\$18.00	\$144.00		
FreeSpace ZA 190-HZ zone amplifier 120V NA	1	\$499.00	\$499.00		
DBX 1261m Mixer / DSP	1	\$929.00	\$929.00		
DBX Volume Knob	8	\$85.00	\$680.00		
Consumables, small parts, cables, mounting hardware	1	\$450.00	\$450.00		
Power supply / in-cabinet parts	1	\$130.00	\$130.00		
In-wall XLR inputs for microphones, mic stands, cables	1	\$262.00	\$262.00		
Balanced to unbalanced receiver TX-A2D	1	\$345.00	\$345.00		
In-wall input for aux (iphone / etc) D-C1j3	2	\$95.00	\$190.00		
Open on-wall equipment rack	1	\$295.00	\$295.00		
				Parts	\$21,484.00
				Labor	\$5,950.00
				Shipping	\$1,646.40
				Total	\$29,080.40

EXHIBIT A

In-Room AV Upgrade					
On-Ceiling Electric Projection Screen 128" 16:10	2	\$649.00	\$1,298.00		
Pole mount / Pole / Projector mount	2	\$375.00	\$750.00		
HDMI / VGA Wall Plate & transmitter	2	\$895.00	\$1,790.00		
HDMI Receiver with audio de-embedding	2	\$495.00	\$990.00		
In-wall controller - Extron	2	\$475.00	\$950.00		
In-ceiling equipment box 2x2 GB-AVSTOR3	1	\$395.00	\$395.00		
Cables / wires / consumables / small parts	1	\$700.00	\$700.00		
				Parts	\$6,873.00
				Labor	\$4,375.00
				Shipping	\$692.76
				Total	\$11,940.76
2 Additional breakout rooms					
Shure MX395 in-ceiling boundary microphone	4	\$278.00	\$1,112.00		
Microphone Mixer RDL RU-MX4-4	2	\$515.00	\$1,030.00		
FreeSpace DS 16F white BOSE-43054	4	\$149.00	\$596.00		
Tile bridge BOSE-29830	4	\$18.00	\$72.00		
Microphone Mixer Power Adapter PS-24AS	2	\$45.00	\$90.00		
FreeSpace ZA 190-HZ zone amplifier 120V NA	2	\$499.00	\$998.00		
XLR Patch cables, plenum / neutrik	5	\$70.00	\$350.00		
				Parts	\$4,248.00
				Labor	\$2,350.00
				Shipping	\$340.24
				Total	\$6,938.24
Design	1.0	Included	Included		
Project management, Coordination	1.0	\$480.00	\$480.00		
Travel	1.0	\$1,260.00	\$1,260.00		
Job Total			\$51,138.82		

Alternate Add Pricing

Council Chambers - Discussion System					
IDSP prime level02 SRF system LISTEN-LS-54-072 (Assisted Listening)	1	\$1,850.00	\$1,850.00		
				Parts	\$1,850.00
				Labor	\$650.00
				Shipping	\$177.88
				Total	\$2,677.88
In-Room AV Upgrade					
Projector - Vivitek WUXGA Vivitek DU978	2	\$2,399.00	\$4,798.00		
				Parts	\$4,798.00
				Labor	\$400.00
				Shipping	\$459.84
				Total	\$5,657.84

EXHIBIT A

Multi-location Broadcast – Network Gear

QTY	Item Description	Total Costs
2	Visionary H.264 (MPEG-4) HDMI & HD-SDI Encoder Blade	\$ 11,988.00
2	Visionary 1080i Add-on Module for AVN442/AVN441/AVN443	\$ 8,600.00
3	Visionary Media Processing Platform 2 Blade Chassis - MPP200	\$ 1,190.00
2	Rackmount Kit	\$ 498.00
2	PackeTV STB H140	\$ 1,350.00
1	Matrix Switch MSC-HD41L 3G/HD/SD-SDI 4x1 Mini Routing Switcher	\$ 788.00
1	AJA FS2 - 3G-SDI/HD-SDI/SDI frame synchronizer and converter	\$ 4,985.00
2	HD Baluns	\$ 1,438.00
2	Kramer VS-211HDXL Converters	\$ 2,392.00
1	All Cable, connectors and hardware necessary for installation	\$ 650.00
1	Labor required to install, hook-up and provisioning	\$ 4,350.00
Total Costs for Hardware, Setup and Installation *		\$ 38,229.00

* There may be additional installation costs incurred based on the building/fire code for the jurisdiction, any unknown cabling requirements or impediments to the installation such as fire walls, lack of a drop ceiling, conduit requirements, etc., along with other accessibility issues. For final installation costs we would need to engage in further discussions, receive a detailed site plan of rooms involved along with pictures or possibly conduct a physical site visit.

Cameras can be controlled locally by the client or remotely by Swagit's staff.

View how everything comes together: [Richardson Streaming Solution](#)

VoteLynx XLG – Electronic Voting (optional)

VoteLynx is the most powerful end to end solution for managing public meetings in city council chambers, legislatures and boardrooms. It features extensive document management, live video stream management and flexible meeting configurations. VoteLynx easily accommodates user configurable rules, agendas, motion management, and post meeting actions specific to the meeting body workflow. All meeting agendas, actions and minutes are automatically saved in SQL Server and compiled in to Microsoft Word templates and exported in selectable data formats.

- Document Workflow
- Agenda Management
- Electronic Roll Call Voting
- Request to Speak w/ Audio Control
- Audio-Visual Control
- Video Streaming
- Minutes Publication
- Meeting Archive

Functionality

- Enhanced agenda management and meeting management workflows
- SQL based enterprise wide data management
- Publish minutes to Word and web applications
- Integrated Audio Visual Control System
- Request-to-Speak, Discussion Modes with control of microphones
- Optional Document Management System integration
- Video streaming with automated book marking and Index points & remote camera control



Request to Speak Control

Next to the items under consideration, audio is the most important meeting element as the participants and audience must clearly hear the deliberations. The VoteLynx Request to Speak system assists a chairperson to conducting orderly meetings. As speakers' names are placed in queue, their names appear on the chair's touch screen. Each speaker will be called in turn as indicated by the touch screen.

- One touch selection of request to speak or discussion modes.
- Single or multiple microphones active at any time.
- Selectable microphone overrides, configurable microphone startup modes.
- Support mix-minus for perfect hearing without feedback.
- High performance gain averaging for even, pristine sound.
- Multiple audio output channels to feed speakers, broadcast, streaming and recording.
- Any number of microphone inputs and audio output channels.



EXHIBIT A

Vote Panels

VoteLynx XLG vote panels are available in either LCD MiniTouch or Graphic User Station configurations. The panels feature Yes, No, Abstain, Make Motion, Second Motion and Request to Speak (RTS)/Mic buttons. RTS/MIC button operates in both discussion and request to speak modes as selected on the VoteLynx system. All panels styles support variations of Yes/No labels, including Yea/Nay.



MiniTouch panels feature a bright colorful LCD touch screen with prompts to aid members during the meeting. LCD MiniTouch vote panels contain an audio annunciator to provide audio beeps when the touch buttons are pressed.

Video Display Unit

The Video Display Unit shows meeting information to the public within the meeting room or to broadcast and streaming video systems. Real time viewable information includes:

- Agenda items
- Member Motions
- Individual Member Votes
- Voting Totals
- Presentation Timer Count
- Real Time Clock
- Logo
- User definable background graphic
- Options for announcements and emergency notification



The VDU-150 outputs a both HDMI digital video up to 1920x1200 pixels, and analog video up to 1600x1200 pixels on a DB15HD connector. Video from the Video Display Unit can be sent to large screen displays and/or video distribution systems for presentation or broadcast.

Presentation Timer Displays

LCD timer display show active timer count from the VoteLynx software or the VoteLynx Controllers. The timer displays give presenters a visual status of how much time they have to speak during the meeting. The timer count also follows the timer count displayed on the VDU series Video Display Units.

The VoteLynx timer displays show the VoteLynx Up/Down presentation timer minutes & seconds count to presenters and audience in the meeting room. Large red, yellow, and green indicators show start, stop and wrap-up cues. Time and indicators are displayed on a vibrant 2.6" LCD display. A selectable audio annunciator is also included to provide a beep tone to indicate end of timer count.

Model TDM-150F is a flush mount unit designed for podium or in-desk mounting and fits into most single gang electrical cutouts. The TDM-150D desktop model sit on a desk or podium with making any cutouts.



EXHIBIT A

PRICING – Votelynx XLG with EASE™ Integration

QTY	Item Description	Price
(7) Mini Touch	Votelynx XLG Voting & Control System: Includes <ul style="list-style-type: none"> • Three (3) Votelynx software licenses, • Votelynx XLG Control Processor with serial ports for AV control • (7) Votelynx Desktop MiniTouch Vote Stations • Votelynx VDU-150 Video Display Unit • One (1) 15" LCD Touch Panel Display for System Controller • Voting, minutes & report generation • Interface to Destiny AgendaQuick System • Request to Speak Management • Audio Visual Control Capability • Microphone audio control (may require optional equipment), • Optional bookmark and indexing interface to Video Streaming • Control of optional annunciator and timers, • Includes first year warranty and Platinum Support • Prices do not include computer required to run Votelynx software 	
1	RTS Touch Panel: 12" touch panel w/request to speak	
1	LCD Timer Display Module: Minutes & seconds timer count	
1	VL-EDC Energize Dynamic Control Option	
1	ETP-120 Energize Touch Panel	
1	Audio assessment of chambers, including speaker suggestions	
1	System Configuration: Install and configure application software, configure operation and graphic layouts of all Votelynx controllers, displays and touch panels.	
1	On-site system Installation & Materials	
1	On-site system training	
		Total Costs (Up-Front)
Total Voting System Setup with Agenda Integration		\$ 23,791.00
	Vote-Plat-XLG One year renewable support for Votelynx meeting systems includes email support, phone support and software upgrades. 1 st year included (Year 2-only)	\$ 3,600.00



EXHIBIT A

Mobile Streaming – Hardware/Software (optional)

Setup and Training

Item Description	Type	Costs (Up-Front)
GoMobile Basic - HDMI video, embedded or analog audio. Live stream and record to USB for manual upload.	Streaming	\$ 2,800.00*
Total with Provisioning and Introductory Training **		Included
GoMobile Standard - SDI, HDMI, DVI and VGA video, balanced TRS, SDI or HDMI audio. Touchscreen to preview and switch between sources. Automatic upload.	Streaming	\$ 7,200.00
Total with Provisioning and Introductory Training **	Total	\$ 8,160.00*
GoMobile Premium - Up to 8 HD-SDI in / 2 HD-SDI out. All-in one live switching and streaming. Simultaneous streaming, recording, and output. Effects, graphics, instant replay and multi view.	Production/Streaming	\$ 13,600.00
Total with Provisioning and Introductory Training **	Total	\$ 14,560.00*

* A 50% deposit is required

** Introductory training which will be via an online video or up to a 2 hour webinar

How it all comes together: ([Swagit EASE](#))

Additional GoMobile Premium Features Include:

Transitions Cut, Fade, Zoom, Wipe, Slide, Fly, CrossZoom, FlyRotate, Cube and CubeZoom.

Mix/Effects Each input includes 4 overlays to create complex Mix/Effects. Add logo bugs, lower thirds, titles, text in combinations to create compelling productions.

Downstream Keyers 4 DSKs per input with transitions, chroma key and custom size/positioning

EXHIBIT A

Investment – Hardware, Software, Setup, Training

Setup and Installation

Item Description	Type	Costs (Up-Front)
Cosmos (Includes Installation in three locations within town)	Broadcast	\$ 85,659.83
EASE Encoders and Distribution to Uverse	Streaming	\$ 18,265.00
Playback and Scheduling (Includes Training)	Broadcast	\$ 6,575.00
Audio Integration and Installation	Audio	\$ 51,138.82
Multi-location Network Broadcasts	Broadcast	\$ 38,229.00
		Total Costs (one-time)
Total Setup and Installation *		\$ 199,867.65

* A 50% deposit is required to begin any broadcast installation

How it all comes together: [Swagit EASE](#)

EXHIBIT A

PROJECT ROAD MAP

Action Item	Date	Contact
Introduction to Solutions(s) via Webinar/Call/On-site	8/6/15, 9/22/16	Hamid Khaleghipour, Chad Hancock, David Owusu
Estimates for Project	8/6/15	David Owusu
Project Summary and Proposal	8/13/15, 8/17/16	David Owusu
Revised Proposal Delivered	3/24/16, 9/6/16, 9/22/16, 9/23/16	David Owusu
Technical Site Survey (if applicable)	3/22/16, 8/8/16	Don Ross (march) Felix Media (august)
Council Approval		
Agreement Coordination and Purchase Order Delivery		Natascha Ross
Project Kick Off Call		Daniel Kerr/David Owusu
Deployment Creation and Estimated Timelines		Kevin Nichols, Jim Cunningham
Implementation and Training (if applicable)		Bryan Halley/Daniel Kerr
System Testing and Configuration Completion		Jim Cunningham
Projected Go Live Date for Solutions		Hamid Khaleghipour