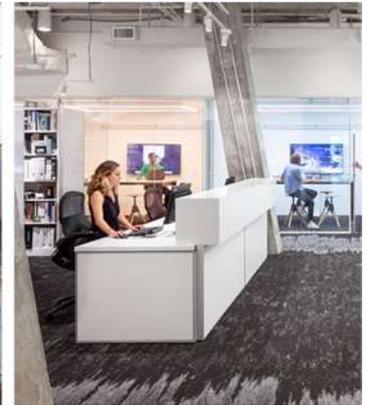
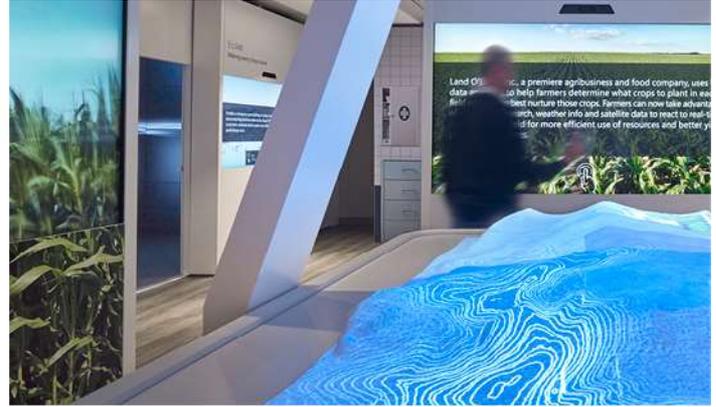


Proposal Prepared For

# Foothill – De Anza Community College

## FHDA - De Anza DASG Counsel Chambers



44911 Industrial Drive  
Fremont, CA 94538  
(510) 344-5618  
Fax: (925) 551-7630  
www.avispl.com

**Prepared by:** Xavier Dixon  
Xavier.Dixon@avispl.com  
**Proposal no:** 431618-4, CR-001



**Scope of Work**

250I-23-19028 FHDA - De Anza DASG Counsel Chambers

PO# AA240221

AVI-SPL, Inc. provides this Scope of Work (SOW) for work to be completed on the integration of an audiovisual solution for Foothill-De Anza Community College

**Change Order Description:**

**De Anza DASG Counsel Chambers:**

- Add Shure MXA920 ceiling microphone to scope to cover overflow area.

**Schedule:**

- subject to room availability, and unless otherwise agreed upon, installation will be within 45 days of receipt of PO. This proposal is based upon the onsite installation effort being performed between Monday through Friday day shift hours.

**Customer Responsibilities:**

- This proposal requires that any infrastructure required of the client to be provided before work begins.
  - Electrical, Network, Cable pathways and conduit, Display backing as required and Instructor console.

Description	Hours	Rate	Total Labor
Engineer/ PM	11	\$137.09	\$1507.99
Programming	0	\$142.81	\$0.00
CAD	0	\$91.40	\$0.00
Install	8	\$110.33	\$882.64
<b>Total Labor</b>			<b>\$2390.63</b>

## Investment Summary

Prepared For:	<b>Bill Matsumoto</b>
	<b>Foothill – De Anza Community College</b>
	<b>21250 STEVENS CREEK BLVD.</b>
	<b>CUPERTINO, CA 95014</b>

Prepared By:	<b>Xavier Dixon</b>
Date Prepared:	<b>02/05/2026</b>
Proposal #:	<b>431618-4, CR-001</b>
Valid Until:	<b>03/08/2026</b>

<b>Total Equipment Cost</b>	<b>\$3,549.00</b>
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Includes cable, connectors, hardware, switches, relays, terminal blocks, panels, etc., to ensure complete and operational system

<b>Professional Integration Services</b>	<b>\$2,390.63</b>
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Includes engineering, project management, CAD, on-site installation and wiring, coordination and supervision, testing, checkout, owner training, etc. performed on the Owner's premises. Also includes all fabrication, modification, assembly, rack wiring, programming, warranties, etc., some performed at AVI-SPL. May include disposal of existing equipment where elected.

<b>Direct Costs</b>	<b>\$0.00</b>
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Includes non equipment or labor costs, such as travel expenses, per diem, lift and vehicle rentals

<b>General &amp; Administrative</b>	<b>\$0.00</b>
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Includes all G & A expenses: vehicle mileage, shipping and insurance, as applicable

	<b>Subtotal</b>	<b>\$5,939.63</b>
	<b>Tax</b>	<b>\$323.85</b>
	<b>Total</b>	<b>\$6,263.48</b>

**\* ANY and all applicable taxes will be included upon invoicing**

Due to global semiconductor ("chip") shortages and supply chain disruptions pricing quoted in this proposal may change. Installation schedules are subject to current (daily) product availability and may be delayed or postponed.

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## Terms and Conditions

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This Proposal together with AVI-SPL’s General Terms and Conditions and the applicable Addendum(a) located here and incorporated herein by this reference (collectively the “Agreement”) constitutes the entire agreement between AVI-SPL LLC (“Seller”, “AVI-SPL”, “we”, “us”, “our”) and the buyer/customer identified in the Proposal (“Buyer”, “Customer”, “Client”, “you”, “your”) with respect to its subject matter and supersedes all prior and contemporaneous agreements, representations and understandings of the Parties, written or oral. By signing below, issuing a valid purchase order for the Services and/or Products specified herein or receiving the Products and/or Services specified herein, whichever occurs first, Buyer acknowledges it has read and agrees to the terms of this Agreement. This Agreement shall not be binding upon Seller until accepted by Buyer as set forth in this Agreement and the earlier of Seller’s confirmation in writing of Buyer’s order and Seller’s performance under the applicable Proposal. Any terms and conditions contained in Buyer’s purchase order or any other Buyer-provided documents related to this transaction shall have no effect and are hereby rejected. Notwithstanding anything herein to the contrary, if a master services agreement signed by both Parties is in effect covering the sale of the Services and/or Products that are the subject of this Proposal, the terms and conditions of said agreement shall prevail to the extent they conflict or are inconsistent with this Agreement.

## Billing and Payment Terms

Unless otherwise agreed in writing by Buyer and Seller in the Proposal, the total Proposal price, excluding the price for Stand-alone Services (as defined in this section), shall be billed as follows, subject to continuing credit approval: 50% down payment at time of order, 40% upon delivery at Seller; 10% upon project completion and Buyer sign-off or first beneficial use, whichever occurs first, payable net 30 from Buyer’s receipt of invoice. For purposes of this Agreement, “Stand-alone Services” means any Services not attached to an installation project. Billing and payment terms for Stand-alone Services are set forth in the applicable Service Addendum(a). Unless otherwise specified in the Proposal, Products are sold F.O.B. origin-Buyer to pay all shipping charges. If this Proposal covers Products or Services for more than one system, room, suite, or location, for purposes of payment in accordance with payment terms stated on the face hereof each room, suite, or location shall be treated as if the subject of a separate sale and payment made accordingly. Unless otherwise specified in the Proposal, all pricing and amounts are in US Dollars and all billing and payment shall be made in US Dollars.

Link to AVI-SPL Terms and Conditions: <https://avispl.com/terms-of-use/>

## Buyer Acceptance

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Buyer Legal Entity

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Buyer Authorized Signature

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Buyer Authorized Signatory Title

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Buyer Authorized Signatory Name

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Date

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## Room Summary - FHDA DASG Counsel Chambers

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### Equipment List

Mfg	Model	Description	Qty	Unit Price	Extended Price
SHURE	SHUMXA920WS	MICROPHONE, 24" CEILING ARRAY, SQUARE, WHITE	1	\$3,549.00	\$3,549.00
				<b>Subtotal</b>	<b>\$3,549.00</b>

### Room Support and Maintenance

**Warranty; 3-months** **\$0.00**

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