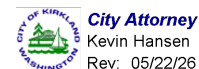




**CONTRACT/PURCHASE ORDER –
Audio Visual and Broadcast Systems Replacement
Subject to OMNIA Partners Contract No. 2019.001407**



The terms of the OMNIA Partners Contract No. 2019.001407 (“Contract”) shall apply to this Purchase Order and all relevant documents thereto are incorporated herein by reference and made an integral part of this agreement between the parties. The Supplier agrees to provide all products, services, and pricing to the City of Kirkland consistent with the terms and conditions described in the Contract except as otherwise provided herein.

Information required by the Contract to be included in the Customer purchase order is included in the attached Quotation Nos. 242635 (v. 21), attached as Attachment A; 243193 (v. 8), attached as Attachment B; 243710 (v. 2), attached as Attachment C; and the Broadcast Systems Refresh Scope of Work Document, attached as Attachment D. The attached quotations are based on the pricing specified in the Contract. In addition, this contract/purchase order is subject to the Network Access Agreement attached as Attachment E.

The following additional terms and conditions apply:

PAYMENT TERMS: Payment is due to Supplier within thirty (30) days of invoices.

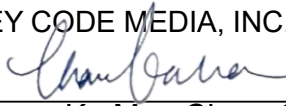

PREVAILING WAGES: Prevailing wages under Chapter 39.12 RCW, as applicable, are required for all services provided under this Purchase Order.

INSURANCE: Supplier’s maintenance of insurance, its scope of coverage and limits as required under the Contract shall not be construed to limit the liability of the Supplier to the coverage provided by such insurance, or otherwise limit the City’s recourse to any remedy available at law or in equity. Supplier’s insurance coverage shall be primary insurance as respects the City. Supplier’s insurance coverages must include the City as an additional insured, and Supplier shall furnish the City with original certificates and a copy of the amendatory endorsements, including but not necessarily limited to the additional insured endorsement, evidencing the insurance requirements are met before commencement of the work. Any insurance, self-insurance, or self-insured pool coverage maintained by the City shall be excess of the Supplier’s insurance and shall not contribute with it. Supplier shall provide the City with written notice of any policy cancellation, within two business days of Supplier’s receipt of such notice.

COMPLETION DATE: Supplier shall complete the work covered by this Purchase Order by December 31, 2026.

GOVERNING LAW AND VENUE: Venue for any disputes under this Purchase Order or the Contract shall be in federal and state courts in Seattle, Washington and this Purchase Order shall be governed by the substantive and procedural laws of the State of Washington.

Agreed to and executed this 27 day of May, 2026

<p>SUPPLIER: KEY CODE MEDIA, INC. – WA</p>  <p>Name: Ka Man Chan, CFO Date: May <u>8th</u>, 2026</p>	<p>CITY OF KIRKLAND:</p>  <p>Tracey Dunlap, Deputy City Manager Date: May <u>27</u>, 2026</p>
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Key Code Media, Inc. - Washington

6632 S 191st Pl.
Suite E102
Kent, WA 98032
206-870-0244
www.keycodemedia.com

Attachment A



AV Systems Replacement

Quote # 242635 Version 21

Prepared for:
City of Kirkland

Prepared by:
Tom Arenz

Client Objectives

Description	Qty
<p>The City of Kirkland is requesting a proposal from Key Code Media under the Omnia Partnership Contract for Audio Visual Goods and Services, University of California, Contract Number: 2019.001407, for the replacement of Audio Visual and Broadcast systems.</p>	
<p>The scope of work includes:</p> <ul style="list-style-type: none"> • System equipment recommendations • System design • System installation & Testing • System Training 	
<p>This section of the proposal cover the Broadcast System.</p> <p>INSTALLATION TIMELINE CONSIDERATIONS Council Chambers (AV and Broadcast Systems)</p> <ul style="list-style-type: none"> • On-Site Work Start: July 8, 2026 • All Installation and Testing Must Be Complete By: July 31, 2026, with the goal of having one room available on July 21 for a Council meeting. The City only needs the room; they will provide a portable broadcast system 	
<p>This includes all final system testing, commissioning, and staff orientation in the Chambers.</p> <p>Peter Kirk Room</p> <ul style="list-style-type: none"> • Installation may occur during any one-week window between July 8 and July 31, 2026. • Coordinate timing with City staff upon award of contract. 	
<p>Equipment Rack, Control Room, and System Cabling</p> <ul style="list-style-type: none"> • Work on shared infrastructure (racks, cable runs, patch panels, control room integration) may be scheduled any time between July 1 and July 31, 2026. • Vendor must coordinate access and phasing to ensure readiness for Council Chambers timeline. 	
<p>Timeline Considerations:</p> <ul style="list-style-type: none"> • Work in the Council Chambers must begin on July 8 2026, with all installation and testing completed by July 31, 2026. • Project documents, including current AV systems drawings and equipment lists, will be sent separately. • Additional notes regarding specific equipment preferences and components that may be carried forward from existing systems will also be included for your review. 	
<p>SUBMISSION REQUIREMENTS</p> <p>Please submit the following as part of your quote package:</p> <ul style="list-style-type: none"> • Two separate quotes: one for AV system, one for Broadcast system • System design narrative and floorplan/rack elevation concepts (if available) • Detailed equipment lists with manufacturers, models, and quantities • Line-item installation and labor breakdowns 	

Client Objectives

Description	Qty
<ul style="list-style-type: none"> • Project schedule aligned with required timelines • Warranty information and optional support/maintenance plans <p>Staff training plan and documentation deliverables</p>	

Peter Kirk Conference Room

Mfr. Name	Mfr. Part #	Product Details	Qty.	Discount	MSRP	KCM Unit Price	KCM Ext. Price	Contract Unit Price	Contract Pricing
		Peter Kirk Conference Room							
Viewsonic	IFP110	ViewSonic 110in 4K ViewBoard interactive display with integrated microphone and USB-C, 3840x2160 resolution.	1	28.00%	\$26,999.00	\$19,439.28	\$19,439.28	\$19,439.28	Y
Dell Technologies	VB-WMK-004	Chief Extra-Large Fusion® Micro-Adjustable Fixed Wall Display Mount	1	15.00%	\$139.00	\$118.15	\$118.15	\$118.15	Y
Viewsonic	CDE6514	ViewSonic 65in 4K Commercial LED 16/7, 350 nits, Android 14 AOSP, 4000:1, USB-C, 3x HDMI, RS232, RJ45, Wi-Fi/BT Slot, Dual 10W Speakers. Pro-grade signage, Black Replaced the CDE6512	1	37.00%	\$1,699.00	\$1,070.37	\$1,070.37	\$1,070.37	Y
Legrand Group	LTM1U	Chief Fusion Large Adjustable TV Wall Mount - For 42-86 inch Displays - Tilt TV Mount - VESA Wall Mount - Height Adjustable - 1 Display(s) Supported - 42" to 86" Screen Support - 200 lb Load Capacity	1	33.00%	\$438.00	\$293.46	\$293.46	\$293.46	Y
	TAPMSTBASEL NV4	Logitech Tap + Lenovo ThinkSmart Core Gen 2 BASE Kit for Microsoft Teams Rooms - For Video Conferencing - 1280 x 800 Video (Live) - WXGA - HDMI In - 3 x HDMI Out - USB - Wireless LAN	1	0.00%	\$2,538.00	\$2,538.00	\$2,538.00	\$2,538.00	N

Peter Kirk Conference Room

Mfr. Name	Mfr. Part #	Product Details	Qty.	Discount	MSRP	KCM Unit Price	KCM Ext. Price	Contract Unit Price	Contract Pricing
Panasonic	AW-UE80WPJ5	Panasonic Connect AW-UE80 Video Conferencing Camera - 60 fps - White - 4K - 3840 x 2160 Video - MOS Sensor - Auto/Manual - 82° Angle - Ceiling Mount - 2x Digital Zoom - Network (RJ-45) - For Camera Controller, Desktop PC - Windows 10, macOS 11.0.1, macOS	4	20.00%	\$5,881.00	\$4,704.80	\$18,819.20	\$4,704.80	Y
Panasonic	AV-SVCEXTWAR5Y C	Panasonic Pro AV Premium - Extended Warranty - 5 Year - Warranty - Technical	4	25.00%	\$817.34	\$613.00	\$2,452.00	\$613.00	Y
FEC	FEC-40WMW	FEC Wall Mount for Panasonic PTZ Camera	4	25.00%	\$145.00	\$108.75	\$435.00	\$108.75	Y
Shure	MXA920W-S	Shure Ceiling Array Microphone, Square, White, 24 inch	4	36.00%	\$4,732.00	\$3,028.48	\$12,113.92	\$3,028.48	Y
QSC	TSC-101-G3	Q-SYS Q-SYS 10.1" PoE Touch Screen Controller for In-Wall Mounting. Color - Black only	1	35.00%	\$3,300.00	\$2,145.00	\$2,145.00	\$2,145.00	Y
Visionary	DuetE-5	Visionary Solutions A/V Encoder, 4K60 4:4:4 UHD over IP cinema quality ultra-low latency visually lossless switch matrix routable, with built-in video wall functionality, Expansion Ethernet Port; POE+; Single Port AES67/Dante	4	12.00%	\$1,343.00	\$1,181.84	\$4,727.36	\$1,181.84	N
Magewell	6230	Magewell Pro Convert IP to USB. Standalone 1-channel IP decoder. Decode NDI High Bandwidth, NDI HX2, NDI HX3, RTMP, RTSP, RTP, UDP, SRT, and HTTP to USB -C.	1	5.00%	\$349.00	\$331.55	\$331.55	\$331.55	Y
QSC	CORE 24f	QSCQ-SYS Core Processor with 24 local audio I/O channels, 160x160 total network I/O channels with 8x8 Software-based Dante license included, USB AV bridging, dual Ethernet ports for network redundancy plus two auxiliary Ethernet ports, two RS232 ports, 8x	1	35.00%	\$5,830.00	\$3,789.50	\$3,789.50	\$3,789.50	Y

Peter Kirk Conference Room

Mfr. Name	Mfr. Part #	Product Details	Qty.	Discount	MSRP	KCM Unit Price	KCM Ext. Price	Contract Unit Price	Contract Pricing
QSC	SLDAN-64-P	Q-SYS Software-based Dante 64x64 Channel (32x32 Flows) License, Perpetual	1	35.00%	\$1,985.00	\$1,290.25	\$1,290.25	\$1,290.25	Y
Visionary	D5200	Visionary Solutions A/V Decoder, 4K60 4:4:4 UHD over IP cinema quality ultra-low latency visually lossless switch matrix routable, with built-in video wall functionality; Expansion Ethernet Port; POE+; Upgradeable to AES67/Dante	2	12.00%	\$1,193.00	\$1,049.84	\$2,099.68	\$1,049.84	Y
QSC Audio	SPA4-100	QSC 1/2 RU 4 Channel ENERGY STAR amplifier / Multichannel Operation 100 watts into 8Ω & 4Ω, Bridged pair operation 200 watts into 8Ω & 4Ω, and 350 watts into 70v and 100v / 100-240 VAC Operation .	1	35.00%	\$1,295.00	\$841.75	\$841.75	\$841.75	Y
Visionary	D5100	Visionary Solutions A/V Decoder, 4K60 4:4:4 UHD over IP cinema quality ultra-low latency visually lossless switch matrix routable, with built-in video wall functionality; POE	1	12.00%	\$1,043.00	\$917.84	\$917.84	\$917.84	N
NETGEAR	NET-GSM4248UX-100NAS	NetGear 48 Ports • 40 PoE+ • 1G • up to 2,880 W	1	25.00%	\$7,726.53	\$5,794.90	\$5,794.90	\$5,177.57	Y
FSCOM	SFP-10GSR-85	FS NetGear AXM761 Compatible 10GBASE-SR SFP+ 850nm 300m DOM Duplex LC/UPC MMF Optical Transceiver Module	2	25.00%	\$50.00	\$37.50	\$75.00	\$37.50	N
Magewell	32040	Magewell USB Capture HDMI Plus One channel 2K Capture Device - Functions: Video Capturing, Audio Embedding, Video Scaling, Video Recording, Video Streaming, Video Processing - USB 3.0 - 4096 x 2160 - Audio Line In - Audio Line Out - Mac, PC, Linux	1	5.00%	\$389.00	\$369.55	\$369.55	\$369.55	Y
Barco	R9861611USB2	Barco ClickShare C-10 with 2 Buttons (Second Generation) - Black	1	0.00%	\$1,625.00	\$1,625.00	\$1,625.00	\$1,625.00	N

Peter Kirk Conference Room

Mfr. Name	Mfr. Part #	Product Details	Qty.	Discount	MSRP	KCM Unit Price	KCM Ext. Price	Contract Unit Price	Contract Pricing
Shure	MXWNDX8G	Shure Networked Dock - 8 Bay - Gooseneck	2	36.00%	\$1,925.00	\$1,232.00	\$2,464.00	\$1,232.00	Y
Shure	MXWNDX4G	Shure Networked Dock - 4 Bay - Gooseneck	1	36.00%	\$1,375.00	\$880.00	\$880.00	\$880.00	Y
Shure	MXWNDX4	Shure Networked Dock - 4 Bay	1	36.00%	\$1,238.00	\$792.32	\$792.32	\$792.32	Y
Shure	MXW8X--Z10	Shure Microphone - Gooseneck Base	18	36.00%	\$867.00	\$554.88	\$9,987.84	\$554.88	Y
Shure	MX415LP/C	Shure 15" Shock-Mounted Gooseneck, Cardioid, Less Preampfier	18	36.00%	\$387.00	\$247.68	\$4,458.24	\$247.68	Y
Shure	MXWAPX8--Z10	Shure Access Point - 8 Ch.	3	36.00%	\$5,088.00	\$3,256.32	\$9,768.96	\$3,256.32	Y
Shure	MXW2X/SM58--Z10	Shure Microphone - Handheld - BETA58 Cartridge	2	36.00%	\$942.00	\$602.88	\$1,205.76	\$602.88	Y
		Section Subtotal					\$110,843.88		

Subtotal: \$110,843.88

Council Chambers AV

Mfr. Name	Mfr. Part #	Product Details	Qty.	Discount	MSRP	KCM Unit Price	KCM Ext. Price	Contract Unit Price	Contract Pricing
		Council Chambers AV Equipment							
	TAPZOMBASEL NV4	Logitech BASE Zoom Rooms (no AV) with Tap + Lenovo Core Gen 2	1	0.00%	\$2,911.00	\$2,911.00	\$2,911.00	\$2,911.00	N
Shure	MXWNDX8G	Shure Networked Dock - 8 Bay - Gooseneck	2	36.00%	\$1,925.00	\$1,232.00	\$2,464.00	\$1,232.00	Y
Shure	MXWNDX4G	Shure Networked Dock - 4 Bay - Gooseneck	1	36.00%	\$1,375.00	\$880.00	\$880.00	\$880.00	Y
Shure	MXWNDX4	Shure Networked Dock - 4 Bay	1	36.00%	\$1,238.00	\$792.32	\$792.32	\$792.32	Y

Council Chambers AV

Mfr. Name	Mfr. Part #	Product Details	Qty.	Discount	MSRP	KCM Unit Price	KCM Ext. Price	Contract Unit Price	Contract Pricing
Shure	MXW8X=-Z10	Shure Microphone - Gooseneck Base	17	36.00%	\$867.00	\$554.88	\$9,432.96	\$554.88	Y
Shure	MX415LP/C	Shure 15" Shock-Mounted Gooseneck, Cardioid, Less Preamplifier	17	36.00%	\$387.00	\$247.68	\$4,210.56	\$247.68	Y
Shure	MXWAPX8=-Z10	Shure Access Point - 8 Ch.	3	36.00%	\$5,088.00	\$3,256.32	\$9,768.96	\$3,256.32	Y
Shure	MXW2X/SM58=-Z10	Shure Microphone - Handheld - BETA58 Cartridge	2	36.00%	\$942.00	\$602.88	\$1,205.76	\$602.88	Y
Shure, Inc	MXW1/O=-Z10	Shure MXW1 Hybrid Bodypack Transmitter - 1.92 GHz to 1.93 GHz Operating Frequency - 160 ft Operating Range	2	36.00%	\$961.00	\$615.04	\$1,230.08	\$615.04	Y
Shure, Inc	WL185MB/C-TQG	Shure WL185M Wired Microphone for Wireless Transmitter, Transportation - Black - Cardioid - Lavalier	2	36.00%	\$191.00	\$122.24	\$244.48	\$122.24	Y
Barco	R9861611USB2	Barco ClickShare C-10 with 2 Buttons (Second Generation) - Black	1	0.00%	\$1,625.00	\$1,625.00	\$1,625.00	\$1,625.00	N
QSC	SERVER CORE X20r	QSC Q-SYS X-Class Server Core for AV&C processing built on Dell PowerEdge Server Technology offering 384x384 networked audio channels with 8x8 Software-based Dante license included. Also includes dual Ethernet ports for network redundancy plus two auxiliary Ethernet ports, 128 next-generation AEC processors, dual redundant hot-swappable power supplies, pre-installed 480GB SSD Media Drive, 1RU. Includes Scripting/UCI functionality.	1	35.00%	\$16,070.00	\$10,445.50	\$10,445.50	\$10,445.50	Y
QSC	SLDAN-64-P	Q-SYS Software-based Dante 64x64 Channel (32x32 Flows) License, Perpetual	1	35.00%	\$1,985.00	\$1,290.25	\$1,290.25	\$1,290.25	Y

Council Chambers AV

Mfr. Name	Mfr. Part #	Product Details	Qty.	Discount	MSRP	KCM Unit Price	KCM Ext. Price	Contract Unit Price	Contract Pricing
QSC	QIO-ML24i	QSC Q-SYS peripheral providing 24 mic/line inputs, with 8x8 GPIO. Supports optional network redundancy and peripheral redundancy. 1RU. Mounting hardware included for rack mounting and surface mounting. Mains powered, 100-240V.	2	35.00%	\$3,860.00	\$2,509.00	\$5,018.00	\$2,509.00	Y
QSC	QIO-L24o	Q-SYSQ-SYS peripheral providing 24 line outputs, with 8x8 GPIO. Supports optional network redundancy and peripheral redundancy. 1RU. Mounting hardware included for rack mounting and surface mounting. Mains powered, 100-240V.	1	35.00%	\$2,960.00	\$1,924.00	\$1,924.00	\$1,924.00	Y
QSC	QIO-L4O	Q-SYS peripheral providing 4 line outputs. Up to 4 devices daisy-chainable. 1U-1/4W, powered over Ethernet or + 24 VDC. Surface mountable, rack kit sold separately.	2	35.00%	\$624.00	\$405.60	\$811.20	\$405.60	Y
QSC	MP-A80V	QSC Amplifier, 1600W FlexAmp technology Hi-Z / Lo-Z amplifier, 8 x 200W into 4?, 8?, 70V and 100V, Highpass filter per channel, GPIO for Remote Standby and Amp Status.	1	35.00%	\$3,440.00	\$2,236.00	\$2,236.00	\$2,236.00	Y
QSC	TSC-101-G3	Q-SYS 10.1" PoE Touch Screen Controller for In-Wall Mounting. Color - Black only	2	35.00%	\$3,465.00	\$2,252.25	\$4,504.50	\$2,252.25	Y
Visionary	DuetE-5	Visionary Solutions A/V Encoder, 4K60 4:4:4 UHD over IP cinema quality ultra-low latency visually lossless switch matrix routable, with built-in video wall functionality, Expansion Ethernet Port; POE+; Single Port AES67/Dante	8	12.00%	\$1,343.00	\$1,181.84	\$9,454.72	\$1,181.84	Y
OREI	EX-165C-RX	OREI HDMI Extender UltraHD Over Single Cat6/Cat7 Cable 4K @ 60Hz with HDR & IR Control - Up to 165 ft EDID Management	12	0.00%	\$0.00	\$104.00	\$1,248.00	\$104.00	N

Council Chambers AV

Mfr. Name	Mfr. Part #	Product Details	Qty.	Discount	MSRP	KCM Unit Price	KCM Ext. Price	Contract Unit Price	Contract Pricing
Visionary	D5200	Visionary Solutions A/V Decoder, 4K60 4:4:4 UHD over IP cinema quality ultra-low latency visually lossless switch matrix routable, with built-in video wall functionality; Expansion Ethernet Port; POE+; Upgradeable to AES67/Dante	15	12.00%	\$1,193.00	\$1,049.84	\$15,747.60	\$1,049.84	Y
Magewell	6230	Magewell Pro Convert IP to USB. Standalone 1-channel IP decoder. Decode NDI High Bandwidth, NDI HX2, NDI HX3, RTMP, RTSP, RTP, UDP, SRT, and HTTP to USB -C.	1	5.00%	\$349.00	\$331.55	\$331.55	\$331.55	Y
OREI	HD14-EX165-K	OREI 4K 1x4 HDMI Extender Splitter Over CAT6/7 Ethernet Cable Up to 4K@30Hz upto 165 ft-1080P@60Hz upto 230 ft, IR control, EDID, HDMI Loop Out (HD14-EX165-K)	1	0.00%	\$0.00	\$200.00	\$200.00	\$200.00	N
OREI	HD18-EX165-K	OREI 1x8 HDMI Extender Splitter Multiple Over Single Cable C	1	0.00%	\$0.00	\$249.00	\$249.00	\$249.00	N
Magewell	32040	Magewell USB Capture HDMI Plus One channel 2K Capture Device - Functions: Video Capturing, Audio Embedding, Video Scaling, Video Recording, Video Streaming, Video Processing - USB 3.0 - 4096 x 2160 - Audio Line In - Audio Line Out - Mac, PC, Linux	1	5.00%	\$389.00	\$369.55	\$369.55	\$369.55	Y
NETGEAR	NET-GSM4248UX-100NAS	NetGear 48 Ports • 40 PoE+ • 1G • up to 2,880 W	1	25.00%	\$7,726.53	\$5,794.90	\$5,794.90	\$5,177.57	Y
FSCOM	SFP-10GSR-85	FS NetGear AXM761 Compatible 10GBASE-SR SFP+ 850nm 300m DOM Duplex LC/UPC MMF Optical Transceiver Module	2	25.00%	\$50.00	\$37.50	\$75.00	\$37.50	N

Council Chambers AV

Mfr. Name	Mfr. Part #	Product Details	Qty.	Discount	MSRP	KCM Unit Price	KCM Ext. Price	Contract Unit Price	Contract Pricing
Visionary	MV5	Visionary Solutions A/V Multiviewer, 4K60 4:4:4 UHD over IP cinema quality ultra-low latency visually lossless switch matrix routable, 4 Decoders in, 1 Encoder and 1 HDMI out, High Performance Scaling and Windowing Engine.	1	12.00%	\$5,993.00	\$5,273.84	\$5,273.84	\$5,273.84	Y
Chief	LCM2X1U	Chief Fusion 2x1 Menu Board Ceiling TV Mount - For 40-55 inch Displays - Tilt TV Mount - Black - 40" to 55" Screen Support - 125 lb Load Capacity	1	33.00%	\$1,138.00	\$762.46	\$762.46	\$762.46	Y
Viewsonic	CDE5531	ViewSonic 55 Inch 4K UHD Commercial Display with 500 -nit Brightness, 5000:1 Contrast Ratio, 8GB RAM, 32GB Storage, 16W Dual Speakers, Wifi Slot, HDMI, USB A, and USB C Inputs - 55" LCD - ARM Cortex A73 - 8 GB - 3840 x 2160 - 500 Nit - 2160p - HDMI	2	36.00%	\$1,599.00	\$1,023.36	\$2,046.72	\$1,023.36	Y
Section Subtotal							\$102,547.91		

Subtotal: \$102,547.91

IT Closet

Mfr. Name	Mfr. Part #	Product Details	Qty.	Discount	MSRP	KCM Unit Price	KCM Ext. Price	Contract Unit Price	Contract Pricing
		IT Closet Equipment							
	NET-XSM4324-100NES	NetGear 12x10G/Multi-Gig and 12xSFP+ (XSM4324) Managed Switch	1	35.00%	\$4,344.81	\$2,824.13	\$2,824.13	\$2,824.13	Y
FSCOM	SFP-10GSR-85	FS NetGear AXM761 Compatible 10GBASE-SR SFP+ 850nm 300m DOM Duplex LC/UPC MMF Optical Transceiver Module	6	25.00%	\$50.00	\$37.50	\$225.00	\$37.50	N
Section Subtotal							\$3,049.13		

Subtotal: \$3,049.13

Projection Screen Replacement

Mfr. Name	Mfr. Part #	Product Details	Qty.	Discount	MSRP	KCM Unit Price	KCM Ext. Price	Contract Unit Price	Contract Pricing
		Replacement of entire screen and casing							
	139043	Draper Access E 189" Projection Screen - 16:10, Matt White XT1000E, 110 V - Ceiling Recessed	1	33.00%	\$4,619.00	\$3,094.73	\$3,094.73	\$3,094.73	Y
	MISC	Lift rental to install new screen	1	0.00%	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	Y
		Section Subtotal					\$4,294.73		

Subtotal: \$4,294.73

Professional Services-Peter Kirk Conference Room, Council Chambers and IT Closet

Mfr. Name	Mfr. Part #	Product Details	Qty.	Discount	MSRP	KCM Unit Price	KCM Ext. Price	Contract Unit Price	Contract Pricing
		Peter Kirk Conference Room Labor and Materials							
Key Code Media Professional Services	Installer 2	Advanced Installer and Crew Lead. Oversees Installation/termination of low voltage, network cabling and hardware to industry standards.	72	0.00%	\$120.00	\$120.00	\$8,640.00	\$120.00	Y
Key Code Media Professional Services	Installer 3	Senior Installer-Advanced Installer and Crew Lead. Oversees Installation/termination of low voltage, network cabling and hardware to industry standards.	72	0.00%	\$135.00	\$135.00	\$9,720.00	\$135.00	Y
Key Code Media Professional Services	Project Manager 1-Site Lead	Site Lead	64	0.00%	\$127.00	\$127.00	\$8,128.00	\$127.00	Y
Key Code Media Professional Services	Engineer 2 - Commissioning	Engineer with advanced system knowledge. Responsible for setting up, configuring, and maintaining systems for Post, Broadcast and AV Communications.	32	0.00%	\$146.00	\$146.00	\$4,672.00	\$146.00	Y

Professional Services-Peter Kirk Conference Room, Council Chambers and IT Closet

Mfr. Name	Mfr. Part #	Product Details	Qty.	Discount	MSRP	KCM Unit Price	KCM Ext. Price	Contract Unit Price	Contract Pricing
Key Code Media Professional Services	Engineer 2 - CAD Engineer	Responsible for the creation of technical and detailed design drawings. Produce designs that meet client requirements and targets. Provide detailed design plans for architects and engineers from other disciplines to follow. Oversees assistant drafters	8	0.00%	\$146.00	\$146.00	\$1,168.00	\$146.00	Y
	Engineer 2 - Design	Senior Engineer with advanced system knowledge and numerous Industry Certifications. A Responsible for setting up, configuring, and maintaining systems for Post, Broadcast and AV Communications. Qualified to provide Consulting, System Commissioning	16	0.00%	\$146.00	\$146.00	\$2,336.00	\$146.00	Y
Key Code Media Professional Services	Programmer 3	Senior Engineer with advanced system knowledge and numerous Industry Certifications. A Responsible for setting up, configuring, and maintaining systems for Post, Broadcast and AV Communications. Qualified to provide Consulting, System Commissioning, and	24	0.00%	\$200.00	\$200.00	\$4,800.00	\$200.00	Y
	Project Manager 1	Manages projects to ensure the proposed plan adheres to the timeline, budget and scope. Their duties include planning small, medium, and large projects in detail, setting schedules for all stakeholders and executing each step of the project.	24	0.00%	\$127.00	\$127.00	\$3,048.00	\$127.00	Y
Key Code Media Professional Services	Travel - Expenses	Travel and Expenses Flat Rate	1	0.00%	\$800.00	\$800.00	\$800.00	\$800.00	Y
Key Code Media Professional Services	Inteegration Material	Inteegration Material	1	0.00%	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	Y
		Section Subtotal					\$46,312.00		
		Council Chambers/IT Closet Labor and Materials							

**Professional Services-Peter Kirk Conference Room, Council Chambers
and IT Closet**

Mfr. Name	Mfr. Part #	Product Details	Qty.	Discount	MSRP	KCM Unit Price	KCM Ext. Price	Contract Unit Price	Contract Pricing
Key Code Media Professional Services	Installer 2	Advanced Installer and Crew Lead. Oversees Installation/termination of low voltage, network cabling and hardware to industry standards.	128	0.00%	\$120.00	\$120.00	\$15,360.00	\$120.00	Y
Key Code Media Professional Services	Installer 3	Senior Installer-Advanced Installer and Crew Lead. Oversees Installation/termination of low voltage, network cabling and hardware to industry standards.	128	0.00%	\$135.00	\$135.00	\$17,280.00	\$135.00	Y
Key Code Media Professional Services	Project Manager 1-Site Lead	Site Lead	80	0.00%	\$127.00	\$127.00	\$10,160.00	\$127.00	Y
Key Code Media Professional Services	Engineer 2 - Commissioning	Engineer with advanced system knowledge. Responsible for setting up, configuring, and maintaining systems for Post, Broadcast and AV Communications.	64	0.00%	\$146.00	\$146.00	\$9,344.00	\$146.00	Y
Key Code Media Professional Services	Engineer 2 - CAD Engineer	Responsible for the creation of technical and detailed design drawings. Produce designs that meet client requirements and targets. Provide detailed design plans for architects and engineers from other disciplines to follow. Oversees assistant drafters	24	0.00%	\$146.00	\$146.00	\$3,504.00	\$146.00	Y
Key Code Media Professional Services	Engineer 2 - Design	Senior Engineer with advanced system knowledge and numerous Industry Certifications. A Responsible for setting up, configuring, and maintaining systems for Post, Broadcast and AV Communications. Qualified to provide Consulting, System Commissioning	24	0.00%	\$146.00	\$146.00	\$3,504.00	\$146.00	Y

Professional Services-Peter Kirk Conference Room, Council Chambers and IT Closet

Mfr. Name	Mfr. Part #	Product Details	Qty.	Discount	MSRP	KCM Unit Price	KCM Ext. Price	Contract Unit Price	Contract Pricing
Key Code Media Professional Services	Programmer 3	Senior Engineer with advanced system knowledge and numerous Industry Certifications. A Responsible for setting up, configuring, and maintaining systems for Post, Broadcast and AV Communications. Qualified to provide Consulting, System Commissioning, and	40	0.00%	\$200.00	\$200.00	\$8,000.00	\$200.00	Y
Key Code Media Professional Services	Project Manager 1	Manages projects to ensure the proposed plan adheres to the timeline, budget and scope. Their duties include planning small, medium, and large projects in detail, setting schedules for all stakeholders and executing each step of the project.	32	0.00%	\$127.00	\$127.00	\$4,064.00	\$127.00	Y
Key Code Media Professional Services	Travel - Expenses	Travel and Expenses Flat Rate	1	0.00%	\$800.00	\$800.00	\$800.00	\$800.00	Y
Key Code Media Professional Services	Inteegration Material	Inteegration Material	1	0.00%	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	Y
		Section Subtotal					\$75,016.00		
	Comment	Omnia Partners Purchasing Agreement # 2019.001407. Ground freight included	1	0.00%	\$0.00	\$0.00	\$0.00	\$0.00	Y

Subtotal: \$121,328.00

Project Materials

Mfr. Name	Mfr. Part #	Product Details	Qty.	Discount	MSRP	KCM Unit Price	KCM Ext. Price	Contract Unit Price	Contract Pricing
		AV Project Materials							
Peter Kirk Conference Room									
Belden	2413FS 0041000	Belden Belden 2413FS CMP/Plenum Cat6+ Enhanced Premise Horizontal F/UTP Cable 350MHz 4-Pair Shield/BC 23AWG - Yellow - 1000 Foot	2	5.00%	\$1,147.70	\$1,090.32	\$2,180.64	\$1,090.32	Y

Project Materials

Mfr. Name	Mfr. Part #	Product Details	Qty.	Discount	MSRP	KCM Unit Price	KCM Ext. Price	Contract Unit Price	Contract Pricing
Belden	9451P 009Z1000	Belden Belden 9451P CMP/Plenum Single Pair Line Level Audio Cable Str TC Shielded 22AWG - White - 1000 Foot/Z Tuff Box	1	25.00%	\$1,063.10	\$797.32	\$797.32	\$797.32	Y
Belden	6200UE 0031000	Belden 6200UE CMP/Plenum Security & Commercial Audio Cable 2x16AWG - Orange - 1000 Foot	1	15.00%	\$540.20	\$459.17	\$459.17	\$459.17	Y
Key Code Media Professional Services	KCM-INT-MAT	Integration Materials (connectors, labels, Velcro, hardware, etc.)	1	0.00%	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	Y

Council Chambers

Belden	2413FS 0041000	Belden Belden 2413FS CMP/Plenum Cat6+ Enhanced Premise Horizontal F/UTP Cable 350MHz 4-Pair Shield/BC 23AWG - Yellow - 1000 Foot	3	5.00%	\$1,147.70	\$1,090.32	\$3,270.96	\$1,090.32	Y
Belden	9451P 009Z1000	Belden Belden 9451P CMP/Plenum Single Pair Line Level Audio Cable Str TC Shielded 22AWG - White - 1000 Foot/Z Tuff Box	1	25.00%	\$1,063.10	\$797.32	\$797.32	\$797.32	Y
	AM-OM3XXDX	Customized OM3 Multimode LC/SC/FC/ST/LSH Duplex Armored Fiber Patch Cable-150 ft Placeholder, we will specify customer lengths later	6	0.00%	\$0.00	\$151.00	\$906.00	\$151.00	N
Key Code Media Professional Services	KCM-INT-MAT	Integration Materials (connectors, labels, Velcro, hardware, etc.)	1	0.00%	\$6,500.00	\$6,500.00	\$6,500.00	\$6,500.00	Y
Section Subtotal							\$17,911.41		
	Comment	Omnia Partners Purchasing Agreement # 2019.001407. Ground freight included	1	0.00%	\$0.00	\$0.00	\$0.00	\$0.00	

Subtotal: \$17,911.41

Scope of Work

AV Systems Replacement

Scope of Work

City of Kirkland

Council Chambers & Peter Kirk Conference Room

May 2026

1. Project Overview

This Scope of Work defines the AV systems design, equipment, installation, programming, and commissioning services for the City of Kirkland AV Systems Replacement Project encompassing the Peter Kirk Conference Room and Council Chambers.

Design Modification: This SOW replaces the Shure IntelliMix Foundation (IMXF5) compute system with Logitech Microsoft Teams Room solutions (RoomMate compute + Tap IP controller) for native Teams integration.

1.1 Reference Documents

Key Code Media Quote #242635 Version 20, May 6, 2026

Peter Kirk Conference Room System Diagram (XTEN-AV)

Council Chambers System Diagram (XTEN-AV)

2. Peter Kirk Conference Room

Modern collaboration space with Microsoft Teams integration, wireless presentation, and high-quality AV capture for hybrid meetings.

2.1 Display System

Furnish and install one (1) ViewSonic IFP110 110" 4K ViewBoard interactive display with integrated microphone and USB-C, 3840x2160 resolution.

Mount using Chief XSM1U Extra-Large Fusion Micro-Adjustable Fixed Wall Mount.

Furnish and install one (1) ViewSonic CDE6512 65" 4K UHD Commercial Display (secondary).

Mount using Chief LTM1U Fusion Large Adjustable TV Wall Mount.

Connect displays to Visionary Solutions decoders and integrate with Q-SYS control.

2.2 Camera System

Furnish and install four (4) Panasonic AW-UE80 4K/60p PTZ cameras with Full NDI and built-in auto tracking.

Mount using four (4) Panasonic FEC-40WMW wall mount brackets.

Connect cameras to NetGear PoE++ switch via Cat6A for power and NDI transport.

Include Panasonic PROAV Premium 5-Year Service Support for all cameras.

Program camera presets and integrate with Q-SYS touch panel.

2.3 Audio System

2.3.1 Microphones

Furnish and install four (4) Shure MXA920W-S Ceiling Array Microphones (24-inch, square, white).

Connect via Cat6 for Dante audio transport and configure in Shure Designer.

2.3.2 Audio Processing

Furnish and install one (1) QSC Core 24f Q-SYS Processor with 24 local I/O and 160x160 network I/O.
Furnish one (1) QSC SLDAN-64-P Dante 64x64 License (Perpetual).
Program Q-SYS design: Dante routing, AEC, AGC, noise reduction, output routing to amplifier and network.

2.3.3 Amplification

Furnish and install one (1) QSC SPA4-100 4-channel amplifier.
Connect to ceiling speakers (existing).
Connect to ALS transmitter.

2.4 Video Conferencing (Microsoft Teams)

Note: Replaces Shure IntelliMix Foundation (IMXF5) with Logitech Teams Room solution.

2.4.1 Teams Room Compute

Furnish and install one (1) Logitech RoomMate Microsoft Teams Rooms on Android compute device.
Connect to primary display via HDMI for Teams Room interface.
Connect to QSC for room audio integration with Teams calls.
Configure Teams Rooms application with City-provided credentials and calendar integration.

2.4.2 Touch Controller

Furnish and install one (1) Logitech Tap IP 10.1" PoE Touch Controller.
Position on conference table or mount using Logitech Table Mount at Owner-approved location.
Connect via single PoE network cable to network switch.
Configure for one-touch join, content sharing, and room controls.

2.5 Video Distribution (AV-over-IP)

Furnish and install four (4) Visionary Solutions DuetE-5 4K60 Encoders with AES67/Dante.
Connect encoders to laptop positions, ClickShare output, and Teams Room Compute.
Furnish and install one (1) Visionary Solutions D5200 Decoder (primary display).
Furnish and install one (1) Visionary Solutions D5100 Decoder (secondary display).
Configure multicast groups and source routing.

2.6 Wireless Presentation

Furnish and install one (1) Barco ClickShare C-10 with 1 USB-C button.
Connect HDMI output to Visionary Solutions encoder for network distribution.

2.7 Control System

Furnish and install one (1) QSC TSC-101-G3 10.1" PoE Touch Screen Controller.
Program Q-SYS UCI: source selection, volume, display power, camera presets, and system status.
Integrate with Logitech Tap IP for unified room experience.

2.8 Network Infrastructure

Furnish and install one (1) NetGear GSM4230UP-100NAS 24-port PoE++ Managed Switch (1,440W).
Furnish two (2) NetGear AXM761-10000S 10GBASE-SR SFP+ modules for fiber uplink.
Configure VLANs, QoS, and IGMP snooping. Coordinate with City IT.

2.9 USB Capture

Furnish one (1) Magewell Pro Convert IP to USB for NDI-to-USB conversion.

3. Council Chambers

Formal meeting space for City Council meetings, public hearings, and events with comprehensive audio capture, multiple display destinations, and broadcast integration.

3.1 Audio System

3.1.1 Wireless Microphone System

Furnish Shure Microflex Wireless (MXW) system:

- Seventeen (17) MXW8X Gooseneck Bases with MX405LP/C 5" Elements

- Two (2) MXW2X/SM58 Handheld Wireless Microphones

- Three (3) MXWAPX8 8-Channel Wireless Access Points

- Two (2) MXWNDX8G 8-Bay Charging Docks (Gooseneck)

- One (1) MXWNDX4G 4-Bay Charging Dock (Gooseneck)

- One (1) MXWNDX4 4-Bay Charging Dock (Handheld)

Install access points at ceiling for optimal RF coverage.

Configure Shure Wireless Workbench and Dante routing.

Connect 13 existing wired mics to new system. 8 on the dais and 4 on the staff table, 1 on the podium.

3.1.2 Audio Processing

Furnish one (1) QSC Server Core X10 with 256x256 networked audio.

Furnish one (1) QSC SLDAN-64-P Dante License (Perpetual).

Furnish QSC QIO Expanders: nine (9) QIO-ML4I, one (1) QIO-ML2X2, two (2) QIO-L4O, three (3) QIO-PSU, three (3) QIO-RMK.

Program Q-SYS: automixer, AEC, zone routing for chambers, lobby, broadcast, and ALS.

3.1.3 Amplification

Furnish one (1) QSC MP-A80V 8-channel FlexAmp (1600W, 70V/100V).

Connect to chamber speakers, lobby, and ALS transmitter.

3.2 Display System

3.2.1 Fixed Display Destinations

Furnish fourteen (14) Visionary Solutions D5200 Decoders for: Clerk monitor, projector/video wall, confidence monitors (2), lobby monitors (2), EOC, wall monitors (2), broadcast feed, and additional positions per drawings.

3.2.2 Dais Monitor Distribution

Furnish OREI HDMI-over-Cat6 system:

- One (1) HD14-EX165-K 1x4 Splitter/Extender TX

- One (1) HD18-EX165-K 1x8 Splitter/Extender TX

- Twelve (12) EX-165C-RX Receivers for Council positions

3.3 Video Distribution (AV-over-IP)

Furnish eight (8) Visionary Solutions DuetE-5 Encoders for: Clerk PC, Podium PC, ClickShare, broadcast return, and additional sources per drawings.

Configure encoder/decoder matrix and integrate with Q-SYS control.

3.4 Video Conferencing (Microsoft Teams)

Note: Replaces Shure IntelliMix Foundation (IMXF5) with Logitech Teams Room solution.

3.4.1 Teams Room Compute

Furnish one (1) Logitech RoomMate Microsoft Teams Rooms on Android compute.
Connect to display via HDMI, QSC for audio, Magewell for NDI camera input.
Configure Teams Rooms with City credentials and calendar.

3.4.2 Control and Touch Panels

Furnish two (2) QSC TSC-101-G3 Touch Controllers (wall-mount and Clerk tabletop).
Furnish one (1) QSC TSC-710tw-G3 tabletop mount for Clerk position.
Furnish one (1) Logitech Tap IP 10.1" PoE Touch Controller for dedicated Teams control.
Program Q-SYS UCI for complete room control including source selection, volume, displays, and Teams controls.

3.5 Wireless Presentation

Furnish one (1) Barco ClickShare C-10 with two (2) USB-C buttons.

3.6 USB Capture

Furnish one (1) Magewell Pro Convert IP to USB.

3.7 Network Infrastructure

Furnish one (1) NetGear GSM4248PX-100NAS M4250-40G8XF-POE+ 48-port Managed Switch.
Furnish two (2) NetGear AXM761-10000S 10GBASE-SR SFP+ modules.
Configure VLANs, QoS, and multicast consistent with Peter Kirk Room.

4. IT Closet

Furnish one (1) NetGear XSM4324 Switch.
Furnish eight (8) NetGear AXM761-10000S 10GBASE-SR SFP+ modules for room connectivity.
Configure as aggregation point for AV VLANs and multicast routing.

5. Professional Services

5.1 Project Management

Provide dedicated Project Manager for project duration.
Conduct kickoff meeting within two weeks of contract award.
Provide weekly progress reports and coordinate all site access and scheduling.

5.2 Engineering and Design

Provide detailed system drawings including equipment locations, cable routing, and terminations.
Submit shop drawings for Owner approval prior to installation.
Document all IP addresses, network settings, and configurations.

5.3 Installation

Install all equipment per manufacturer specifications and industry best practices.
Provide all cabling (Cat6A, fiber, HDMI, audio) with proper labeling.
Terminate, test, and document all connections.

5.4 Programming

- Program Q-SYS Core processors with complete DSP design, control logic, and UCIs.
- Configure Dante/AES67 audio routing throughout facility.
- Program Visionary Solutions encoder/decoder matrix.
- Configure Microsoft Teams Rooms on both Logitech RoomMate devices.
- Program camera presets and auto-tracking settings.
- Configure network switches with VLANs, QoS, and multicast.

5.5 Commissioning

- Perform comprehensive system testing of all functions.
- Verify audio quality, speech intelligibility, and coverage uniformity.
- Test video quality and routing on all displays.
- Verify Microsoft Teams functionality (audio, video, content sharing).
- Test broadcast system integration.
- Demonstrate complete system to Owner prior to acceptance.

5.6 Training

- Provide minimum four (4) hours operator training for City staff.
- Provide minimum two (2) hours technical training for IT staff.
- Provide training documentation including quick-start guides.

5.7 Documentation

- Provide as-built drawings in PDF and native CAD format.
- Provide equipment manuals and Q-SYS design file backups.
- Provide network documentation (IP schedules, VLAN configs).
- Provide warranty registration documentation.

6. Exclusions

- Broadcast production equipment (separate Quote #243193)
- Ceiling speakers (assumed existing)
- Council member dais monitors (assumed existing)
- Structural modifications or reinforcement
- Electrical service upgrades or dedicated circuits
- HVAC modifications
- Drywall, painting, or finish work
- Furniture (except specified carts)
- Microsoft Teams Rooms licenses (Owner-provided)
- Network infrastructure beyond specified AV switches
- Internet service or WAN connectivity
- Optional alternates (Video Wall, Televic, Table) unless authorized
- Permits or inspections unless otherwise agreed (KCM is providing OS Electrical labor and is pulling LV permits as quoted herein)

7. Owner Responsibilities

- Site access during business hours and after-hours as required

-
- Secure storage for equipment during installation
 - Electrical power at equipment locations (120VAC, 20A minimum per rack)
 - Network connectivity from IT Closet to City infrastructure
 - Microsoft Teams Rooms licenses and tenant credentials
 - Network configuration support from IT department
 - Timely review and approval of submittals
 - Coordination with other contractors
 - Staff availability for training

8. Warranty

Contractor shall provide 30-day Key Code Total Care Bronze support from completion. All equipment carries manufacturer standard warranty. Extended warranties included for Panasonic cameras (5-year Premium).

Key Code Total Care

30 Day Key Code Total Care Bronze

Thank you for choosing Key Code Media, this quote is covered under a 30-day remote support plan. The equipment is covered under manufacturing warranty and the labor is covered by Key Code Support.

Key Code support hosts its own secure remote access support system. This system is much like a TeamViewer remote access, with the exception that it's hosted by Key Code Media and sits behind our firewall. As part of Change Me and Key Code Media support agreement, we can install this lightweight utility on all purchased computers at the discretion of facility staff. This will allow a support engineer to log in and see what the operator is seeing in real time.

Service Expectations

This support proposal includes the following Service Level agreements:

1. Provide normal business hours support
 - a. Access to M-F 9am EST - 6pm PST support line
 - b. Includes emergency and non-emergency call for:
 - i. Software Issues and Version Upgrades
 - ii. Hardware support for purchased equipment
 - iii. Remote support
 - c. Major Holidays are not included in coverage
 - i. Christmas Day
 - ii. July 4th
 - iii. Thanksgiving +1
 - iv. New Year's Day
 - v. Memorial Day
 - vi. Labor Day
2. Contract Includes Costs for Mileage Associated with support visits
 - a. Does not include for Airfare, Hotel, Rental Car, or Per-Diem
 - b. Does not include Travel Costs associated with other quotes
 - c. All Non-Covered T&E will be invoiced at actual cost

Warranty Terms

The warranty begins upon completion of install and lasts for 30 days.

Support Contract Information

Service Hotline: 818-303-3980

Email Support: Support@keycodemedia.com (Email is monitored from 9a – 6p)

Call Back Response Time

9am – 6pm response time 5 – 30 minutes

KCM Purchase Terms & Conditions

Key Code Media Purchase Terms & Conditions

- 1. Payment Terms:** All terms are subject to credit approval, otherwise, 50% deposit due with order and the remaining balance due COD unless the purchase order was pursuant to loan or lease with approved financing institution (financing documents must accompany this signed contract. Invoices are due per terms based on invoice date. Partial payment is due on partial shipments. A service handling charge of 3% for credit card payments will be added to all credit card orders.
- 2. Service charge and/or Interest:** Any payments deferred after the due date as specified herein shall bear interest and/or service charges at the rate of 1% per month (calculated daily) or the maximum rate allowed by law. In addition, Key Code Media shall have all remedies afforded by the Uniform Commercial Code as adopted in the State of for any defaults by client. If any invoice remains unpaid, in full or in part, after the due date Key Code Media, Inc has full discretion in obtaining an attorney or outside agency to recovery any and all outstanding amounts. The Purchaser agrees that he/she/it is fully liable or any and all legal and/or collection fees incurred in the collection of any outstanding amounts owing to Key code Media, Inc.
- 3. Security Interest:** Key Code Media, Inc. shall retain title to all goods until Key Code Media Inc. receives payment in full. The Purchaser hereby grants to Seller a security Interest in all goods shipped to the Purchaser and the proceeds thereof until the Purchaser pays for such goods in full. A copy of this Agreement may be filed by Seller at any time as a financing statement in order to perfect Seller's security interest.
- 4. Representation of Solvency:** The Purchaser hereby represents that he/she/it is solvent and that on each delivery this representation shall be deemed received, unless notice to the contrary is given in writing by the Purchaser to Key Code Media, at or before the delivery of goods.
- 5. Return of Goods:** A restocking fee of up to 30% will be charged on canceled or changed orders. No merchandise may be returned without prior consent. No return will be allowed for any items that were delivered over more than 30 days or any custom made items, used and B stock items, software products and maintenance contract. Credit on returns will be subject to the condition of the returned product upon inspection. In the event client reconfigures, reschedules or cancels an order containing special order items, client shall be subject to charges associated with the purchase of said items. Costs may include the full cost of these items in addition to any and all costs, expenses and/or penalties imposed on Key Code Media by vendors for return of goods. The Purchaser also covers the shipping on the return. Please refer to our RMA Policy for more information.
- 6. Shipping:** Delivery dates are approximate and subject to delay due to events beyond the reasonable control of Key Code Media, Inc. Freight charges will cover for both inbound and outbound and is for estimation purposes only. The actual amount will be provided by the shipping Company after purchaser receives shipment. Key Code Media, Inc will update that information to your invoice. Partial payment is due on partial shipments.
- 7. ALL TRADE IN CREDIT ORDERS:** Any hardware trade-ins or software licenses must be returned within 30 days upon delivery of new upgraded system. If products are not returned within 30 days, client will no longer be entitled to Trade In credit and will be charged the Trade-in credit. Client must be the original owner of the hardware or software or have a valid system transfer approved by the manufacturer.
- 8. Taxes:** Purchaser shall reimburse Key Code Media, Inc. for all taxes, excises, or other charges that Seller may be required to pay to the government upon the sale, production, or transportation of the Goods sold hereunder. A valid Reseller Certificate or Post Production Exemption certificate must be completed in order to receive the full or partial sales tax exemption.
- 9. Warranty:** Key Code Media technical services are not covered under manufacturer's warranties express or implied. No express or implied warranty of any kind is made with respect to the goods. In addition, no liability is assumed by our company for damage and/or injury resulting from use of products supplied by this company.

10. Limitation of Liability: Except to the extent prohibited under applicable law, in no event shall Key Code Media’s liability arising out of this Quotation/Purchase exceed the amount shipped by Key Code Media to the Purchaser hereunder. In no event shall Key Code Media be liable for costs of procurement of substitute products or services, lost profits or any consequential, special, incidental, or indirect damages, however caused and on any theory of liability (including negligence or strict liability), arising out of this quotation. The purchaser acknowledges and agrees that the amounts payable hereunder by the Purchaser are based in part upon these limitations, notwithstanding any failure of essential purpose of any limited remedy.

11. No claim or right arising out of a breach of this contract by client can be discharged, in whole or in part, by a waiver or renunciation of any other claim or right by Key Code Media. This contract supersedes all prior proposals, negotiations and all other terms (including terms implied on customer purchase orders). This contract can be modified or rescinded only by a writing signed by both parties.

12. Both parties agree that federal and state courts have jurisdiction and venue and this contract shall be governed by the Uniform Commercial Code (as adopted in) and the substantive and procedural laws of Washington. The prevailing party shall be entitled to reasonable attorney fees, costs and necessary disbursements in addition to any other relief to which such party may be entitled by virtue of this contract and applicable law.

SUBJECT TO STATE AND LOCAL TAXES WHERE APPLICABLE

F.O.B. FACTORY, FREIGHT IS ADDITIONAL

Tariff Adjustment Clause:

"In the event of any increase in tariffs, duties, or other governmental charges imposed on the goods after the date of this agreement, Key Code Media has the right to pass these additional costs on to the Buyer. Such increases will be calculated based on the actual additional costs incurred by Key Code Media and will be added to the final invoice or a subsequent invoice. Key Code Media will notify the Buyer of any such adjustments as soon as reasonably possible. By accepting these Terms and Conditions, the Buyer agrees to pay any additional charges resulting from such increases."

OS Labor and Permits

Mfr. Name	Mfr. Part #	Product Details	Qty.	Discount	MSRP	KCM Unit Price	KCM Ext. Price	Contract Unit Price	Contract Pricing
		OS Labor and Permits							

OS Labor and Permits

Mfr. Name	Mfr. Part #	Product Details	Qty.	Discount	MSRP	KCM Unit Price	KCM Ext. Price	Contract Unit Price	Contract Pricing
Cochran	Cochran Electric OS Labor	<p>City of Kirkland AV Receptacle Installation</p> <p>Base Proposal• Provide labor and material to install (2) new duplex receptacles in the Peter Kirk room for installation of (2) new AV screens• Pricing assumes pathway to closest panel is no more than 100' away – should closest panel be further than 100' away change order pricing will be provided• Pricing assumes that existing panel has sufficient space for new receptacle tie ins – should existing panel be insufficient in space change order pricing will be provided• Pricing assumes that pathway is all accessible ceiling space• Pricing is based on work performed during normal business hours• Pricing includes Electrical Permit and Inspection• Pricing includes Project Management, Project Engineering and Administrative Overhead• Pricing is based upon all work scopes above being performed in conjunction• Pricing is based upon customer provided parking for project duration</p>	1	0.00%	\$4,470.00	\$4,470.00	\$4,470.00	\$4,470.00	N
City of Kirkland	City of Kirkland LV Permit	Budget allocation for Low Voltage Permit for Broadcast and AV Projects. Will be billed at actual rate pending permit application and approval by the City of Kirkland.	1	0.00%	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	N
		Section Subtotal					\$9,470.00		
	Comment	Omnia Partners Purchasing Agreement # 2019.001407. Ground freight included	1	0.00%	\$0.00	\$0.00	\$0.00	\$0.00	Y

Subtotal: \$9,470.00

AV Systems Replacement



Prepared by:

Key Code Media, Inc. - Washington

Tom Arenz
 206-249-4061
 tarenz@keycodemedia.com

Bill To:

City of Kirkland

123 Fifth Avenue
 Kirkland, WA 98033
 Smitha Krishnan
 425-587-3205
 skrishnan@kirklandwa.gov

Ship To:

City of Kirkland

123 5th Ave
 Kirkland, WA 98033-6121
 Smitha Krishnan
 425-587-3205
 skrishnan@kirklandwa.gov

Quote Information:

Quote #: 242635

Version: 21
 Delivery Date: 05/11/2026
 Expiration Date: 05/29/2026
 Terms: Net 30 Days, PO Required


Quote Summary


Description	Amount
Peter Kirk Conference Room	\$110,843.88
Council Chambers AV	\$102,547.91
IT Closet	\$3,049.13
Projection Screen Replacement	\$4,294.73
Professional Services-Peter Kirk Conference Room, Council Chambers and IT Closet	\$121,328.00
Project Materials	\$17,911.41
OS Labor and Permits	\$9,470.00
Subtotal:	\$369,445.06
Estimated Tax:	\$38,422.33
Total:	\$407,867.39

This Sales Quote ("SO") includes the Terms and Conditions ("T&C") available at <https://www.keycodemedia.com/purchase-terms-conditions/> and <https://www.keycodemedia.com/master-service-agreement/>, which are applicable to all professional service-related purchases. It constitutes an offer or counter-offer, as applicable, by Key Code Media, Inc. or Burst Communications ("Seller"). This SO, along with the incorporated T&C, becomes binding upon the Buyer listed herein ("Buyer") at the earliest of the following events: (i) Buyer's acknowledgment of this agreement; or (ii) the receipt of any goods and/or services ordered under this agreement. Please note that no Buyer acknowledgment form, purchase order, or any other document can modify the terms outlined in the SO or the T&C.

Key Code Media, Inc. - Washington

City of Kirkland

Signature: 
 Name: Tom Arenz
 Title: Senior Account Manager, PNW
 Date: 05/11/2026

Signature: 
 Name: Tracey Dunlap
 Date: 05/27/2026

Key Code Media, Inc. - Washington

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Attachment B



Broadcast Systems Replacement Project

Quote # 243193 Version 8

Prepared for:

City of Kirkland

Prepared by:

Tom Arenz

Client Objectives

Description	Qty
<p>The City of Kirkland is requesting a proposal from Key Code Media under the Omnia Partnership Contract for Audio Visual Goods and Services, University of California, Contract Number: 2019.001407, for the replacement of Audio Visual and Broadcast systems.</p> <p>The scope of work includes:</p> <ul style="list-style-type: none"> • System equipment recommendations • System design • System installation & Testing • System Training <p>This section of the proposal cover the Broadcast System.</p> <p>INSTALLATION TIMELINE CONSIDERATIONS Council Chambers (AV and Broadcast Systems)</p> <ul style="list-style-type: none"> • On-Site Work Start: July 8, 2026 • All Installation and Testing Must Be Complete By: July 31, 2026, with the goal of having one room available on July 21 for a Council meeting. The City only needs the room; they will provide a portable broadcast system <p>This includes all final system testing, commissioning, and staff orientation in the Chambers.</p> <p>Peter Kirk Room</p> <ul style="list-style-type: none"> • Installation may occur during any one-week window between July 8 and July 31, 2026. • Coordinate timing with City staff upon award of contract. <p>Equipment Rack, Control Room, and System Cabling</p> <ul style="list-style-type: none"> • Work on shared infrastructure (racks, cable runs, patch panels, control room integration) may be scheduled any time between July 1 and July 31, 2026. • Vendor must coordinate access and phasing to ensure readiness for Council Chambers timeline. <p>Timeline Considerations:</p> <ul style="list-style-type: none"> • Work in the Council Chambers must begin on July 8 2026, with all installation and testing completed by July 31, 2026. • Project documents, including current AV systems drawings and equipment lists, will be sent separately. • Additional notes regarding specific equipment preferences and components that may be carried forward from existing systems will also be included for your review. <p>SUBMISSION REQUIREMENTS Please submit the following as part of your quote package:</p> <ul style="list-style-type: none"> • Two separate quotes: one for AV system, one for Broadcast system • System design narrative and floorplan/rack elevation concepts (if available) • Detailed equipment lists with manufacturers, models, and quantities • Line-item installation and labor breakdowns 	

Client Objectives

Description	Qty
<ul style="list-style-type: none"> • Project schedule aligned with required timelines • Warranty information and optional support/maintenance plans <p>Staff training plan and documentation deliverables</p>	

Broadcast System Equipment

Mfr. Name	Mfr. Part #	Product Details	Qty.	Discount	MSRP	KCM Unit Price	KCM Ext. Price	Contract Unit Price	Contract Pricing
		City of Kirkland Broadcast Video System Upgrade							
Vizrt TriCaster Vizion NDI Switcher, Control Panel, Connect Audio and Kiloview NDI Recording System									
NewTek-Viz	VR16FDCPVCA	NewTek-Viz Vizion Rack 16 with Flex Dual and Connect Audio This bundle includes a Vizion Tower 16 perpetual system with TriCaster Flex Dual Control Panel and Viz Connect Audio. This bundle can be combined with a trade-in up to \$3,000 total; may not be broken apart and resold separately. Expires 6/30/2026.	1	15.00%	\$45,995.00	\$39,095.75	\$39,095.75	\$39,095.75	Y
	PTP-000121	VizRT ProTek Professional for TC Vizion 1st Year upgrade	1	10.00%	\$720.00	\$648.00	\$648.00	\$648.00	Y
	PTP-000122	VizRT ProTek Professional for TriCaster Vizion (2nd Year onwards)	2	10.00%	\$3,600.00	\$3,240.00	\$6,480.00	\$3,240.00	Y
	PHR-000119	VizRT ProTek Adv HW Repl for TriCaster Vizion	2	10.00%	\$1,080.00	\$972.00	\$1,944.00	\$972.00	Y
	HW-VIZION-WTY-V003	VizRT 5 year HW warranty for TriCaster Vizion 16 SDI	1	10.00%	\$1,200.00	\$1,080.00	\$1,080.00	\$1,080.00	Y
	PTP-000112	VizRT ProTek Professional for Viz Connect Audio	2	10.00%	\$225.00	\$202.50	\$405.00	\$202.50	
	PHR-000112	VizRT ProTek Adv HW Replacement for Viz Connect Audio	2	10.00%	\$75.00	\$67.50	\$135.00	\$67.50	Y

Broadcast System Equipment

Mfr. Name	Mfr. Part #	Product Details	Qty.	Discount	MSRP	KCM Unit Price	KCM Ext. Price	Contract Unit Price	Contract Pricing
	PTP-000110	VizRT ProTek Professional for TriCaster Flex Dual	2	10.00%	\$1,395.00	\$1,255.50	\$2,511.00	\$1,255.50	Y
	PHR-000110	VizRT ProTek Adv HW Replacement for TriCaster Flex Dual	2	10.00%	\$465.00	\$418.50	\$837.00	\$418.50	Y
NewTek-Viz	VFDCT1ASub	NewTek-Viz Viz Flowics Data Connector Type 1 Annual Subscription	1	5.00%	\$1,200.00	\$1,140.00	\$1,140.00	\$1,140.00	Y
Kiloview	CUBE R1	Kiloview CUBE R1 9-Channel NDI Recorder System, Limited 1-Year Manufacturer Warranty, 2x Power Supply Cables	1	0.00%	\$2,499.00	\$2,499.00	\$2,499.00	\$2,499.00	N
Kiloview	ST-UX-2T	Kiloview 2TB SSD Storage	2	0.00%	\$699.00	\$699.00	\$1,398.00	\$699.00	N
NewTek-Vizrt Training and Commissioning									
NewTek-Viz	PSP-20HOUR	NewTek 20 Hour Professional Services Plan - A minimum of 3 weeks-notice required	1	5.00%	\$4,795.00	\$4,555.25	\$4,555.25	\$4,555.25	Y
Panasonic 4K/HDSDDI Full bandwidth NDI PTZ Cameras and Controller									
Panasonic	AW-UE80WPJ5	Panasonic Connect AW-UE80 Video Conferencing Camera - 60 fps - White - 4K - 3840 x 2160 Video - MOS Sensor - Auto/Manual - 82° Angle - Ceiling Mount - 2x Digital Zoom - Network (RJ-45) - For Camera Controller, Desktop PC - Windows 10, macOS 11.0.1, macOS	6	20.00%	\$5,881.00	\$4,704.80	\$28,228.80	\$4,704.80	Y
Panasonic	AV-SVCEXTWAR5Y B	Panasonic Pro AV Premium - Extended Warranty - 5 Year - Warranty - Technical	6	26.00%	\$817.34	\$604.83	\$3,628.98	\$604.83	Y
FEC	FEC-40WMW	FEC Wall Mount for Panasonic PTZ Camera	6	25.00%	\$145.00	\$108.75	\$652.50	\$108.75	Y
Panasonic	AW-RP150GJ5	Panasonic Remote Camera Controller with 7" Touchscreen Advanced Full PTZ Panasonic Remote Camera Controller with 7" Touchscreen Advanced Full PTZ	1	10.00%	\$6,133.62	\$5,520.26	\$5,520.26	\$5,520.26	Y

Broadcast System Equipment

Mfr. Name	Mfr. Part #	Product Details	Qty.	Discount	MSRP	KCM Unit Price	KCM Ext. Price	Contract Unit Price	Contract Pricing
Panasonic	AV-SVCEXTWAR5Y B	Panasonic Pro AV Premium Support - Extended Warranty - 5 Year - Warranty - Technical	1	26.00%	\$817.34	\$604.83	\$604.83	\$604.83	Y
	NET-GSM4248PX-100NAS	Netgear AV Line M4250 GSM4248PX 40-Port Gigabit PoE+ Compliant Managed AV Switch with SFP+ (960W)	2	30.00%	\$4,520.67	\$3,164.47	\$6,328.94	\$3,164.47	Y
FSCOM	SFP-10GSR-85	FS NetGear AXM761 Compatible 10GBASE-SR SFP+ 850nm 300m DOM Duplex LC/UPC MMF Optical Transceiver Module	4	25.00%	\$50.00	\$37.50	\$150.00	\$37.50	N
	SFP-10G-T-30	FS NetGear Compatible 10GBASE-T SFP+ Copper 30m RJ-45 Transceiver Module (LOS)	1	33.14%	\$172.00	\$115.00	\$115.00	\$115.00	N
Yamaha DANTE Audio Console									
Yamaha Corporation	DM3-D	Yamaha Professional 22 Ch Ultracompact Digital Mixer with Dante	1	29.00%	\$3,054.00	\$2,168.34	\$2,168.34	\$2,168.34	Y
Audinate	Dante Virtual Soundcard (Single Machine) and Dante Via (Tran)	Audinate Dante Virtual Soundcard (Single Machine) and Dante Via (Transferable) Combo	1	0.00%	\$0.00	\$82.00	\$82.00	\$82.00	N
Genelec	8320APM	Genelec 4" LF / 50W & .75" HF / 50W. Analog Input. Dark Grey Finish.	4	10.00%	\$895.00	\$805.50	\$3,222.00	\$805.50	N
Martin & Ziegler Production Console for control room									
Martin & Ziegler	LS6D	Martin & Ziegler Pre configured 6 bay Deck Only Logic System. No rear doors, deck depth:18" Deck color: Graphite Nebula	1	0.00%	\$9,376.00	\$9,376.00	\$9,376.00	\$9,376.00	N
Martin & Ziegler	LS2D-RD	Martin & Ziegler Pre configured 2 bay Deck Only Logic System. Rear doors included. Deck depth: 18" Desk Color: Graphite Nebula:	1	0.00%	\$3,842.00	\$3,842.00	\$3,842.00	\$3,842.00	N

Broadcast System Equipment

Mfr. Name	Mfr. Part #	Product Details	Qty.	Discount	MSRP	KCM Unit Price	KCM Ext. Price	Contract Unit Price	Contract Pricing
Martin & Ziegler	9112-S-14-104-RM	Martin & Ziegler Articulating Pole Mount suspends monitor above console and extends 14". Pivot and tilt adjustment with rail adapter. Black	5	0.00%	\$315.00	\$315.00	\$1,575.00	\$315.00	N
Martin & Ziegler	9136-S-28-104-RM	Martin & Ziegler Single pole mount 28" pole no articulation with rail mount. Black	4	0.00%	\$320.00	\$320.00	\$1,280.00	\$320.00	N
Martin & Ziegler	CW	Martin & Ziegler Custom 2RU Desktop rack 12" deep	3	0.00%	\$410.00	\$410.00	\$1,230.00	\$410.00	N
Martin & Ziegler	Freight Prep	Martin & Ziegler Palletize and Wrap fee	1	0.00%	\$320.00	\$320.00	\$320.00	\$320.00	N
Martin & Ziegler	LTL Freight	<p>Martin & Ziegler ESTIMATED Freight Cost. . Actual freight cost could exceed, Dock to dock delivery to governmental facility</p> <p>"Dock to Dock" requires a liftgate if a residential delivery. "Inside Delivery" is limited to inside nearest door, must have level, paved surfaces with no obstacles or stairs and must fit through door. Government sites, Military bases, Churches and Schools have additional fees. scheduled delivery time will add a fee. Please note any damage on paperwork (BOL) before signing. Failure to note damage on packaging or inspecting contents for hidden damage will cause damage claim to be denied.</p>	1	0.00%	\$651.60	\$651.60	\$651.60	\$651.60	N
CableCast Server System: Main system Cable, VOD, Live streaming									
VIO 4 Video Server (Playout)									

Broadcast System Equipment

Mfr. Name	Mfr. Part #	Product Details	Qty.	Discount	MSRP	KCM Unit Price	KCM Ext. Price	Contract Unit Price	Contract Pricing
CableCast	CBL-VIO4-800	<p>CableCast 4 channel configurable SD/HD SDI encode/decode, multi-format server with 10TB of usable RAID5 storage in a 3 RU chassis. Includes 2 10GB ethernet ports. Redundant power.</p> <p>Selectable SD or HD SDI with embedded audio. Pulls in RTP, RTMP, RTSP, NDI, SRT and HLS streams. Includes Cablecast Automation, Video and CG server Software. Cablecast CG Player Software is optional. Includes graphics, crawl, bug, bug text on output. 3 year hardware warranty, system commissioning and one year of Gold support included.</p>	1	5.00%	\$25,750.00	\$24,462.50	\$24,462.50	\$24,462.50	Y
CableCast	CBL-STRUPG-40TB	<p>CableCast Thirty TB storage upgrade for Cablecast VIO and VOD servers to increase content storage to 40TB. Must be ordered at time of purchase.</p>	1	5.00%	\$3,770.00	\$3,581.50	\$3,581.50	\$3,581.50	Y
CableCast	CBL-VIO4-HA	<p>CableCast Annual hardware warranty contract for the CBL-VIO4. First 3 years are included with the purchase. 2 Additional years of Hardware Assurance, covering the system for a total of 5 years. 25% Discount included when purchased with a newsystem. MSRP</p>	2	0.00%	\$1,931.25	\$1,931.25	\$3,862.50	\$1,931.25	Y
VIO Lite CG Server (Bulliten Board)									

Broadcast System Equipment

Mfr. Name	Mfr. Part #	Product Details	Qty.	Discount	MSRP	KCM Unit Price	KCM Ext. Price	Contract Unit Price	Contract Pricing
CableCast	CBL-VIOLITE-CG- SVR-800	Cablecast VIO server hardware with 8TB storage in a 2RU chassis with whisper quiet fans, configured for CG payout on up to two (2) channels. Suitable for those that are not utilizing Cablecast Automation or Video Servers, or those that want redundancy. S 3 year hardware warranty and system commissioning included. Includes one (1) Cablecast CG Player License. Does not include rack rails.	1	5.00%	\$6,645.00	\$6,312.75	\$6,312.75	\$6,312.75	Y
CableCast	CBL-VIOLITE-CG- HA	CableCast Annual hardware warranty contract for the CBLVIOLITE-CG-SVR. First 3 years are included with the purchase.2 Additional years of Hardware Assurance, covering the system for a total of 5 years.25% Discount when purchased with new system.	2	5.00%	\$665.00	\$631.75	\$1,263.50	\$631.75	Y
CableCast	CBL-CGPLAYER-LIC	Cablecast CG bulletin board software for installation in Cablecast VIO video servers. All bulletin board features and native integration with the Cablecast schedule for display of "Airs Again On"," Coming up Next" and Cablecast schedule bulletin	1	5.00%	\$1,550.00	\$1,472.50	\$1,472.50	\$1,472.50	Y
CableCast REFLECT+									

Broadcast System Equipment

Mfr. Name	Mfr. Part #	Product Details	Qty.	Discount	MSRP	KCM Unit Price	KCM Ext. Price	Contract Unit Price	Contract Pricing
CableCast	CBL-REFLECT-PLUS	<p>CableCast Annual Cloud-based REFLECTion service with cloud-based storage and delivery operating in conjunction with both Cablecast Live and CablecastVOD software. Content is pushed to REFLECT+eliminating the need to open a port in your Firewall. Include</p> <p>Also includes 10TBof storage. Additional storage available in 1TBincrements. Serves a virtually unlimited numberof live and VOD streams over the web, OTT andMobile apps. Includes up to 3 live streamingChannels. Renews annually.Includes access to the FREE Cablecast OTTApp on Apple TV, Roku, Fire TV, IOS, & AndroidMobile.</p>	1	5.00%	\$4,100.00	\$3,895.00	\$3,895.00	\$3,895.00	Y
CableCast Gold Support									
CableCast	CBL-GOLD-CH 1YR	<p>CableCast Annual support subscription per I/O (Input/Output).</p> <p>Same day email, phone and remote login support.Includes all new software releases. Also includespremium features only available with Gold orPlatinum support. VIO4 = 4 I/O. VIO2, VIO Lite andVIO Stream = 2 I/O.*Software updates are customer installed withguided instructions included, support assistance provided as needed. Cablecast can perform installation of software updates for an additional \$300 (CBL-SVC-UPGRADE)</p>	16	5.00%	\$400.00	\$380.00	\$6,080.00	\$380.00	Y
CableCast Training									

Broadcast System Equipment

Mfr. Name	Mfr. Part #	Product Details	Qty.	Discount	MSRP	KCM Unit Price	KCM Ext. Price	Contract Unit Price	Contract Pricing
CableCast	CBL-SVC-PH HRLY	CableCast One hour of scheduled online training, installation assistance, guidance, or targeted help in utilizing Cablecast, Cablecast CG and REFLECT. Needs to be scheduled 2 weeks in advance. Training hours expire after 2 years from purchase.	6	5.00%	\$100.00	\$95.00	\$570.00	\$95.00	Y
Video Router									
AJA	KUMO-3232-R2	AJA KUMO 32x32 Compact SDI Router, with 1 Power Supply	1	10.00%	\$4,575.00	\$4,117.50	\$4,117.50	\$4,117.50	Y
AJA	KUMO-PWR-R0	AJA KUMO +12VDC Power Supply, for redundant operation or spare	1	10.00%	\$125.00	\$112.50	\$112.50	\$112.50	Y
AJA	KUMO CP	AJA Control Panel for KUMO 1616 and 3232 Routers	2	10.00%	\$915.00	\$823.50	\$1,647.00	\$823.50	Y
Sony	FW32BZ30J	Sony BRAVIA BZ30J 32" UHD 4K HDR Commercial Monitor	4	25.38%	\$670.00	\$499.99	\$1,999.96	\$499.99	Y
AJA	HA5-PLUS-R0	AJA HDMI to SDI Converter	4	10.00%	\$525.00	\$472.50	\$1,890.00	\$472.50	Y
AJA	HI5-PLUS-R1	AJA SDI to HDMI Converter	4	10.00%	\$525.00	\$472.50	\$1,890.00	\$472.50	Y
AJA	RMB-10-R0	AJA Mini Converter Rack Mount	1	10.00%	\$105.00	\$94.50	\$94.50	\$94.50	Y
C2G	54325	3ft (0.9m) DisplayPort™ Male to HDMI™ Male Adapter Cable - Black	4	25.01%	\$38.99	\$29.24	\$116.96	\$29.24	Y
Sync System & Modular Refresh									
Ross Video Ltd.	OGX-FR-CN	Ross Video Ltd. OGX Frame, includes advanced frame controller and one power supply	2	10.00%	\$2,900.00	\$2,610.00	\$5,220.00	\$2,610.00	Y
Ross Video Ltd.	PS-OGX	Ross Video Ltd. Redundant or spare power supply for OGX-FR-CN	2	10.00%	\$970.00	\$873.00	\$1,746.00	\$873.00	Y

Broadcast System Equipment

Mfr. Name	Mfr. Part #	Product Details	Qty.	Discount	MSRP	KCM Unit Price	KCM Ext. Price	Contract Unit Price	Contract Pricing
Ross Video Ltd.	SPG-8260-R2	Ross Video Ltd. Sync Pulse Generator	1	10.00%	\$2,900.00	\$2,610.00	\$2,610.00	\$2,610.00	Y
Ross Video Ltd.	SFS-8622-A-R2A	Ross Video Ltd. A/V Frame Synchronizer with Audio Embedding / De-Embedding	2	10.00%	\$1,900.00	\$1,710.00	\$3,420.00	\$1,710.00	Y
Ross Video Ltd.	ADA-8405-C-R2C	Ross Video Ltd. Analog Audio and Timecode DA with Remote Gain	1	10.00%	\$600.00	\$540.00	\$540.00	\$540.00	Y
Ross Video Ltd.	MUX-8258-4C-R2C	Ross Video Ltd. HD/SD 4 Channel Analog audio Multiplexer with rear I/O	1	10.00%	\$1,900.00	\$1,710.00	\$1,710.00	\$1,710.00	Y
Ross Video Ltd.	UDA-8705A-R2L	Ross Video Ltd. Analog Video Utility Distribution Amplifier with 20-Slot frame Rear Module, R2L-8705, Looping input	2	10.00%	\$510.00	\$459.00	\$918.00	\$459.00	Y
Kiloview	KVW-N3-S	Kiloview 3G-SDINANDI Bi-Directional converter; 3G SDI Full NDI Encoder and Decoder. POE. Tally	1	0.00%	\$569.00	\$569.00	\$569.00	\$569.00	N
		Section Subtotal					\$211,805.92		
	Comment	Omnia Partners Purchasing Agreement # 2019.001407. Ground freight included	1	0.00%	\$0.00	\$0.00	\$0.00	\$0.00	Y

Subtotal: \$211,805.92

Professional Services & Materials

Mfr. Name	Mfr. Part #	Product Details	Qty.	Discount	MSRP	KCM Unit Price	KCM Ext. Price	Contract Unit Price	Contract Pricing
		Broadcast System Labor and Materials							
Administration									

Professional Services & Materials

Mfr. Name	Mfr. Part #	Product Details	Qty.	Discount	MSRP	KCM Unit Price	KCM Ext. Price	Contract Unit Price	Contract Pricing
Key Code Media Professional Services	Project Manager 1	Manages projects to ensure the proposed plan adheres to the timeline, budget and scope. Their duties include planning small, medium, and large projects in detail, setting schedules for all stakeholders and executing each step of the project.	22.5	0.00%	\$127.00	\$127.00	\$2,857.50	\$127.00	Y
	Engineer 2 - Sr. Engineer/Sr. Project Engineer	Senior Engineer with advanced system knowledge and numerous Industry Certifications. A Responsible for setting up, configuring, and maintaining systems for Post, Broadcast and AV Communications. Qualified to provide Consulting, System Commissioning	18	0.00%	\$146.00	\$146.00	\$2,628.00	\$146.00	Y
Design & CAD									
	Engineer 2 - Sr. Engineer/Sr. Project Engineer	Senior Engineer with advanced system knowledge and numerous Industry Certifications. A Responsible for setting up, configuring, and maintaining systems for Post, Broadcast and AV Communications. Qualified to provide Consulting, System Commissioning	23.5	0.00%	\$146.00	\$146.00	\$3,431.00	\$146.00	Y
Key Code Media Professional Services	Designer 1	Design Engineer with system knowledge and numerous Industry Certifications. A Responsible for designing systems for Post, Broadcast and AV Communications. Qualified to provide Consulting, System Commissioning	16.5	0.00%	\$156.00	\$156.00	\$2,574.00	\$156.00	Y
	Designer 1 - CAD Engineer	Responsible for the creation of technical and detailed design drawings. Produce designs that meet client requirements and targets. Provide detailed design plans for architects and engineers from other disciplines to follow. Oversees assistant drafters	12	0.00%	\$156.00	\$156.00	\$1,872.00	\$156.00	Y

Professional Services & Materials

Mfr. Name	Mfr. Part #	Product Details	Qty.	Discount	MSRP	KCM Unit Price	KCM Ext. Price	Contract Unit Price	Contract Pricing
Key Code Media Professional Services	Designer 2 - Asst. CAD Engineer	Responsible for assisting the CAD Engineer in the creation of technical and detailed design drawings. Produce designs that meet client requirements and targets. Provide detailed design plans for architects and engineers from other disciplines to follow.	60	0.00%	\$161.00	\$161.00	\$9,660.00	\$161.00	Y
Installation									
	Installer 1	Pre-Integration and System Testing Corrected rate	3	0.00%	\$105.00	\$105.00	\$315.00	\$105.00	Y
Key Code Media Professional Services	Installer 3	Site Lead-Superintendent	40	0.00%	\$135.00	\$135.00	\$5,400.00	\$135.00	Y
Key Code Media Professional Services	Travel - Expenses	Travel and Expenses Flat Rate	1	0.00%	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	Y
Key Code Media Professional Services	Installer 2	Advanced Installer and Crew Lead. Oversees Installation/termination of low voltage, network cabling and hardware to industry standards.	160	0.00%	\$120.00	\$120.00	\$19,200.00	\$120.00	Y
Key Code Media Professional Services	Travel - Expenses	Travel and Expenses Flat Rate	4	0.00%	\$2,500.00	\$2,500.00	\$10,000.00	\$2,500.00	Y
Key Code Media Professional Services	Installer 1	Integration and System Testing Corrected Designation	200	0.00%	\$105.00	\$105.00	\$21,000.00	\$105.00	Y
Key Code Media Professional Services	Travel - Expenses	Travel and Expenses Flat Rate	5	0.00%	\$2,500.00	\$2,500.00	\$12,500.00	\$2,500.00	Y
Engineering - Commissioning and Testing									
	Engineer 2 - Sr. Engineer/Sr. Project Engineer	Senior Engineer with advanced system knowledge and numerous Industry Certifications. A Responsible for setting up, configuring, and maintaining systems for Post, Broadcast and AV Communications. Qualified to provide Consulting, System Commissioning	135	0.00%	\$146.00	\$146.00	\$19,710.00	\$146.00	Y

Professional Services & Materials

Mfr. Name	Mfr. Part #	Product Details	Qty.	Discount	MSRP	KCM Unit Price	KCM Ext. Price	Contract Unit Price	Contract Pricing
Key Code Media Professional Services	Travel - Expenses	Travel and Expenses Flat Rate	3	0.00%	\$2,500.00	\$2,500.00	\$7,500.00	\$2,500.00	Y
		Section Subtotal					\$121,147.50		
		Integration Materials							
TechGarden	B0BNPVMQVT	TechGarden Wired Number Pad, USB Numeric Keypad 19 Key Number Keypad Keyboard for Laptop PC Computer Notebook, Big Print Letters - Black	1	0.00%	\$0.00	\$12.00	\$12.00	\$12.00	N
Belden	1855A 0101000	Belden CMR Rated 6G-SDI Mini-RG59 Digital Coax Video Cable 23 AWG - Black - 1000 Foot	1	54.00%	\$1,036.40	\$476.74	\$476.74	\$476.74	Y
Belden	4855RMBUHD3 B50	Belden 3-Piece 12 GHz RG-59 Micro BNC Crimp Connector - 50/Pack	1	0.00%	\$434.99	\$434.99	\$434.99	\$434.99	Y
Belden	1855ABHD3 50 PACK	6G-SDI 3-Pc BNC HD Crimp Connector for 1855A/23 AWG Mini RG59 Coax - Purple Band - 50 Pack	2	10.00%	\$124.00	\$111.60	\$223.20	\$111.60	Y
Middle Atlantic	HP	Middle Atlantic 10-32 Rackscrews - Truss Head - 100 Pieces	1	25.00%	\$46.00	\$34.50	\$34.50	\$34.50	Y
Belden	2412 005A1000	CMR Enhanced Premise 350MHz CAT6+ 4 Pair U/UTP Cable Solid Copper 23 AWG - Green - 1000 Ft/Reel-in-Box	3	15.00%	\$368.70	\$313.40	\$940.20	\$313.40	Y
Simply45	S45-1700P	Simply45 S45-1700P ProSeries Cat6 or Cat6a Unshielded RJ545 Mod Plugs with CAP45 - 100 Piece Jar	1	0.00%	\$84.95	\$84.95	\$84.95	\$84.95	N
Belden	9451 0101000	CMR/Riser Rated Single Pair Analog Audio Cable 22 AWG - TC - Shielded - Black - 1000 ft	1	25.00%	\$514.80	\$386.10	\$386.10	\$386.10	Y

Professional Services & Materials

Mfr. Name	Mfr. Part #	Product Details	Qty.	Discount	MSRP	KCM Unit Price	KCM Ext. Price	Contract Unit Price	Contract Pricing
Neutrik	NC3MXX	3 Pin Male XLR Cable Connector - Nickel/Silver	2	0.00%	\$3.73	\$3.73	\$7.46	\$3.73	N
Neutrik	NC3FXX	3 Pin Female XLR Connector - Nickel/Silver	2	0.00%	\$4.13	\$4.13	\$8.26	\$4.13	N
Key Code Media Professional Services	KCM-INT-MAT	Integration Materials Budget for Misc. items	1	0.00%	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	N
		Section Subtotal					\$6,608.40		
	Comment	Omnia Partners Purchasing Agreement # 2019.001407. Ground freight included	1	0.00%	\$0.00	\$0.00	\$0.00	\$0.00	Y

Subtotal: **\$127,755.90**

Scope of Work

Broadcast Systems Project Scope of Work document can be viewed here: https://keycodemediainc.sharepoint.com/:w:/s/Client-Folders/IQBaHiydFh0hTIAZgMAWaoD2AWSEvnwLLUf1b-7NI_OPoDg?e=KYdgmL

Key Code Total Care

30 Day Key Code Total Care Bronze

Thank you for choosing Key Code Media, this quote is covered under a 30-day remote support plan. The equipment is covered under manufacturing warranty and the labor is covered by Key Code Support.

Key Code support hosts its own secure remote access support system. This system is much like a TeamViewer remote access, with the exception that it's hosted by Key Code Media and sits behind our firewall. As part of Change Me and Key Code Media support agreement, we can install this lightweight utility on all purchased computers at the discretion of facility staff. This will allow a support engineer to log in and see what the operator is seeing in real time.

Service Expectations

This support proposal includes the following Service Level agreements:

1. Provide normal business hours support
 - a. Access to M-F 9am EST - 6pm PST support line
 - b. Includes emergency and non-emergency call for:
 - i. Software Issues and Version Upgrades
 - ii. Hardware support for purchased equipment
 - iii. Remote support
 - c. Major Holidays are not included in coverage
 - i. Christmas Day
 - ii. July 4th
 - iii. Thanksgiving +1
 - iv. New Year's Day
 - v. Memorial Day
 - vi. Labor Day
2. Contract Includes Costs for Mileage Associated with support visits
 - a. Does not include for Airfare, Hotel, Rental Car, or Per-Diem
 - b. Does not include Travel Costs associated with other quotes
 - c. All Non-Covered T&E will be invoiced at actual cost

Warranty Terms

The warranty begins upon completion of install and lasts for 30 days.

Support Contract Information

Service Hotline: 818-303-3980

Email Support: Support@keycodemedia.com (Email is monitored from 9a – 6p)

Call Back Response Time

9am – 6pm response time 5 – 30 minutes

KCM Purchase Terms & Conditions

Key Code Media Purchase Terms & Conditions

- 1. Payment Terms:** All terms are subject to credit approval, otherwise, 50% deposit due with order and the remaining balance due COD unless the purchase order was pursuant to loan or lease with approved financing institution (financing documents must accompany this signed contract. Invoices are due per terms based on invoice date. Partial payment is due on partial shipments. A service handling charge of 3% for credit card payments will be added to all credit card orders.
- 2. Service charge and/or Interest:** Any payments deferred after the due date as specified herein shall bear interest and/or service charges at the rate of 1% per month (calculated daily) or the maximum rate allowed by law. In addition, Key Code Media shall have all remedies afforded by the Uniform Commercial Code as adopted in the State of for any defaults by client. If any invoice remains unpaid, in full or in part, after the due date Key Code Media, Inc has full discretion in obtaining an attorney or outside agency to recovery any and all outstanding amounts. The Purchaser agrees that he/she/it is fully liable or any and all legal and/or collection fees incurred in the collection of any outstanding amounts owing to Key code Media, Inc.
- 3. Security Interest:** Key Code Media, Inc. shall retain title to all goods until Key Code Media Inc. receives payment in full. The Purchaser hereby grants to Seller a security Interest in all goods shipped to the Purchaser and the proceeds thereof until the Purchaser pays for such goods in full. A copy of this Agreement may be filed by Seller at any time as a financing statement in order to perfect Seller's security interest.
- 4. Representation of Solvency:** The Purchaser hereby represents that he/she/it is solvent and that on each delivery this representation shall be deemed received, unless notice to the contrary is given in writing by the Purchaser to Key Code Media, at or before the delivery of goods.
- 5. Return of Goods:** A restocking fee of up to 30% will be charged on canceled or changed orders. No merchandise may be returned without prior consent. No return will be allowed for any items that were delivered over more than 30 days or any custom made items, used and B stock items, software products and maintenance contract. Credit on returns will be subject to the condition of the returned product upon inspection. In the event client reconfigures, reschedules or cancels an order containing special order items, client shall be subject to charges associated with the purchase of said items. Costs may include the full cost of these items in addition to any and all costs, expenses and/or penalties imposed on Key Code Media by vendors for return of goods. The Purchaser also covers the shipping on the return. Please refer to our RMA Policy for more information.
- 6. Shipping:** Delivery dates are approximate and subject to delay due to events beyond the reasonable control of Key Code Media, Inc. Freight charges will cover for both inbound and outbound and is for estimation purposes only. The actual amount will be provided by the shipping Company after purchaser receives shipment. Key Code Media, Inc will update that information to your invoice. Partial payment is due on partial shipments.
- 7. ALL TRADE IN CREDIT ORDERS:** Any hardware trade-ins or software licenses must be returned within 30 days upon delivery of new upgraded system. If products are not returned within 30 days, client will no longer be entitled to Trade In credit and will be charged the Trade-in credit. Client must be the original owner of the hardware or software or have a valid system transfer approved by the manufacturer.
- 8. Taxes:** Purchaser shall reimburse Key Code Media, Inc. for all taxes, excises, or other charges that Seller may be required to pay to the government upon the sale, production, or transportation of the Goods sold hereunder. A valid Reseller Certificate or Post Production Exemption certificate must be completed in order to receive the full or partial sales tax exemption.
- 9. Warranty:** Key Code Media technical services are not covered under manufacturer's warranties express or implied. No express or implied warranty of any kind is made with respect to the goods. In addition, no liability is assumed by our company for damage and/or injury resulting from use of products supplied by this company.

10. Limitation of Liability: Except to the extent prohibited under applicable law, in no event shall Key Code Media's liability arising out of this Quotation/Purchase exceed the amount shipped by Key Code Media to the Purchaser hereunder. In no event shall Key Code Media be liable for costs of procurement of substitute products or services, lost profits or any consequential, special, incidental, or indirect damages, however caused and on any theory of liability (including negligence or strict liability), arising out of this quotation. The purchaser acknowledges and agrees that the amounts payable hereunder by the Purchaser are based in part upon these limitations, notwithstanding any failure of essential purpose of any limited remedy.

11. No claim or right arising out of a breach of this contract by client can be discharged, in whole or in part, by a waiver or renunciation of any other claim or right by Key Code Media. This contract supersedes all prior proposals, negotiations and all other terms (including terms implied on customer purchase orders). This contract can be modified or rescinded only by a writing signed by both parties.

12. Both parties agree that federal and state courts have jurisdiction and venue and this contract shall be governed by the Uniform Commercial Code (as adopted in) and the substantive and procedural laws of Washington. The prevailing party shall be entitled to reasonable attorney fees, costs and necessary disbursements in addition to any other relief to which such party may be entitled by virtue of this contract and applicable law.

SUBJECT TO STATE AND LOCAL TAXES WHERE APPLICABLE

F.O.B. FACTORY, FREIGHT IS ADDITIONAL

Tariff Adjustment Clause:

"In the event of any increase in tariffs, duties, or other governmental charges imposed on the goods after the date of this agreement, Key Code Media has the right to pass these additional costs on to the Buyer. Such increases will be calculated based on the actual additional costs incurred by Key Code Media and will be added to the final invoice or a subsequent invoice. Key Code Media will notify the Buyer of any such adjustments as soon as reasonably possible. By accepting these Terms and Conditions, the Buyer agrees to pay any additional charges resulting from such increases."

Broadcast Systems Replacement Project



Prepared by:

Key Code Media, Inc. - Washington
 Tom Arenz
 206-249-4061
 tarenz@keycodemedia.com

Bill To:

City of Kirkland
 123 Fifth Avenue
 Kirkland, WA 98033
 Smitha Krishnan
 425.587.3157
 skrishnan@kirklandwa.gov

Ship To:

City of Kirkland
 123 5th Ave
 Kirkland, WA 98033-6121
 Smitha Krishnan
 425.587.3157
 skrishnan@kirklandwa.gov

Quote Information:


Quote #: 243193
 Version: 8
 Delivery Date: 05/04/2026
 Expiration Date: 05/29/2026
 Terms: Net 30 Days, PO Required

Quote Summary

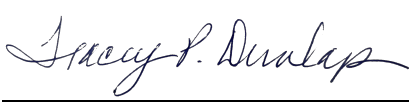
Description	Amount
Broadcast System Equipment	\$211,805.92
Professional Services & Materials	\$127,755.90
Subtotal:	\$339,561.82
Estimated Tax:	\$35,314.45
Total:	\$374,876.27

This Sales Quote ("SO") includes the Terms and Conditions ("T&C") available at <https://www.keycodemedia.com/purchase-terms-conditions/> and <https://www.keycodemedia.com/master-service-agreement/>, which are applicable to all professional service-related purchases. It constitutes an offer or counter-offer, as applicable, by Key Code Media, Inc. or Burst Communications ("Seller"). This SO, along with the incorporated T&C, becomes binding upon the Buyer listed herein ("Buyer") at the earliest of the following events: (i) Buyer's acknowledgment of this agreement; or (ii) the receipt of any goods and/or services ordered under this agreement. Please note that no Buyer acknowledgment form, purchase order, or any other document can modify the terms outlined in the SO or the T&C.

Key Code Media, Inc. - Washington

Signature: 
 Name: Tom Arenz
 Title: Senior Account Manager, PNW
 Date: 05/04/2026

City of Kirkland

Signature: 
 Name: Tracey Dunlap
 Date: 05/27/2026

Key Code Media, Inc. - Washington

6632 S 191st Pl.
Suite E102
Kent, WA 98032
206-870-0244
www.keycodemedia.com

Attachment C



KTC Support Contract for AV and Broadcast Upgrade Projects

Quote # 243710 Version 2

Prepared for:
City of Kirkland

Prepared by:
Tom Arenz

KTC Silver for AV and Broadcast Projects

Mfr. Name	Mfr. Part #	Product Details	Qty.	Discount	MSRP	KCM Unit Price	KCM Ext. Price	Contract Unit Price	Contract Pricing
Key Code Media Professional Services	KTC-SILVER	Keycode Total Care - Silver Includes:- Monday-Friday, 9-6 phone/email/remote support (customer local time)- Initial site evaluation visit- Includes hours for emergency onsite- Onsite technician available for added cost- T&E will be billed to the client for out of state locations- Please see attached Services Proposal for more details	1	0.00%	\$10,000.00	\$10,000.00	\$10,000.00	\$0.00	
Subtotal:									\$10,000.00

Scope of Work

Key Code Total Care

30 Day Key Code Total Care Bronze

Thank you for choosing Key Code Media, this quote is covered under a 30-day remote support plan. The equipment is covered under manufacturing warranty and the labor is covered by Key Code Support.

Key Code support hosts its own secure remote access support system. This system is much like a TeamViewer remote access, with the exception that it's hosted by Key Code Media and sits behind our firewall. As part of Change Me and Key Code Media support agreement, we can install this lightweight utility on all purchased computers at the discretion of facility staff. This will allow a support engineer to log in and see what the operator is seeing in real time.

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 - i. Software Issues and Version Upgrades
 - ii. Hardware support for purchased equipment
 - iii. Remote support
 - c. Major Holidays are not included in coverage
 - i. Christmas Day
 - ii. July 4th
 - iii. Thanksgiving +1
 - iv. New Year's Day
 - v. Memorial Day
 - vi. Labor Day
2. Contract Includes Costs for Mileage Associated with support visits
 - a. Does not include for Airfare, Hotel, Rental Car, or Per-Diem
 - b. Does not include Travel Costs associated with other quotes
 - c. All Non-Covered T&E will be invoiced at actual cost

Warranty Terms

The warranty begins upon completion of install and lasts for 30 days.

Support Contract Information

Service Hotline: 818-303-3980

Email Support: Support@keycodemedia.com (Email is monitored from 9a – 6p)

Call Back Response Time

9am – 6pm response time 5 – 30 minutes

KCM Purchase Terms & Conditions

Key Code Media Purchase Terms & Conditions

- 1. Payment Terms:** All terms are subject to credit approval, otherwise, 50% deposit due with order and the remaining balance due COD unless the purchase order was pursuant to loan or lease with approved financing institution (financing documents must accompany this signed contract. Invoices are due per terms based on invoice date. Partial payment is due on partial shipments. A service handling charge of 3% for credit card payments will be added to all credit card orders.
- 2. Service charge and/or Interest:** Any payments deferred after the due date as specified herein shall bear interest and/or service charges at the rate of 1% per month (calculated daily) or the maximum rate allowed by law. In addition, Key Code Media shall have all remedies afforded by the Uniform Commercial Code as adopted in the State of for any defaults by client. If any invoice remains unpaid, in full or in part, after the due date Key Code Media, Inc has full discretion in obtaining an attorney or outside agency to recovery any and all outstanding amounts. The Purchaser agrees that he/she/it is fully liable or any and all legal and/or collection fees incurred in the collection of any outstanding amounts owing to Key code Media, Inc.
- 3. Security Interest:** Key Code Media, Inc. shall retain title to all goods until Key Code Media Inc. receives payment in full. The Purchaser hereby grants to Seller a security Interest in all goods shipped to the Purchaser and the proceeds thereof until the Purchaser pays for such goods in full. A copy of this Agreement may be filed by Seller at any time as a financing statement in order to perfect Seller's security interest.
- 4. Representation of Solvency:** The Purchaser hereby represents that he/she/it is solvent and that on each delivery this representation shall be deemed received, unless notice to the contrary is given in writing by the Purchaser to Key Code Media, at or before the delivery of goods.
- 5. Return of Goods:** A restocking fee of up to 30% will be charged on canceled or changed orders. No merchandise may be returned without prior consent. No return will be allowed for any items that were delivered over more than 30 days or any custom made items, used and B stock items, software products and maintenance contract. Credit on returns will be subject to the condition of the returned product upon inspection. In the event client reconfigures, reschedules or cancels an order containing special order items, client shall be subject to charges associated with the purchase of said items. Costs may include the full cost of these items in addition to any and all costs, expenses and/or penalties imposed on Key Code Media by vendors for return of goods. The Purchaser also covers the shipping on the return. Please refer to our RMA Policy for more information.
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- 8. Taxes:** Purchaser shall reimburse Key Code Media, Inc. for all taxes, excises, or other charges that Seller may be required to pay to the government upon the sale, production, or transportation of the Goods sold hereunder. A valid Reseller Certificate or Post Production Exemption certificate must be completed in order to receive the full or partial sales tax exemption.
- 9. Warranty:** Key Code Media technical services are not covered under manufacturer's warranties express or implied. No express or implied warranty of any kind is made with respect to the goods. In addition, no liability is assumed by our company for damage

and/or injury resulting from use of products supplied by this company.

10. Limitation of Liability: Except to the extent prohibited under applicable law, in no event shall Key Code Media's liability arising out of this Quotation/Purchase exceed the amount shipped by Key Code Media to the Purchaser hereunder. In no event shall Key Code Media be liable for costs of procurement of substitute products or services, lost profits or any consequential, special, incidental, or indirect damages, however caused and on any theory of liability (including negligence or strict liability), arising out of this quotation. The purchaser acknowledges and agrees that the amounts payable hereunder by the Purchaser are based in part upon these limitations, notwithstanding any failure of essential purpose of any limited remedy.

11. No claim or right arising out of a breach of this contract by client can be discharged, in whole or in part, by a waiver or renunciation of any other claim or right by Key Code Media. This contract supersedes all prior proposals, negotiations and all other terms (including terms implied on customer purchase orders). This contract can be modified or rescinded only by a writing signed by both parties.

12. Both parties agree that federal and state courts have jurisdiction and venue and this contract shall be governed by the Uniform Commercial Code (as adopted in) and the substantive and procedural laws of Washington. The prevailing party shall be entitled to reasonable attorney fees, costs and necessary disbursements in addition to any other relief to which such party may be entitled by virtue of this contract and applicable law.

SUBJECT TO STATE AND LOCAL TAXES WHERE APPLICABLE

F.O.B. FACTORY, FREIGHT IS ADDITIONAL

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"In the event of any increase in tariffs, duties, or other governmental charges imposed on the goods after the date of this agreement, Key Code Media has the right to pass these additional costs on to the Buyer. Such increases will be calculated based on the actual additional costs incurred by Key Code Media and will be added to the final invoice or a subsequent invoice. Key Code Media will notify the Buyer of any such adjustments as soon as reasonably possible. By accepting these Terms and Conditions, the Buyer agrees to pay any additional charges resulting from such increases."

KTC Support Contract for AV and Broadcast Upgrade Projects



Prepared by:

Key Code Media, Inc. - Washington

Tom Arenz
 206-249-4061
 tarenz@keycodemedia.com

Bill To:

City of Kirkland

123 Fifth Avenue
 Kirkland, WA 98033
 Smitha Krishnan
 425.587.3157
 skrishnan@kirklandwa.gov

Ship To:

City of Kirkland

123 5th Ave
 Kirkland, WA 98033-6121
 Smitha Krishnan
 425.587.3157
 skrishnan@kirklandwa.gov

Quote Information:

Quote #: 243710

Version: 2
 Delivery Date: 05/08/2026
 Expiration Date: 05/29/2026
 Terms: Net 30 Days, PO Required


Quote Summary

Description	Amount
KTC Silver for AV and Broadcast Projects	\$10,000.00
Subtotal:	\$10,000.00
Estimated Tax:	\$1,040.00
Total:	\$11,040.00

This Sales Quote ("SO") includes the Terms and Conditions ("T&C") available at <https://www.keycodemedia.com/purchase-terms-conditions/> and <https://www.keycodemedia.com/master-service-agreement/>, which are applicable to all professional service-related purchases. It constitutes an offer or counter-offer, as applicable, by Key Code Media, Inc. or Burst Communications ("Seller"). This SO, along with the incorporated T&C, becomes binding upon the Buyer listed herein ("Buyer") at the earliest of the following events: (i) Buyer's acknowledgment of this agreement; or (ii) the receipt of any goods and/or services ordered under this agreement. Please note that no Buyer acknowledgment form, purchase order, or any other document can modify the terms outlined in the SO or the T&C.

Key Code Media, Inc. - Washington


City of Kirkland

Signature: 

 Name: Tom Arenz

 Title: Senior Account Manager, PNW

 Date: 05/08/2026

Signature: 

 Name: Tracey Dunlap

 Date: 05/27/2026

Prepared for
City of Kirkland, WA



9/26/25

Submitted To:
Mike Connor

Prepared By
Key Code Media

Proposal for Key Code Total Care

Key Code Media is excited about the possible partnership and what we can bring to the table to assist. Key Code has an engineering team spread throughout the country with certifications from numerous vendors. We are proud of this and what it means to our clients. Having such a large engineering team gives our clients a much quicker response time. It also means no gaps in coverage due to sickness or vacations. Our engineering team is also cross-trained and certified in numerous forms of media production and networking technology. Having such a diverse knowledge base allows Key Code to support many different systems and give the clients a maximum return on their support investment. It allows Key Code to evaluate client needs from multiple points of view, to ensure the best solution that fits the client's needs. Both short term and long term.

Key Code support hosts its own secure remote access support system. This system is much like TeamViewer remote access, with the exception that it's hosted by Key Code Media and sits behind our firewall. As part of City of Kirkland and Key Code Media support agreement, we can install this lightweight utility on all City of Kirkland servers and editors at the discretion of City of Kirkland staff. This will allow a support engineer to log in and see what the operator is seeing in real time. In addition to remote support Key Code utilizes Acumatica to log and track support issues until they are solved. A bi-yearly meeting will be scheduled to review support tickets, time spent, and our performance.

This proposal will cover these major areas of support needed at City of Kirkland facilities:

1. Day-to-day issues as they arise
2. Maintenance Visits
3. Onsite Hours
4. Covered Technologies

Day to Day Issues

For day-to-day issues that arise City of Kirkland will have access to our Key Code Media support. An operator can simply email or call to open a ticket. The ticket will be issued to the engineer on duty for that day. If they cannot resolve the issue, they will either enlist the rest of Key Code Media engineering support staff or open a case with the vendor on behalf of City of Kirkland.

Maintenance Visits

The 1-year contract includes 40 hours of support to be used over the contract period. Pre-scheduled visits will allow the time to be used efficiently over the year contract. When the contract expires all remaining hours will be null and void.

Onsite Hours

If an onsite visit outside of the standard remote support is needed, Key Code can provide a technician (if available). Adding additional hours to the contract is allowed.

- Onsite visits during business hours, \$150/hr.
- Onsite visits outside business hours, \$300/hr.
- Reduced Hourly rate
- Waived dispatch fee (\$75)
- Some expenses not included (see below)

Covered Technologies

- Equipment and labor associated with Key Code Media Quotes 243193 and 242635

Service Expectations

This support proposal includes the following Service Level Agreements for City of Kirkland:

1. Provide normal business hours support
 - a. Access to M-F 9am EST - 6pm PST support line
 - b. Includes emergency and non-emergency calls for:
 - i. Software Issues
 - ii. Minor Version Upgrades
 - iii. On-Site Support for Additional Fee
 - c. Major Holidays are not included in coverage
 - i. Christmas Day
 - ii. July 4th
 - iii. Thanksgiving +1
 - iv. New Year's Day
 - v. Memorial Day
 - vi. Labor Day
2. Contract includes mileage for Key Code office adjacent visits
 - a. Does not include Airfare, Hotel, Rental Car, or Per-Diem
 - b. Does not include Travel Costs for out of Kirkland, WA onsite visits
 - c. All Non-Covered T&E will be invoiced at actual cost

Contract Terms

The contract will begin on a mutually designated period and remain active for 1 year.

Support Contact Information

Service Hotline: 818-303-3980

Email Support: Support@keycodemedia.com (Email is monitored from 9a – 6p)

Call Back Response Time

9am – 6pm response time 5 – 20 minutes

Proposal Rate Card

Category	Pricing
Remote Support	\$5,000.00
Included Onsite Hours	40
Hourly Rate (Reduced Pricing)	\$150.00
Sub-Total	\$10,000.00
Total Contract Fee	\$10,000.00

Proposal Acceptance

City of Kirkland

By: Tracey P. Dunlap, duly authorized

Print Name: Tracey Dunlap

Title: Deputy City Manager

Date: 05/27/2026

Key Code Media, Inc.

By: [Signature], duly authorized

Print Name: Michael Carvany

Title: President

Date: 5/26/2026

Legal Disclaimer

Additional Services: After initial purchase, if there are additional services required by the customer outside of the original Quote a change order will be issued to cover costs.

Customer Furnished Equipment (CFE): Existing equipment and CFE are not the direct responsibility of Key Code Media. If this equipment interferes with our ability to complete the project an additional quote for labor may be required for completion. Existing equipment and CFE will not prohibit the sign off on any project.

3rd party vendors: Key Code is not responsible for 3rd party vendors or software. Any equipment or software purchased outside of Key Code will not affect the delivery or sign-off of any project.

Security: Please note; to reduce the possibility of *hacking*, it is the client's responsibility to evaluate its own security risk and take all measures deemed necessary by your IT department. Only by request, can KCM engineers in conjunction with manufacturer support, assist your IT department with making password changes on *storage, archive, editorial, etc.*; otherwise, product will be delivered and deployed with default passwords as set by the manufacturer. This should be no less important than would your password for your *email, cell phone, bank account, etc.*

Delivery/Acceptance: Keycode Media has the right to delay job schedule due to a 3rd party contractor's job completion. Keycode Media will delay the job completion, for every day that the job is delayed by a 3rd party. Keycode Media will install per the agreed date pending product availability, it will be a joint decision of installation on both parties pending manufactures back-order items. Clients have the right to refuse installation if all parts ordered through Keycode Media are not available the day of the installation.

Travel: If travel is involved then there is a 48-hour cancellation policy. If travel cancellation occurs before the 48-hour period there will be a penalty charge applied, if it occurs after the 48-hour mark the full travel amount will be charged.

Environment: Power and power distribution is not the responsibility of Keycode Media unless specifically defined within this Scope of Work. The Customer, CITY OF KIRKLAND, is responsible for ensuring that the environmental conditions at the installation site (as approved by KCM and/or other relevant authority prior to installation) are maintained at all times. KCM' Engineers shall have timely access to the System and the Customer, CITY OF KIRKLAND, shall provide adequate working and storage space, and such other facilities as the Engineers may reasonably require, and shall observe any law or statutory requirements relating to a healthy and safe place of work.

Business hours: Unless otherwise noted, all labor is quoted based on normal business hours. 9am to 6pm Monday through Friday.

Project Conclusion: At the conclusion of this installation Key Code Media will provide a 30-day window of phone/remote support covering installation-related issues. In this 30-day window, KCM will render assistance with manufacturer-related defects encountered by way of either repair, and or return, dependent upon manufacturer's warranty specifications. This support would not include training, unless otherwise purchased, nor would it cover issues arising from upgrades performed after the installation has concluded. Such upgrades could otherwise cause the technology installed to either malfunction or not function as originally designed or intended by the manufacturer.

Depreciation: If after five (5) years from the date on which the System is placed in operation, KCM reasonably forms the opinion that the System, or specific equipment can no longer be economically maintained to the necessary high standards, KCM will notify the customer of the estimated cost of rebuilding, and/or replacement of all or part of the System.

Availability: Should the Customer, CITY OF KIRKLAND, fail to make the System available for rebuilding and/or replacement, or the parties fail to agree on the appropriate changes and charges, then KCM shall be entitled, by written notice, to withdraw the Maintenance Service for those systems or individual items in covered systems. KCM' Engineers shall have timely access to the System and the Customer, CITY OF KIRKLAND, shall provide adequate working and storage space, and such other facilities as the Engineers may reasonably require, and shall observe any law or statutory requirements relating to a healthy and safe place of work.

Supported Equipment: Unless otherwise agreed upon in writing by KCM, the Systems must not, under any circumstances, be altered, adjusted or interfered with, except by KCM' authorized technicians.

Force Majeure: KCM will not be liable for failure to provide the Maintenance Service, if the failure ensues from any of the following (whether occurring in the United States or elsewhere), namely force majeure, such as (but not limited to) Acts of God, refusal of license or other governmental act, fire, explosion, labor dispute, difficulty in obtaining materials, or any cause beyond its reasonable control.

Care and Handling: KCM warrants that it will exercise all reasonable care and skill in the provision of Maintenance Service. However, all parties agree that the effects of any failure on KCM' part to provide Maintenance Service promptly and efficiently will be difficult to quantify and that KCM cannot have knowledge of the consequences of such failure. In no event (whether this Agreement continues in force or not) shall KCM be liable for any loss of contracts, profits, business, or use of the System, nor for any other indirect or consequential loss whatsoever attributable to delay or failure to provide efficient Maintenance Service. All other expressed or implied terms, conditions, or warranties, and any liability in tort (other than for negligence of KCM, its agents, or subcontractors, causing death or personal injury) are excluded.

Additional Charges: In addition to the Maintenance Charge, the Customer, CITY OF KIRKLAND shall pay to KCM all additional charges for maintaining the System where maintenance is due to any circumstances other than normal, fair wear and tear.

This Agreement acts in accordance with Key Code Meda Master Service Agreement and Terms & Conditions.

- <https://www.keycodemedia.com/master-service-agreement/>

- <https://www.keycodemedia.com/purchase-terms-conditions/>



Scope of Work

Project:
City of Kirkland – Broadcast Systems Refresh



AV & MEDIA SYSTEMS INTEGRATOR
KEEPING YOU AHEAD OF

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Cover Letter

Thank you for the opportunity to present our Scope of Work for your upcoming project. Key Code Media is a full-service consulting, design, sales, integration, service and support provider for the digital media market. This includes complete broadcast, live production, media distribution, and post-production facilities.

Established in 2001, Key Code Media has grown and expanded to become a formidable national System Integrator, with successful projects in excess of \$10M, including entire campuses with multiple buildings. Whether you are adding or replacing equipment, doing a renovation, or embarking on entirely new construction, we can support you from conceptual design through go-live services and ongoing support contracts.

We will bring to bear the best executive management, project management, engineers, drafters, installers and administrative resources in the industry to ensure we exceed every expectation you have. We maintain a deep pool of skilled, certified specialists to back every integration project. Just as importantly, our company culture, starting with the Owner, Mike Cavanagh, prioritizes our clients. Our initial response to any situation is to immediately do what is in your best interest.

We further differentiate ourselves from every other integrator through the breadth of services we provide. We have a licensed Education division providing the industry training necessary to build and grow technical and creative minds which are so valuable to all of us. We maintain robust Demo facilities to showcase the latest production and post-production technologies. We also offer Keycode Total Care contracts that provide annual support and managed services to our clients.

Best Regards,
Michael Cavanagh
President
Keycode Media

Client Information

Name of Client/Organization:

City of Kirkland

Building/Installation Address:

123 Fifth Avenue
Kirkland, WA 98033

Primary Contact Name:

Mike Connor
mconnor@kirklandwa.gov
360-710-3230

Project Information

Project Name:

Broadcast Systems Refresh

Date of Pre-site Visit:

September 4, 2025

KCM Sales Quote Number:

243193

KCM Project Code:

PRJ38989

S.O.W Version:

V.4

Keycode Media Information

KCM Account Manager:

Tom Arenz

KCM Solutions Architect:

Jason Beard

KCM Project Manager:

TBD

Executive Summary

Due to aging systems and to avoid failures causing lengthy unplanned downtime, The City of Kirkland is looking to refresh core components of its broadcast systems. These systems include the production switcher, video router, monitoring systems, PTZ cameras, audio console, Cablecast systems, master sync generator, modular gear, media network gear and control room furniture.

Statement of Service Overview

This project, as proposed, provides the following solutions and services as detailed in the provided system conceptual, equipment list, and drawing markups:

- Project Management
- Engineering Leadership and Oversight
- System Design & AutoCAD Documentation
 - Design review and approval process.
 - Published Construction Set provided in PDF
 - Wire run database in MS Excel
 - Router table and configuration plan in MS Excel
 - Network switch configuration plan in MS Excel
 - As-built Set Delivered in PDF and AutoCAD
 - Wire run database in MS Excel
 - Router table and configuration in MS Excel
 - Network configuration in MS Excel
 - The City of Kirkland to provide IP address ranges or KCM will designate address in the private address space and make the appropriate assignments.
 - Systems Administrator and user credential documentation.
- Martin & Ziegler Consoles
 - The Production Control Room/Master Control Room will receive new furniture.
 - KCM will
 - Install Team:
 - Remove all equipment from the existing console.
 - Pull all wiring out of the console and coil into a safe location.
 - During this process any cabling that will not be reused will be removed.
 - Disassemble existing furniture and relocate to a location within the same facility as designated by The City of Kirkland.
 - Install the new furniture into the room in the configuration as designed by Martin & Ziegler and per elevation design approved by The City of Kirkland.

- Reinstall all OFE equipment and cabling that will be reused per approved design.
 - Install all new equipment and cabling per design.
- VizRT Tricaster Vizion Production System
 - KCM Will
 - Install Team:
 - Decommission and remove the Ross Carbonite production switcher frame and control panel.
 - Remove all cabling that will not be reused.
 - Install the Tricaster Vizion & Control Panel
 - Install Kiloview CUBE R1 NDI Recorder
 - Install Kiloview NDI Decoder
 - Wire all SDI I/O to the router.
 - Commissioning and Testing Team:
 - Commission Kiloview NDI Decoder
 - Validate Panasonic PTZ camera NDI flows via router and Marshall Monitor (OFE) in Rack 1.
 - Commission Kiloview CUBE R1 NDI Recorder
 - Partner with VizRT professional services to commission and test operation of the Vizion system
 - System Training and User Acceptance Testing Support
- PTZ Cameras
 - Replacing 6 PTZ Cameras in Council Chambers
 - Install Team:
 - Decom and replace 6 PTZ cameras to include wall mounts.
 - Decom SDI and Sync wiring
 - Certify existing network cable for PoE and NDI
 - Replace cable with Belden 2412 if necessary.
 - Commissioning and Testing Team:
 - Configure cameras for NDI. Verify video at the switcher and Kilioview codec.
 - Configure for 1080i 59.94 High Bandwidth
 - Confirm full remote operation and NDI streaming with all cameras operating simultaneously with no stream dropouts.
 - System Training and User Acceptance Testing Support
 - Netgear Switches
 - Install Team:
 - Decommission Network switch 1 and 2 and the 2 PoE injectors.
 - Install Netgear AV Switch
 - Wire per design with OFE wiring and new wiring.
 - Commissioning and Testing Team:

- Commission switches per network plan
 - Verify connectivity and function of all endpoints.
 - System Training and User Acceptance Testing Support
- Yamaha Audio Console
 - Install Team:
 - Decom Mackie audio mixer & studio monitors
 - Install Yamaha audio mixer & Genelec audio monitors
 - Commissioning and Testing Team:
 - Commission Mixer and Test
 - System Training and User Acceptance Testing Support
- Cablecast Systems
 - Replacing playout server and bulletin board server.
 - Install Team:
 - Decommission playout server and bulletin board server.
 - Decom serial cable. New playout server will control router via IP.
 - Install new playout server and bulletin board server.
 - Commissioning and Testing Team:
 - Work with Cablecast Professional Services to commission systems.
 - Work with Cablecast Professional Services to provide user training on systems.
 - System Training and User Acceptance Testing Support
- AJA Kumo Router
 - Install Team:
 - Decommission Ross router and control panel.
 - Install AJA router and two control panels.
 - Wire per approved design.
 - Reuse existing wiring for OFE endpoints.
 - Commissioning and Testing Team:
 - Commission per approved router configuration plan.
 - Perform full system operation and path checks.
 - System Training and User Acceptance Testing Support
- Miranda Multiview (OFE)
 - The Miranda multiview will be repurposed into the system as a router multiview utility. All I/O will be wired to the router and can be utilized to create a canvas as needed and routed to any display of choice. This provides the ability to view sources that are not currently going into the Vizion mixer and therefore not available on Vizion multiview.
 - Install Team:
 - Wire per design.
 - Commissioning and Testing Team:

- Test using existing config by making routes.
- Adjust current layout per customer preference.
- System Training and User Acceptance Testing Support
- Monitor Wall
 - The monitor wall consists of 4 Sony 32" professional displays fed by the router.
 - Install Team:
 - Mount displays on console pole mounts.
 - Wire per design.
 - Reuse existing wiring between racks and displays.
 - Commissioning and Testing Team:
 - Test by routing signals to displays.
 - System Training and User Acceptance Testing Support
- 3 CPUs
 - The control room will receive 3 new CPUs, all three are OFE. The CPUs will have displays refreshed.
 - Note: For the most part, these are general purpose user workstations where production and broadcast operations functions are performed. KCM intends to deploy the CPUs in compliance with The City of Kirkland's IT policies. KCM will require a contact to facilitate and validate compliance.
 - Locations
 - TD Seat for Viz Flowics and other misc needs.
 - Master Control Seat
 - This is a multipurpose PC that will have two displays.
 - Camera Operator Seat
 - The City of Kirkland IT
 - Deploy base configuration or advise KCM for deployment of base configuration per The City of Kirkland IT policy.
 - Install Team:
 - Install CPUs into PCR/MCR console per design.
 - Install CPU monitors onto console furniture monitor mounts.
 - Wire per design.
 - Commissioning and Testing Team:
 - If not already provided by The City of Kirkland IT:
 - Configure local administrator account
 - Add local user account (if not on domain)
 - Configure IP address
 - Apply all available security patches.
 - Install local software as required to operate and administer the systems.

Projected Timeline

Key Dates:

- Dates to be defined.

Proposed Plan:

- Please see document: OPP38989 – City of Kirkland – Broadcast Systems – Proposal Project Plan.pdf (mpp)

Scope of Responsibilities

Systems	Design	Install	Commission & Test	Function Test & UAT
Martin & Ziegler Consoles	Martin & Ziegler KCM	KCM	KCM	KCM City of Kirkland
Tricaster Vizion System, NDI Recorder, & Kiloview NDI Decoder	KCM	KCM	KCM (Vizion & Kiloview) VizRT Professional Services (Vizion)	KCM City of Kirkland
6 PTZ Cameras	KCM	KCM	KCM	KCM City of Kirkland
Netgear AV Switch	KCM	KCM	KCM Internet Access: City of Kirkland	KCM City of Kirkland
AJA Kumo Video Router	KCM	KCM	KCM	KCM City of Kirkland
Yamaha Audio Console	KCM	KCM	KCM	KCM City of Kirkland
Monitor Wall	KCM	KCM	KCM	KCM City of Kirkland
Miranda Multiview (OFE)	KCM	KCM	KCM	KCM City of Kirkland
3 CPUs	KCM	KCM	KCM City of Kirkland IT	KCM City of Kirkland
Modular Refresh & SPG	KCM	KCM	KCM	KCM City of Kirkland
Cablecast Systems	KCM	KCM	KCM Cablecast Professional Services	KCM City of Kirkland
Full End-to-End System Function Test	NA	NA	KCM	KCM City of Kirkland

Statement of Qualifications and KCM Project Team Bios

Key Code Media has developed what may be one of the best teams in the industry. We maintain hundreds of years in combined experience. Our Professional Services group consists of 60+ engineers (on staff, not freelance) who are trained and certified in a wide variety of related technical disciplines. The average experience level of our support team is over seven years as a certified technician. All our technicians have previously worked in production environments and have real world experience using the solutions we deploy.

Key Code Media ensures that our technicians are current with their knowledge of the products and technology our clients use (their certifications are renewed annually). In fact, we are constantly training and improving our knowledge of the solutions we represent and the workflows we design. Key Code Media also has a strong team of outside resources to ensure no aspect of your project goes without a specialist. From time to time, these resources are utilized to bring the best industry talents to our projects.

The planned team members for your project include:

Nik Kumar, Vice President of Broadcast Engineering

With nearly two decades of experience in broadcast systems engineering and integration, Nik Kumar has successfully managed and led project engineering and integration teams in completing systems integration projects for a wide range of customers in the broadcast/media and entertainment industry. Nik has extensive theoretical and hands-on experience in legacy broadcast technologies along with emerging cutting-edge tech & workflows. With subject matter expertise in SMPTE ST 2110 applications and advanced media networking implementations, Nik has served as the principal engineer for many successful SMPTE ST 2110 and IP system deployments including PAC-12 Networks, Salesforce Studios, Fox 5 DC – WTTG, and JP Morgan Chase.

Prior to Key Code Media, Nik has worked in technology leadership positions at Advanced Systems Group, LLC. (ASG), Diversified, and CEI where he led projects for major clients such as AMC Networks, JP Morgan Chase, Fox News Networks, NBC Universal, and Warner Bros. Discovery. He holds a bachelor's degree in electrical engineering and a master's degree in engineering management.

Jason Beard, Senior Solutions Architect

Jason has over 30 years of experience in the Media & Entertainment industry. Starting his career in the U.S. Army, Jason honorably served for 4 years on active duty in field production Operations and Engineering, supporting Combat Documentation missions. Having served in Lead Engineering and Engineering Executive roles at Turner Entertainment, Fox Entertainment, Fox Sports, and Disney, Jason has developed expertise in design and project implementation of production control, master control, broadcast automation, playout, media processing, qc, edit systems, 2110 infrastructure, etc. Jason brings a customer perspective to his role at Key Code Media, anticipating and advocating for customer needs in solution proposal, design, and project implementation. He is motivated by customer delight.

Jason received his initial broadcast engineering training from The Defense Information School where military students are trained in media engineering and public affairs. He also holds Associate of Electronics Technology and Bachelor of Information Technology degrees. Jason has several certifications from

Audinate (Dante), QSC, VizRt (NewTek), NetgearAV, and LiveU. Additionally, Jason has earned the ST-2110 Certification from The Society of Motion Picture Engineers (SMPTE). Jason previously served as a Manager for the Atlanta Society of Motion Pictures Television Engineers chapter.

Robert Walbrown, Design Manager

Contributing 20 years of industry participation and practice, Robert has worked in all sectors of the industry, from consulting and design through integration. He started by doing CAD part time while attending school. From there he has developed his skills and knowledge into installation, project coordination, system design and commissioning. Robert has developed CAD standards and custom tools to help streamline and reduce errors in drawing packages. Prior to joining ABS, He spent 2 years working overseas as a contractor.

John Trupiano (JT), Project Engineer

JT is an Emmy-winning audio-video engineer from Detroit, Michigan. He is capable in a host of networked AV environments—most notably with products such as Ross, TriCaster, QuickLink, Telos Livewire, NDI, Dante, Sony, Yamaha, Shure, Adder, and Netgear AV. He has years of certified experience with post-production ecosystems, ranging from Avid Media Composer (ACSR), Adobe Suite, DaVinci Resolve NLEs, to shared storage systems like Avid NEXIS (ACSR), SNS EVO, and Facilis. JT has upgraded, serviced, and supported major clients like KYFB, the Detroit Tigers, The Red Wings, The Pistons, Google, & Ford, institutions such as GVSU & CWRU, and the call-letter stations WWJ-TV, WKLE, WOSU, & WBFH. JT is FOA certified to terminate and splice fiber optic cable (CFOS/S, CFOS/T, CFOT). He is also known as The Terminator, for his proven and efficient ability to mate any cable end with a connector. At home, JT is an indie filmmaker, backpacker photographer, and road-tripper in his '99 Nissan Pathfinder.

Tom Arenz, Senior Account Manager, Pacific Northwest

Tom has dedicated over 40 years of his professional career to providing excellent customer service and bringing together a team of solutions experts to address the needs and desires of his customers and deliver solutions that exceed their expectations. Prior to Key Code Media, Tom worked for several other major systems integrators, including Advanced Broadcast Solutions, MT&T Group and Midwest Communications. He has grown his knowledge base from primarily broadcast and production based systems to include storage and archive technology, mobile production systems, audio conferencing, AV systems and most recently direct view LED video walls.

Client Responsibilities

1. Onsite Details

- Provide registration details for all equipment. KCM recommends that a role-based email account be established for all hardware and software registrations. (i.e. engineering@yourcompany.com)
- Provide a contact person for installation planning and logistics.
- Provide access to company IT personnel with authorization to make any required configuration or changes to production network.
- Provide KCM with a Local Administrator account on all computers used in this project.
- Provide a KCM “user” for configuration and testing purposes. (i.e. Adobe, Autodesk, etc)
- Replacement, repairs, or reimbursement of lost, damaged, stolen, etc., equipment, materials, or tools will be reviewed and decided upon at the fair discretion of the end users, Key Code Media and any additional involved parties.

2. Building Logistics

- Business hour access to the site with after-hours access as needed.
- Provide safe and secure parking for KCM team.
- Provide necessary dock, elevator, or similar access to deliver equipment, materials and tools to site.
- Provide trash, recycling, or similar rubbish disposal as per the building and/or city requirements. Any unique or specialized services required to remove or dispose of unwanted or unused materials, equipment, or similar will need to be discussed with client stakeholders and may come at an additional cost for time/labor.

3. Facility Power/HVAC

- Provide a “dust-free” environment for installation of any/all IT/AV equipment (OFE and KCM supplied).
- Provide finalized architectural, furniture, electrical, et al. CADs prior to KCM commencing with any onsite work. Not doing so may result in a delay of installation or create additional design work to update impacted documents and related labor as a change order.
- Secured storage for equipment, materials, and tools being shipped or hand delivered to site prior and during installation. Key Code Media will not be responsible for any lost, damaged, stolen, etc. equipment, materials, or tools once delivered onsite.

4. Facility Network

- Client will ensure any IT resource (internal or contracted) to be involved and coordinate with Keycode Media during the installation and commissioning of the new equipment for the project.

5. Existing Racks, Cabling, and Equipment

- Client will provide a clear working area around the existing racks and move any equipment that may impact the number of RUs needed for the new equipment

6. Client Registration and extended Manufacturer support

- Client is responsible for registering new equipment with appropriate manufacturer(s). Any product/hardware/software with purchased extended contracts it is the responsibility of the client to track and maintain any associated contracts.
7. KTC – 30 day free coverage
- At the completion of an integration project Keycode Media provides a free 30 day Bronze KTC plan to our clients. This allows for any agreed on final open items and/or support issues to be addressed after the project has been formally closed. At the end of this 30 day period, unless a formal annual KTC plan has been purchased, it is the responsibility of the client to contact specific manufacturers for support issues.

Keycode Media Responsibilities

- Site Documentation
KCM Engineers will provide “as built” site doc at the completion of the install. These will be delivered electronically in appropriate format – i.e. PDF, Spreadsheet
- Knowledge Transfer/Training
- KCM Engineers will provide essential knowledge transfer of all systems and software for the purposes and live production. Provide training and orientation on equipment as formerly agreed upon. Any additional training or orientation on equipment (KCM or OFE) not outlined in the scope may result in additional costs. Provide equipment, materials and labor as outlined in the agreed-upon proposal
- Provide necessary tools to perform installation requirements as agreed upon in this document.
- Provide basic information to client to streamline equipment registration with manufacturers.
- Install equipment purchased from Key Code. (See sales quote for full details)
- Assist with installation of OFE (where previously agreed upon)
- Test and commission equipment as formerly agreed upon. Any additional testing or commissioning of equipment (KCM or OFE) not outlined in the below scope may result in additional costs.

Infrastructure Considerations

- Power for New Equipment
- HVAC for New Equipment
- Facility Cabling (Cat and/or Fiber)
- Staff/Room Availability

Workflow Considerations

In the event of any unforeseen delays affecting any aspect of the job, KCM will make every effort to keep the project on schedule. Should any issues arise, they will be addressed promptly and

transparently. Delays caused by third parties may impact the budget and/or timeline and will be immediately analyzed and managed to ensure the project continues to move forward.

Common Assumptions

- Prevailing wage is a requirement for the project sites.
- No union labor is required for these sites. Any omissions of this information will result in your company or its affiliates reimbursing Key Code Media for any fines or similar charges.
- All rooms to be clean and construction free prior to build out.
 - Note: Schedule to be coordinated with KCM Project Manager.

Legal Statement

Additional Services: After initial purchase, if there are additional services required by the customer outside of the original Quote a change order will be issued to cover costs.

Customer Furnished Equipment (CFE): Existing equipment and CFE are not the direct responsibility of Key Code Media. If this equipment interferes with our ability to complete the project an additional quote for labor may be required for completion. Existing equipment and CFE will not prohibit the sign off on any project.

3rd party vendors: Key Code is not responsible for 3rd party vendors or software. Any equipment or software purchased outside of Key Code will not affect the delivery or sign off on any project.

Security: Please note; to reduce the possibility of hacking, it is the client's responsibility to evaluate its own security risk and take all measures deemed necessary by your IT department. Only by request, can KCM engineers in conjunction with manufacturer support, assist your IT department with making password changes on storage, archive, editorial, etc.; otherwise, product will be delivered and deployed with default passwords as set by the manufacturer. This should be no less important than would your password for your email, cell phone, bank account, etc.

Delivery/Acceptance: Keycode Media has the right to delay job schedule due to a 3rd party contractor's job completion. Keycode Media will delay the job completion, for every day that the job is delayed by a 3rd party. Keycode Media will install per the agreed date pending product availability, it will be a joint decision of installation on both parties pending manufactures back-order items. Clients have the right to refuse installation if all parts ordered through Keycode Media are not available the day of the installation.

Travel: If travel is involved then there is a 48-hour cancellation policy. If travel cancellation occurs before the 48-hour period there will be a penalty charge applied, if it occurs after the 48-hour mark the full travel amount will be charged.

Environment: Power and power distribution is not the responsibility of Keycode Media unless specifically defined within this Scope of Work.

Business hours: Unless otherwise noted, all labor is quoted based on normal business hours. 9am to 6pm Monday through Friday.

Project Conclusion: At the conclusion of this installation Key Code Media will provide a 30-day window of phone/remote support covering installation related issues. In this 30-day window, KCM will render assistance with manufacturer related defects encountered by way of either repair, and or return, dependent upon manufacturer's warranty specifications. This support would not include training, unless otherwise purchased, nor would it cover issues arising from upgrades performed after the installation has concluded. Such upgrades could otherwise cause the technology installed to either malfunction, or not function as originally designed or intended by the manufacturer.

Client sign-off:  Date: 05/27/2026

*Please sign and return to Keycode, FAX# 818-303-3901

The Keycode Media Difference

Philosophy

It is our philosophy at Key Code Media that technology is a tool for improving the capabilities and efficiencies of a creative team. As far as possible, it should be invisible to team members. The administration and maintenance of the systems should be as simple as possible with clear system documentation and quality training for technical staff. Key Code Media offers a proven selection of integrated hardware and software tools designed to meet a variety of needs and preferences. We provide award winning creation and editorial tools, the latest technological advances in storage and media management solutions, as well as data distribution systems from the leading manufacturers in the industry.

Integration

All Key Code Media projects, regardless of size, follow a detailed project design, engineering and planning, install, build, test, and training phases. Each set of project design phase deliverables builds upon the previous one, adding definition and detail. Within each project phase, we follow good engineering practices and standards that meet all required International, local, state, and federal codes and laws.

Over the past 15 years of doing Systems Integration, we have clearly determined a proven method to take your project from start to finish, within your budget and with a fiduciary responsibility. We look after every budget dollar to get you the most purchasing power, on-time and within all design specifications. Our goal is to follow the parameters set out in design and to fulfil of your vision.

Analyze

The first and most important step towards realizing the vision you have for your project is to analyze every aspect of your existing Workflow and Process. We identify everything that works and does not work to insure we maximize the effectiveness of all solutions without damaging those aspects that are most important to you.

Design

Final Engineering brings together all aspects of the project into a detailed execution plan. Every piece of equipment, cable, connector, and cable path for the project is planned out in a series of CAD drawing. In addition to CAD drawings, this engineering phase will also determine routing, patch bay, network mappings and actual storage required to support both production and post requirements that are part of the overall system. We generate a detailed Gantt chart outlining every step to completing the project on time. During this engineering process, our team will select the required ancillary equipment that supports the workflow and key pieces of equipment. From this data we then calculate the services costs necessary to execute the project, from initial installation through final commissioning and go-live support.

Final Design package includes:

- Project Gantt Chart for an on-schedule completion
- Scope of Work Documentation
- CAD Diagrams for Audio, Video, Control, Comms, Network, and Storage
- Rack Elevations for all Racks
- Internal Network mapping chart
- Router mapping and salvo chart
- Storage requirements and mapping chart
- Room Layouts
- Power and HVAC requirements
- Equipment List
- Materials Cost
- Integration Cost
- System training and support package cost

Project Management

A highly skilled project manager with the right staff and tools is paramount to a smooth and successful project. Your project will be assigned a Project Manager who will serve as the main point of contact for the project. The entire process will be managed using a sophisticated Project management tools that tightly integrate with our internal systems to ensure no detail is missed throughout the lifecycle of your project and beyond.

Our cloud based project management tools allow us to build an in-depth schedule that outlines every task and resource required to successfully complete the project on time and within budget. Typically, there are regular progress meetings and reports with the client and the entire team assigned to the project.

Installation

We build upon strong design and engineering principles and take great pride in performing the highest quality work. Every cable is labelled properly, crimped and soldered using industry standard tools. At completion of the install, every cable and connector are tested to assure quality and reliability.

Commissioning and Testing

Typically, other integrators use different staff for configuring and testing your systems (completely different from the staff that designed and engineered your system). Our team leaders for design and engineering are also the ones that work on configuration and testing. The team understands the workflow, the engineering, the cabling path and all the specified equipment. The result is a fully tested and configured system, as planned for in the master design.

Training

The integrator needs to be the coach when training your staff. The Key Code Media training teams do just that. They understand the workflow and how each step in the workflow affects the next step(s). We coach your team to master the systems we integrate.

Launch (Go-Live)

At Key Code Media we understand that no amount of planning can completely prepare your staff for that first week of going live with your new workflow. That is why we provide Launch Support to ensure that the engineers who designed and installed your systems are standing right next to your staff during the initial days of live use.

Service & Support

Key Code Media is there for you to provide long-term support for your system. Depending upon the support package you choose, we offer a range of options for you. We understand that your business relies on this infrastructure continuously and our goal is to make sure that it is operating smoothly.



NETWORK ACCESS AGREEMENT

Key Code Media Inc.

This Agreement ("Agreement") related to network access is made between the City of Kirkland, Washington, a municipal corporation ("City") and **Key Code Media Inc.**, (Vendor), whose address is **6632 S 191st Pl. Suite E102 Kent, WA 98032**, and shall be effective upon the date last signed below.

WHEREAS, the Vendor requires access to the City's network to perform certain pre-approved network operations services through separate contract, which may include product installation, updates, configuration, and troubleshooting; and;

WHEREAS, the Vendor will be provided a City network login account(s) for Authorized Employees¹ for pre-approved City work.

NOW, THEREFORE, in consideration of the mutual commitments contained herein, and in support of those included within the separate contract between the City and Vendor providing for the provision of such pre-approved City work, attached hereto as Exhibit A, the parties agree as follows:

1. The Vendor agrees that all Authorized Employees will abide by the City's Technology Resource Usage Policy, Attachment B to this Agreement and the City's Technology Security Policy, Attachment C to this Agreement.
2. The Vendor agrees that if an account is assigned to a single or multiple Authorized Employee(s), all those with access to this account are held accountable under this Agreement.
3. The Vendor agrees that all remote access will be monitored by the responsible City staff member for the duration of the Vendor login session unless other City-approved arrangements have been made.
4. The Vendor agrees that remote access into systems with City data is conducted from IT systems which have the latest security patches, anti-virus updates, and malware signatures using a secure connection (e.g. VPN (using GlobalProtect), Microsoft Teams).
5. The Vendor agrees that they should only expect to be provided levels of access as required and appropriate for the assigned tasks, as determined by City staff.
6. The Vendor agrees that they must report all security incidents to the appropriate City of Kirkland IT personnel, including any serious security breaches on their own network during the time they have user-id/password access to the City's network, within 2 hours of identifying the security incident.
7. The Vendor agrees that, depending on the City systems and/or data they are working with, formal background checks may be required. This includes but is not limited to all

¹ "Authorized Employees" means Vendor's employees who need to access the City's network to perform work (including, but not limited to product installation, updates, configuration, troubleshooting, etc.) requested by the City

systems that fall under the purview of the Criminal Justice Information Services (CJIS) policies.

8. The Vendor agrees that, except in the case of an approved security audit and with prior written permission from the City, the Vendor must not test, or compromise City computer or communication system security measures by any means, including but not limited to unapproved system cracking (hacking), password cracking (guessing), file decryption, software copying, or similar unauthorized attempts. Such measures may be unlawful as well as serious violations of City policy. This includes hardware or software tools that could be employed to evaluate or compromise information systems security. Examples of such tools include, but are not limited to, those that defeat software copy protection, discover secret passwords, keyloggers, identify security vulnerabilities, or decrypt encrypted files. Similarly, without prior approval from the City, vendors are prohibited from using "sniffers" or any other hardware or software that monitors the traffic on a network or the activity on a computer.
9. The City agrees that they will provide an IT point of contact for the Vendor. This point of contact will liaise with the Vendor to help ensure they are in compliance with these policies and respond to other issues that may arise related to remote access.
10. The City agrees to provide the Vendor with the required remote access to the City's network.

IN WITNESS WHEREOF, the parties hereto have executed this Agreement on the dates written below:

Smitha Krishnan

Smitha Krishnan (May 27, 2026 11:12:03 PDT)

Signature

Smitha Krishnan

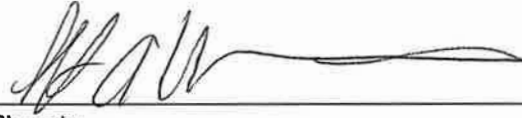
Smitha Krishnan

IT Director

City of Kirkland

05/27/2026

Date



Signature

Scott A. Williams

Print Name

VP Service

Key Code Media, Inc.

5/19/26

Date