

Dane County Contract Cover Sheet

Revised 01/2026

Res 446
significant

Dept./Division	Clerk of Court		
Vendor Name	Heartland Business Systems	MUNIS #	35792
Brief Contract Title/Description	Courthouse Technology Update Capital Project		
Contract Term	05/01/2026 - 12/31/2026		
Contract Amount	\$1,516,620.80		

Contract # Admin will assign	16319
Type of Contract	
☒	Dane County Contract
☐	Intergovernmental
☐	County Lessee
☐	County Lessor
☐	Purchase of Property
☐	Property Sale
☐	Grant
☐	Other

Department Contact Information		Vendor Contact Information	
Name	Jeff Okazaki	Name	Chrissy Writz
Phone #	608-266-9116	Phone #	715-598-3294
Email	Jeff.Okazaki@wicourts.gov	Email	cwritz@hbs.net
Purchasing Officer	Megan Rogan		

Purchasing Authority	☐ \$13,000 or under – Best Judgment (1 quote required)	
	☐ Between \$13,000 – \$46,000 (\$0 – \$25,000 Public Works) (3 quotes required)	
	☒ Over \$46,000 (\$25,000 Public Works) (Formal RFB/RFP required)	RFB/RFP # 2025-RFP-050PR
	☐ Bid Waiver – \$46,000 or under (\$25,000 or under Public Works)	
	☐ Bid Waiver – Over \$46,000 (N/A to Public Works)	
	☐ Cooperative Contract	Contract Name & #
	☐ N/A - Grants, Leases, Intergovernmental, Property Purchase/Sale, Other	

MUNIS Req.	Req #	Org: COCCAP	Obj: 51098	Proj:	\$
		Org:	Obj:	Proj:	\$
	Year	Org:	Obj:	Proj:	\$

Budget Amendment	
☐	A Budget Amendment has been requested via a Funds Transfer or Resolution. Upon addendum approval and budget amendment completion, the department shall update the requisition in MUNIS accordingly.

Resolution Required if contract exceeds \$100,000	☐ Contract does not exceed \$100,000	
	☒ Contract exceeds \$100,000 – resolution required.	Res # 446
	☐ A copy of the Resolution is attached to the contract cover sheet.	Year 2025

CONTRACT MODIFICATIONS – Standard Terms and Conditions		
☒ No modifications.	☐ Modifications and reviewed by:	☐ Non-standard Contract

APPROVAL
Dept. Head / Authorized Designee


APPROVAL – Contracts Exceeding \$100,000	
Director of Administration	Corporation Counsel
Slaven, Shelby Digitally signed by Slaven, Shelby Date: 2026.05.12 10:09:19 -05'00'	

APPROVAL – Internal Contract Review – Routed Electronically – Approvals Will Be Attached			
DOA:	Date In: 5/8/26	Date Out:	☒ Controller, Purchasing, Corp Counsel, Risk Management

Goldade, Michelle

From: Goldade, Michelle
Sent: Friday, May 8, 2026 11:12 AM
To: Hicklin, Charles; Rogan, Megan; Gault, David; Cotillier, Joshua
Cc: Oby, Joe
Subject: Contract #16319
Attachments: 16319.pdf

Tracking:	Recipient	Read	Response
	Hicklin, Charles	Read: 5/11/2026 8:08 AM	Approve: 5/11/2026 8:09 AM
	Rogan, Megan	Read: 5/8/2026 11:24 AM	Approve: 5/8/2026 11:24 AM
	Gault, David	Read: 5/8/2026 11:15 AM	Approve: 5/8/2026 11:19 AM
	Cotillier, Joshua	Read: 5/11/2026 9:37 AM	Approve: 5/11/2026 9:39 AM
	Oby, Joe		

Please review the contract and indicate using the vote button above if you approve or disapprove of this contract.

Contract #16319
Department: Clerk of Courts
Vendor: Heartland Business Systems
Contract Description: Audio Visual Integration Services (Res 446)
Contract Term: 5/1/26 – 12/31/26
Contract Amount: \$1,516,620.80

Michelle Goldade

Administrative Manager
Dane County Department of Administration
Room 425, City-County Building
210 Martin Luther King, Jr. Boulevard
Madison, WI 53703
PH: 608/266-4941
Fax: 608/266-4425
TDD: Call WI Relay 711

Please Note: I currently have a modified work schedule...I am in the office Mondays and Wednesdays and working remotely Tuesdays, Thursdays and Fridays.

AWARDING CONTRACT TO HEARTLAND BUSINESS SYSTEMS

Heartland Business Systems is the RFP selected vendor for the Dane County Courthouse Audio Visual Technology. Heartland Business Systems provides audio visual integration services including hardware installation and programming.

NOW, THEREFORE, BE IT RESOLVED that the Purchase of Service agreement be awarded to Heartland Business Systems for a period of May 1, 2026 through December 31, 2026, in the amount of \$1,516,620.87 to provide all A/V integration services documented in the contractual agreement.

BE IT FURTHER RESOLVED that the Dane County Controller is authorized to issue payment for this contract.

BE IT FURTHER RESOLVED that the County Executive is hereby authorized to sign the agreement on behalf of Dane County.

DANE COUNTY CONTRACT # 16319

Revised 11/2024



Department: Clerk of Courts
Provider: Heartland Business Systems, LLC.
Expiration Date: 12/31/2026
Maximum Cost: \$1,516,620.80

Registered Agent (if applicable): N/A
Registered Agent Address: N/A

THIS AGREEMENT, made and entered into, by and between the County of Dane (hereafter referred to as "COUNTY") and Heartland Business Systems, LLC (hereafter, "PROVIDER"),

WITNESSETH:

WHEREAS COUNTY, whose address is 215 S. Hamilton Street, Room 1000, Madison, WI 53703, desires to purchase services from PROVIDER for the purpose of providing and installing audio-visual equipment in each courtroom space of the Dane County Courthouse and providing service and repair to equipment for the duration of the contract; and

WHEREAS PROVIDER, whose main address is 1700 Stephen Street, Little Chute, WI 54140, is able and willing to provide such services;

NOW, THEREFORE, in consideration of the above premises and the mutual covenants of the parties hereinafter set forth, the receipt and sufficiency of which is acknowledged by each party for itself, COUNTY and PROVIDER do agree as follows:

I. TERM:

The term of this Agreement shall commence as of the date by which all parties have executed this Agreement and shall end as of the EXPIRATION DATE set forth on page 1 hereof, unless sooner agreed to in writing by the parties. PROVIDER shall complete its obligations under this Agreement not later than the EXPIRATION DATE. COUNTY shall not be liable for any services performed by PROVIDER other than during the term of this Agreement. COUNTY shall never pay more than the Maximum Cost as stated above for all services. Upon failure of PROVIDER to complete its obligation set forth herein by the EXPIRATION DATE, COUNTY may invoke its rights set forth in this document and its attachments.

II. SERVICES:

- A. PROVIDER agrees to provide the services detailed in the bid specifications, if any; the request for proposals (RFP) and PROVIDER's response thereto, if any; and on the attached Schedule A, which is fully incorporated herein by reference. In the event of a conflict between or among the bid specifications, the RFP or responses thereto, or the terms of Schedule A or any of them, it is agreed that the terms of Schedule A, to the extent of any conflict, are controlling.
- B. PROVIDER shall commence, carry on and complete its obligations under this Agreement with all deliberate speed and in a sound, economical and efficient manner, in accordance with this Agreement and all applicable laws. In providing services under this Agreement, PROVIDER agrees to cooperate with the various departments, agencies, employees and officers of COUNTY.

- C. PROVIDER shall make best efforts to reduce timeline impact when PROVIDER's performance is delayed due to the actions of a third-party provider, COUNTY, a vendor or subcontractor, or a third party. In addition, PROVIDER is unable to guarantee any specific shipping or delivery dates.
- D. PROVIDER agrees to secure at PROVIDER's own expense all personnel necessary to carry out PROVIDER's obligations under this Agreement. Such personnel shall not be deemed to be employees of COUNTY nor shall they or any of them have or be deemed to have any direct contractual relationship with COUNTY.
- E. No portion of funds under this Agreement may be used to support or advance religious activities.
- E. PROVIDER warrants that it has complied with all necessary requirements to do business in the State of Wisconsin and has met all state and federal service standards, certifications and assurances as expressed by State and Federal statutes, rules, and regulations applicable to the services covered by this Agreement.
- F. PROVIDER will follow applicable public health guidelines to provide safe services and a safe workplace. In addition, by signing this Agreement, PROVIDER acknowledges the contagious nature of COVID-19 and voluntarily assumes the risk that PROVIDER and its staff may be exposed to or infected by COVID-19 by providing services under this Agreement and that such exposure or infection may result in personal injury, illness, permanent disability, and death.

PROVIDER further acknowledges that PROVIDER is assuming all of the foregoing risks and accept sole responsibility for any injury to itself and staff, including, but not limited to, personal injury, disability, death, illness, damage, loss, claim, liability, or expense or any kind, that PROVIDER or its staff may experience or incur in connection with providing services. PROVIDER hereby releases, covenants not to sue, discharges, and holds harmless and indemnifies the COUNTY, its employees, agents, and representatives, of and from any and all claims, including all liabilities, claims, actions, damages, costs or expenses of any kind arising out of or relating thereto. Provider understands and agrees that this release includes any claims based on the actions, omissions, or negligence of COUNTY, its employees, agents and representatives, whether a COVID-19 infection occurs before, during, or after the provision of services under this Agreement.

III. **ASSIGNMENT/TRANSFER:**

PROVIDER shall not assign, subcontract or transfer any interest or obligation in this Agreement, without the prior written consent of COUNTY, including the hiring of independent contract service providers unless otherwise provided herein. Claims for money due or to become due PROVIDER from COUNTY under this Agreement may be assigned to a bank, trust company or other financial institution without such approval if and only if the instrument of assignment contains a provision substantially to the effect that it is agreed that the right of the assignee in and to any moneys due or to become due to PROVIDER shall be subject to prior claims of all persons, firms and corporations for services rendered or materials supplied for the performance of the work called for in this Agreement. PROVIDER shall promptly provide notice of any such assignment or transfer to COUNTY.

IV. **TERMINATION:**

- A. Failure of PROVIDER to fulfill any of its obligations under this Agreement in a timely manner, or violation by PROVIDER of any of the covenants or stipulations of this Agreement, shall constitute grounds for COUNTY to terminate this Agreement by giving a thirty (30) day written notice to PROVIDER.
- B. The following shall constitute grounds for immediate termination:

1. violation by PROVIDER of any State, Federal or local law, or failure by PROVIDER to comply with any applicable States and Federal service standards, as expressed by applicable statutes, rules and regulations.
 2. failure by PROVIDER to carry applicable licenses or certifications as required by law.
 3. failure of PROVIDER to comply with reporting requirements contained herein.
 4. inability of PROVIDER to perform the work provided for herein.
- C. Failure of the Dane County Board of Supervisors or the State or Federal Governments to appropriate sufficient funds to carry out COUNTY's obligations hereunder, shall result in automatic termination of this Agreement as of the date funds are no longer available, without notice.
- D. In the event COUNTY terminates this Agreement as provided herein, all finished and unfinished documents, services, papers, data, products, and the like prepared, produced or made by PROVIDER under this Agreement shall at the option of COUNTY become the property of COUNTY, and PROVIDER shall be entitled to receive just and equitable compensation, for any satisfactory work completed on such documents, services, papers, data, products or the like. Notwithstanding the above, PROVIDER shall not be relieved of liability to COUNTY for damages sustained by COUNTY by virtue of any breach of this Agreement by PROVIDER, and COUNTY may withhold any payments to PROVIDER for the purpose of offset.

V. PAYMENT:

COUNTY agrees to make such payments for services rendered under this Agreement as and in the manner specified herein and in the attached Schedule B, which is fully incorporated herein by reference. Notwithstanding any language to the contrary in this Agreement or its attachments, COUNTY shall never be required to pay more than the sum set forth on page 1 of this Agreement under the heading MAXIMUM COST, for all services rendered by PROVIDER under this Agreement.

VI. REPORTS:

PROVIDER agrees to make such reports as are required in the attached schedules, which is fully incorporated herein by reference.

VII. DELIVERY OF NOTICE:

Notices, bills, invoices and reports required by this Agreement shall be deemed delivered as of the date of postmark if deposited in a United States mailbox, first class postage attached, addressed to a party's address as set forth above. It shall be the duty of a party changing its address to notify the other party in writing within a reasonable time.

VIII. INSURANCE & INDEMNIFICATION:

- A. PROVIDER shall indemnify, hold harmless and defend COUNTY, its boards, commissions, agencies, officers, employees and representatives against any and all liability, loss (including, but not limited to, property damage, bodily injury and loss of life), damages, costs or expenses which COUNTY, its officers, employees, agencies, boards, commissions and representatives may sustain, incur or be required to pay by reason of PROVIDER's furnishing the services or goods required to be provided under this Agreement, provided, however, that the provisions of this paragraph shall not apply to liabilities, losses, charges, costs, or expenses caused by or resulting from the acts or omissions of COUNTY, its agencies, boards, commissions, officers, employees or representatives. Any failure on the part of the PROVIDER to comply with reporting or other provisions of its insurance policies shall not affect this PROVIDER's obligations under this paragraph. COUNTY reserves the right, but not the obligation, to participate in defense without relieving PROVIDER of any obligation under this paragraph. The

obligations of PROVIDER under this paragraph shall survive the expiration or termination of this Agreement.

- B. In order to protect itself and COUNTY, its officers, boards, commissions, agencies, agents, volunteers, employees and representatives under the indemnity provisions of the subparagraph above, PROVIDER shall, at PROVIDER's own expense, obtain and at all times during the term of this Agreement keep in full force and effect the insurance coverages, limits, and endorsements listed below. When obtaining required insurance under this Agreement and otherwise, PROVIDER agrees to preserve COUNTY's subrogation rights in all such matters that may arise that are covered by PROVIDER's insurance. Neither these requirements nor the COUNTY's review or acceptance of PROVIDER's certificates of insurance is intended to limit or qualify the liabilities or obligations assumed by the PROVIDER under this Agreement. The County expressly reserves the right to require higher or lower insurance limits where County deems necessary.

1. Commercial General Liability.

PROVIDER agrees to maintain Commercial General Liability insurance at a limit of not less than \$1,000,000 per occurrence. Coverage shall include, but not be limited to, Bodily Injury and Property Damage to Third Parties, Contractual Liability, Personal Injury and Advertising Injury Liability, Premises-Operations, Independent PROVIDERs and Subcontractors, and Fire Legal Liability. The policy shall not exclude Explosion, Collapse, and Underground Property Damage Liability Coverage. The policy shall cover bodily injury and property damage liability, owned and non-owned equipment, blanket contractual liability, completed operations.

2. Professional Liability Insurance.

If PROVIDER renders professional services (such as medical, architectural or engineering services) under this Agreement, then PROVIDER shall provide and maintain two million dollars (\$2,000,000.00) of professional liability insurance. If such policy is a "claims made" policy, all renewals during the life of the Agreement shall include "prior acts coverage" covering at all times all claims made with respect to PROVIDER's work performed under the Agreement. This Professional Liability coverage must be kept in force for a period of six (6) years after the services have been accepted by COUNTY

3. Commercial/Business Automobile Liability Insurance.

If applicable to the services covered by this Agreement, PROVIDER shall provide and maintain commercial general liability and automobile liability insurance at a limit of not less than \$1,000,000 per occurrence. Coverage for commercial general liability and automobile liability insurance shall, at a minimum, be at least as broad as Insurance Services Office ("ISO") Commercial General Liability Coverage (Occurrence Form CG 0001) and ISO Business Auto Coverage (Form CA 0001), covering Symbol 1 (any vehicle).

4. Environmental Impairment (Pollution) Liability (not applicable)

If PROVIDER will be transporting waste or will be disposing of waste or products under this Agreement, then PROVIDER agrees to maintain Environmental Impairment (Pollution) Liability insurance at a limit of not less than \$1,000,000 per occurrence for bodily injury, property damage, and environmental cleanup costs caused by pollution conditions, both sudden and non-sudden. This requirement can be satisfied by either a separate environmental liability policy or through a modification to the Commercial General Liability policy. Evidence of either must be provided.

5. Workers' Compensation.

PROVIDER agrees to maintain Workers Compensation insurance at Wisconsin statutory limits.

6. Umbrella or Excess Liability.

PROVIDER may satisfy the minimum liability limits required above for Commercial General Liability and Business Auto Liability under an Umbrella or Excess Liability policy.

There is no minimum Per Occurrence limit of liability under the Umbrella or Excess Liability; however, the Annual Aggregate limit shall not be less than the highest "Each Occurrence" limit for the Commercial General Liability and Business Auto Liability. PROVIDER agrees to list DANE COUNTY as an "Additional Insured" on its Umbrella or Excess Liability policy.

C. Required provisions.

1. Insurer's Requirement

All of the insurance shall be provided on policy forms and through companies satisfactory to COUNTY, and shall have a minimum AM Best's rating of A- VIII

2. Additional Insured.

COUNTY, its elected and appointed officials, officers, employees or authorized representatives or volunteers are to be given additional insured status (via ISO endorsement CG 2010, CG 2033, or insurer's equivalent for general liability coverage) as respects: liability arising out of activities performed by or on behalf of PROVIDER; products and completed operations of PROVIDER; premises occupied or used by PROVIDER; and vehicles owned, leased, hired or borrowed by PROVIDER. The coverage shall contain no special limitations on the scope of protection afforded to COUNTY, its elected and appointed officials, officers, employees or authorized representatives or volunteers. Except for the workers compensation policy, each insurance policy shall contain a waiver of subrogation endorsement in favor of COUNTY.

3. Provider's Insurance Shall be Primary

For any claims related to this Agreement, PROVIDER's insurance shall be primary insurance with respect to COUNTY, its elected and appointed officials, officers, employees or authorized representatives or volunteers. Any insurance, self-insurance, or other coverage maintained by COUNTY, its elected and appointed officers, officials, employees or authorized representatives or volunteers shall not contribute to the primary insurance. PROVIDER's insurance shall apply separately to each insured against whom claim is made or suit is brought, except with respect to the limits of the insurer's liability

4. Cancellation Notice

Each insurance policy required by this Agreement shall state, or be endorsed so as to the state, that coverage shall not be canceled by the insurance carrier or the PROVIDER, except after sixty (60) days (ten (10) days for non-payment of premium) prior written notice by U.S. mail has been given to COUNTY.

5. Evidences of Insurance.

Prior to execution of the Agreement, PROVIDER shall file with COUNTY a certificate of insurance (Accord Form 25-S or equivalent) signed by the insurer's representative evidencing the coverage required by this Agreement. Such evidence shall include an additional insured endorsement signed by the insurer's representative. Such evidence shall also include confirmation that coverage includes or has been modified to include all required provisions as detailed herein.

6. Sub-Contractors.

In the event that PROVIDER employs sub-contractors as part of this Agreement, it shall be the PROVIDER's responsibility to require and confirm that each sub-contractor meets the minimum insurance requirements specified above.

D. The parties do hereby expressly agree that COUNTY, acting at its sole option and through its Risk Manager, may waive any and all requirements contained in this Agreement, such waiver to be in writing only. Such waiver may include or be limited to a reduction in the amount of coverage required above. The extent of waiver shall be determined solely by COUNTY's Risk Manager taking into account the nature of the work and other factors relevant to COUNTY's exposure, if any, under this Agreement.

IX. NO WAIVER BY PAYMENT OR ACCEPTANCE:

In no event shall the making of any payment or acceptance of any service or product required by this Agreement constitute or be construed as a waiver by COUNTY of any breach of the covenants of this Agreement or a waiver of any default of PROVIDER and the making of any such payment or acceptance of any such service or product by COUNTY while any such default or breach shall exist shall in no way impair or prejudice the right of COUNTY with respect to recovery of damages or other remedy as a result of such breach or default.

X. NON-DISCRIMINATION:

During the term of this Agreement, PROVIDER agrees not to discriminate on the basis of age, race, ethnicity, religion, color, gender, disability, marital status, sexual orientation, national origin, cultural differences, ancestry, physical appearance, arrest record or conviction record, military participation or membership in the national guard, state defense force or any other reserve component of the military forces of the United States, or political beliefs against any person, whether a recipient of services (actual or potential) or an employee or applicant for employment. Such equal opportunity shall include but not be limited to the following: employment, upgrading, demotion, transfer, recruitment, advertising, layoff, termination, training, rates of pay, and any other form of compensation or level of service(s). PROVIDER agrees to post in conspicuous places, available to all employees, service recipients and applicants for employment and services, notices setting forth the provisions of this paragraph. The listing of prohibited bases for discrimination shall not be construed to amend in any fashion state or federal law setting forth additional bases, and exceptions shall be permitted only to the extent allowable in state or federal law.

XI. CIVIL RIGHTS COMPLIANCE:

- A. If PROVIDER has 20 or more employees and receives \$20,000 in annual contracts with COUNTY, the PROVIDER shall submit to COUNTY a current Civil Rights Compliance Plan (CRC) for Meeting Equal Opportunity Requirements under Title VI of the Civil Rights Act of 1964, Section 504 of the Rehabilitation Act of 1973, Title VI and XVI of the Public Service Health Act, the Age Discrimination Act of 1975, the Omnibus Budget Reconciliation Act of 1981 and Americans with Disabilities Act (ADA) of 1990. PROVIDER shall also file an Affirmative Action (AA) Plan with COUNTY in accordance with the requirements of chapter 19 of the Dane County Code of Ordinances. PROVIDER shall submit a copy of its discrimination complaint form with its CRC/AA Plan. The CRC/AA Plan must be submitted prior to the effective date of this Agreement and failure to do so by said date shall constitute grounds for immediate termination of this Agreement by COUNTY. If an approved plan has been received during the previous CALENDAR year, a plan update is acceptable. The plan may cover a two-year period. Providers who have less than twenty employees, but who receive more than \$20,000 from the COUNTY in annual contracts, may be required to submit a CRC Action Plan to correct any problems discovered as the result of a complaint investigation or other Civil Rights Compliance monitoring efforts set forth herein below. If PROVIDER submits a CRC/AA Plan to a Department of Workforce Development Division or to a Department of Health and Family Services Division that covers the services purchased by COUNTY, a verification of acceptance by the State of PROVIDER's Plan is sufficient.
- B. PROVIDER agrees to comply with the COUNTY's civil rights compliance policies and procedures. PROVIDER agrees to comply with civil rights monitoring reviews performed by the COUNTY, including the examination of records and relevant files maintained by the PROVIDER. PROVIDER agrees to furnish all information and reports required by the COUNTY as they relate to affirmative action and non-discrimination. PROVIDER further agrees to cooperate with COUNTY in developing, implementing, and monitoring corrective action plans that result from any reviews.
- C. PROVIDER shall post the Equal Opportunity Policy, the name of PROVIDER's designated Equal Opportunity Coordinator and the discrimination complaint process in conspicuous places available to applicants and clients of services, applicants for employment and employees. The complaint process will be according to COUNTY's policies and procedures and made available in languages and formats understandable to applicants, clients and employees. PROVIDER shall supply to COUNTY's Contract Compliance

Officer upon request a summary document of all client complaints related to perceived discrimination in service delivery. These documents shall include names of the involved persons, nature of the complaints, and a description of any attempts made to achieve complaint resolution.

- D. PROVIDER shall provide copies of all announcements of new employment opportunities to COUNTY's Contract Compliance Officer when such announcements are issued.
- E. If PROVIDER is a government entity having its own compliance plan, PROVIDER'S plan shall govern PROVIDER's activities.

XII. COMPLIANCE WITH FAIR LABOR STANDARDS:

A. Reporting of Adverse Findings

During the term of this Agreement, PROVIDER shall report to the County Contract Compliance Officer, within ten (10) days, any allegations to, or findings by the National Labor Relations Board (NLRB) or Wisconsin Employment Relations commission (WERC) that PROVIDER has violated a statute or regulation regarding labor standards or relations. If an investigation by the Contract Compliance Officer results in a final determination that the matter adversely affects PROVIDER'S responsibilities under this Agreement, and which recommends termination, suspension or cancellation of this agreement, the County may take such action.

B. Appeal Process

PROVIDER may appeal any adverse finding by the Contract Compliance Officer as set forth in Dane County Ordinances Sec. 25.08(20)(c) through (e).

C. Notice Requirement

PROVIDER shall post the following statement in a prominent place visible to employees: "As a condition of receiving and maintaining a contract with Dane County, this employer shall comply with federal, state and all other applicable laws prohibiting retaliation for union organizing."

XIII. CONTROLLING LAW AND VENUE:

It is expressly understood and agreed to by the parties hereto that in the event of any disagreement or controversy between the parties, Wisconsin law shall be controlling. Venue for any legal proceedings shall be in the Dane County Circuit Court.

XIV. FINANCIAL INTEREST PROHIBITED:

Under s. 946.13, Wis. Stats. COUNTY employees and officials are prohibited from holding a private pecuniary interest, direct or indirect, in any public contract. By executing this Agreement, each party represents that it has no knowledge of a COUNTY employee or official involved in the making or performance of the Agreement that has a private pecuniary interest therein. It is expressly understood and agreed that any subsequent finding of a violation of s. 946.13, Wis. Stat. may result in this Agreement being voided at the discretion of the COUNTY.

XV. LIMITATION OF AGREEMENT:

This agreement is intended to be an agreement solely between the parties hereto and for their benefit only. No part of this Agreement shall be construed to add to, supplement, amend, abridge or repeal existing duties, rights, benefits or privileges of any third party or parties, including but not limited to employees of either of the parties.

XVI. ENTIRE AGREEMENT:

The entire agreement of the parties is contained herein and this Agreement supersedes any and all oral agreements and negotiations between the parties relating to the subject matter hereof. The parties expressly agree that this Agreement shall not be amended in any fashion except in writing, executed by both parties.

XVII. COUNTERPARTS:

The parties may evidence their agreement to the foregoing upon one or several counterparts of this instrument, which together shall constitute a single instrument.

XVIII. CONSTRUCTION:

This Agreement shall not be construed against the drafter.

XIX. COPIES VALID:

This agreement, and any amendment or addendum relating to it, may be executed and transmitted to any other party by legible facsimile reproduction or by scanned legible electronic PDF copy, and utilized in all respects as, an original, wet-inked manually executed document. Further, this Agreement and any amendment or addendum thereto, may be stored and reproduced by each party electronically, photographically, by photocopy or other similar process, and each party may at its option destroy any original document so reproduced. All parties hereto stipulate that any such legible reproduction shall be admissible in evidence as the original itself in any judicial, arbitration or administrative proceeding whether or not the original is in existence and whether or not such reproduction was made by each party in the regular course of business. This term does not apply to the service of notices under this Agreement.

XX. REGISTERED AGENT:

PROVIDER warrants that it has complied with all necessary requirements to do business in the State of Wisconsin, that the persons executing this Agreement on its behalf are authorized to do so, and, if a corporation, that the name and address of PROVIDER's registered agent is as set forth opposite the heading REGISTERED AGENT on page 1 of this Agreement. PROVIDER shall notify COUNTY immediately, in writing, of any change in its registered agent, his or her address, and PROVIDER's legal status. For a partnership, the term 'registered agent' shall mean a general partner.

XXI. DEBARMENT:

By signing this Contract, PROVIDER attests that it is not debarred from participating in federal procurements. COUNTY reserves the right to cancel this Contract if PROVIDER is presently, or is in the future, on the list of parties excluded from federal procurements.

XXII. EXECUTION:

- A. The parties agree that execution of this document may be made by electronic signatures. The parties may make electronic signatures by typing the name of the authorized signature followed by the words, "electronically signed" or by any other electronic means representing an authorized signature by PROVIDER. PROVIDER shall ensure that only authorized persons may affix electronic signatures to this Agreement and COUNTY may rely that the electronic signature provided by PROVIDER is authentic.
- B. This Agreement has no effect until signed by both parties. The submission of this Agreement to PROVIDER for examination does not constitute an offer. PROVIDER warrants that the persons executing this Agreement on its behalf are authorized to do so.

IN WITNESS WHEREOF, COUNTY and PROVIDER, by their respective authorized agents, have caused this Agreement and its Schedules to be executed, effective as of the date by which all parties hereto have affixed their respective signatures, as indicated below.

FOR PROVIDER:

Jonathan Groh

Jonathan Groh (May 5, 2026 16:41:43 CDT)

May 5, 2026

NAME Jonathan Groh

TITLE Staff Attorney

Date

* * *

FOR COUNTY:

Melissa Agard
Dane County Executive

Date

Scott McDonell
Dane County Clerk

Date

SCHEDULE A

Scope of Services

1. Project Overview

- a. The PROVIDER shall upgrade the audio-visual systems in seventeen (17) courtrooms in the Dane County Courthouse in accordance with the specifications in Schedule A. This work also includes upgrades for the Jury Assembly Room, and the First Floor Ceremonial Courtroom using the equipment identified in Exhibits A1, A2, and A3 (Project Cost Sheets), and the flow drawings in Exhibit B, each of which is attached hereto and incorporated herein by reference. The project shall comply with all project parameters and hardware requirements set forth in this agreement. Any modifications or deviations must be approved in advance by the Clerk of Courts in advance.
- b. Each courtroom shall include video, audio, digital evidence presentation and hybrid over Zoom. Installation shall be performed in accordance with the Wisconsin Court System, Consolidated Court Automation Programs (CCAP) parameters.
- c. Current operations must continue without interruption during the Audio-Visual system upgrade. The PROVIDER shall coordinate access to rooms with the Clerk of Courts. The PROVIDER may be required to adjust work schedules, as needed, to accommodate the working courtrooms.
- d. All installation work shall be performed during regular business hours.

2. Point of Contact

- a. Both the PROVIDER and the COUNTY shall designate a point of contact who will be available for consultation, meetings, and timely review and approval of all documentation (e.g. technical reports, drawings, contracts, and related materials).
 - i. For the PROVIDER:
Chris Thurman – Director of Enterprise Optimization
 - ii. For the COUNTY:
Jeff Okazaki – Clerk of Courts
- b. The PROVIDER's point of contact shall:
 - i. Coordinate the implementation schedule with the County.
 - ii. Schedule a kick-off meeting within two (2) weeks following execution of contract,
 - iii. Provide regular project status updates to the County.
 - iv. Facilitate on-site installation and be responsible for project coordination from contract award through system completion.

3. Installation, Programming, and Support Team

- a. The PROVIDER shall provide the following personnel for installation, programming and support services during and/or after implementation:
 - i. AV Division Manager
 - ii. AV Systems Programmer

- iii. AV Design Engineer
- iv. AV Lead Technician
- v. AV Technicians

- b. All installers must be factory-trained on all products provided for the project. Proof of certification may be requested by the COUNTY.
- c. PROVIDER shall maintain adequate staffing of experienced and qualified personnel to perform efficiently under this Agreement. All PROVIDER personnel shall perform services in a professional, workmanlike, and respectful manner.
- d. PROVIDER shall be responsible for the acts and omissions of its employees and agents while on COUNTY's premises. Accordingly, PROVIDER shall take all necessary and reasonable measures to prevent injury, damage, or loss to persons or property located on COUNTY's premises.

4. Damages

- a. PROVIDER shall be responsible for all damages to persons or property caused by PROVIDER or its employees, agents, or subcontractors. The PROVIDER shall promptly repair, or cause to be repaired, to specifications mutually agreed upon by the parties, any damage to COUNTY premises or equipment caused by the PROVIDER or its employees or agents.

5. Scheduled Communications

a. Weekly Progress Meetings

- i. The PROVIDER shall schedule weekly progress meetings for the duration of the installation. These meetings may be held onsite or virtually to review current progress, upcoming activities, risk items, and schedule updates.

b. Daily Check-Ins

- i. PROVIDER shall check in with the COUNTY daily to coordinate access, confirm work areas, and minimize disruptions for the duration of the installation.

c. Status Reports

- i. A status report shall be provided to COUNTY on a weekly basis that details progress, milestones achieved, upcoming tasks, and any required decisions or issues.

6. Project Hardware Requirements

- a. All materials and equipment shall be new and unused. Unless specifically approved by the COUNTY, all materials and equipment in the system shall be the standard design or model requested by the COUNTY. The equipment shall be the manufacturer's latest standard designs current at the time of delivery, modified only to the extent necessary to comply with the requirements of the specifications.
 - i. **Please note: Any deviations from the project as outlined in this agreement MUST be approved in advance by the Clerk of Courts.**

- b. All components that comprise the various systems shall be UL listed where a UL listing exists for that component or system.
- c. PROVIDER shall furnish current models at time of installation. Discontinued models, out-of-production equipment, or equipment no longer supported by the manufacturer will not be accepted and must be replaced with current models at no additional cost to the COUNTY. Any cost shall be the responsibility of the PROVIDER.

7. Touch Panel Layout and User Interface

- a. Touch panel layouts shall be consistent in all seventeen (17) courtrooms.
- b. Court Staff shall approve all Graphical User Interface (GUI) layouts prior to implementation.
- c. Systems shall be simple and intuitive to control via the touch panels.
- d. Systems shall provide remote room control capability using a Dane County Courts laptop or desktop running Windows®; the control application shall be installed and run as a desktop application.
- e. Each system shall have two (2) touch panels
 - i. A Zoom Room touch panel with room controls (no video/source preview). Zoom, directory, and SIP functions shall be fun from this device.
 - ii. A 27" touch display for content and camera previews/selection. The 27-inch touch display shall include, at a minimum, the following functions:
 - System power on and off
 - Volume Control and Mute for each of the following:
 - a. Wireless Microphones
 - b. Wired Microphones
 - c. Room Volume
 - d. Program Source Volume
 - e. Jury Ceiling Microphone Array
 - Side bar microphone launch white noise
 - Content preview, select and share to in room displays
 - Digital evidence present share to in room displays
- f. One (1) new 27" display shall be provided at the witness location and shall include an integrated digital annotator for digital evidence presentation.
- g. User interface and faceplate color submittal shall be submitted to COUNTY for approval prior to implementation.

8. Wall Mounted Displays

- a. One 98-100" display shall be wall mounted behind the witness area in each courtroom.
- b. Matrix switching capability is not required for the in-room wall mounted displays.

9. Cameras

- a. Each Courtroom shall include three (3) new fixed cameras and one (1) new Pan, Tilt, Zoom (PTZ) camera.
- b. Fixed cameras shall be positioned for Attorney Table 1, Attorney Table 2, and the Judge.
- c. The PTZ camera shall be positioned to cover the witness and/or podium area.

- d. A camera multiviewer shall be provided and integrated into the system.

10. Audio

a. EACH COURTROOM SHALL INCLUDE:

- i. One (1) new digital signal processor (DSP) for in-room audio.
- ii. One (1) new Audio Video Bridging (AVB) capable, Power over Ethernet (POE) network device to support the State audio recording system.
- iii. One (1) new wireless microphone system which shall include:
 - Two handheld and two lavalier with a four channel, base transceiver and charging base. This is to be located in the courtroom.
- iv. One (1) duplex XLR connection for press feed.
- v. One (1) new linear-array ceiling microphone mounted "centered" over the Jury box, with a new tile bridge for mounting. If a courtroom does not have a jury box, a ceiling microphone is not required.
- vi. One (1) new Assistive Listening System.
- vii. One new 21RU, mobile AV rack to be in the rooms specified closet location. The rack shall include an eight-outlet, IP-addressable vertical power management device.
- viii. A/V racks must be prefabricated and tested off-site prior to installation to minimize courtroom downtime.

b. EXISTING EQUIPMENT:

- i. Existing in-room speakers shall remain and be integrated into the system.
 - Each of the 6 speakers in each courtroom will be its own zone for speech reinforcement and white noise delivery.
- ii. Existing side bar microphone and headset output for the Court Reporter to remain and be integrated into the system.
- iii. Existing XLR outputs shall remain and be integrated into the system.

11. Testing and Commissioning

As part of the testing and commissioning process, the PROVIDER shall:

- a. Verify that all individual components, as well as the system as a whole, function as intended by the AV documents and specifications
- b. Test and adjust systems and components for optimal performance
- c. Coordinate and participate in a sequential commissioning of each courtroom upon completion of that courtroom with the County.
- d. Coordinate and conduct an acceptance walk-through and sign-off session with the County.
 - i. Sign-off documents shall be provided for each of the 17 courtrooms.
 - ii. PROVIDER shall have ten (10) business days to correct any deficiencies identified by the COUNTY.

12. Training

a. System Administration Training

- i. The PROVIDER shall provide on-site system administration training for up to ten (10) County staff members. Training objectives shall include proper operation and troubleshooting of the A/V equipment, including:
 - A deep dive into the network configurations and how the AV system integrates with the Courthouse's existing network infrastructure
 - Advanced Troubleshooting: How to diagnose and resolve more complex issues with software, hardware, and network connectivity
 - Configuration Management: Understanding how to adjust and reconfigure settings, update firmware, and manage user permissions
- ii. Administrative training shall occur when all the equipment is operational and after final acceptance of the install by the County.

b. User Training

- i. PROVIDER shall provide on-site user training for up to forty (40) County staff members. Training shall include operation of the A/V equipment, including, at a minimum, how to:
 - Adjust volume
 - Mute microphones
 - Change display settings
 - Switch between presets
 - Connect personal devices (laptops, phones) using available input options
 - Navigate the control panel (button functions and navigation)
 - Perform basic troubleshooting
- ii. User short-form guides shall be provided to all attendees of the training sessions.
 - Short form guides shall provide the users with quick finding ways to operate the system

13. Warranty Requirements

- a. The PROVIDER shall provide, at a minimum, one (1) year of additional manufacturer coverage for display systems, video systems, audio systems, control systems, rack accessories and furniture, miscellaneous cables, connectors, and related components. The warranty period shall begin on the date that the PROVIDER receives the COUNTY's written approval and final acceptance of the installation. Any hardware, software, parts, licenses or third-party services sold to COUNTY, or integrated, included or utilized as part of any PROVIDER service offering sold to COUNTY, may be subject to a warranty made by the manufacturer or other third party to COUNTY and, if so, the terms and conditions of such warranty are set forth in other documents. COUNTY acknowledges that PROVIDER is not a party to any such warranty, and that any rights or remedies that COUNTY may have pursuant to said warranty are

- against the manufacturer or other third party directly and are not assertable against PROVIDER.
- b. The PROVIDER shall provide technical support, as needed, to ensure the maximum performance and reliability of the technology.
 - i. PROVIDER shall be able to deliver on-site or remote support within four (4) hours of initiated support requests.
 - c. Labor for parts repair & replacement shall be covered for the one-year warranty period.
 - d. Shipping/freight costs shall be included (two-day shipping).
 - e. All parts included except for consumables
 - f. Any additional warranty or extended coverage requirements are set forth in Exhibit C – CollabGuard Agreement, attached hereto and incorporated herein for reference.

14. Post-Installation Support

- a. The PROVIDER shall work with the COUNTY to ensure the A/V system is easy to use and streamlined for daily operations.
 - i. The PROVIDER shall schedule a preprogramming meeting with the COUNTY to confirm functional requirements.
 - ii. Full testing and commissioning of system shall occur upon deployment.
 - iii. COUNTY shall be involved in the design and development of the control system.

15. Maintenance and Support

- a. The PROVIDER must provide local service and support, with a permanent place of business within fifty (50) miles of County.
- b. At a minimum, the PROVIDER shall provide Help Desk service and phone support from 8:00a.m. - 4:30 p.m., Monday - Friday.
- c. One (1) year of service and maintenance shall be included with the systems, with inclusion of on-site labor, replacement parts, phone support, and emergency on-site response within 4 hours.
- d. System software support, modifications, and updates shall be included.
- e. Additional maintenance and support terms are included in Exhibit C – CollabGuard Agreement, which is attached hereto and incorporated herein by reference.

16. Documentation

- a. Upon completion of the project, and prior to final system acceptance, the PROVIDER shall provide Court Staff with the following:
 - i. The complete bill of materials equipment list, with model numbers, manufacturer's names, and quantities
 - ii. Manufacturer cut sheets for all equipment
 - iii. Software and hardware manufacturer warranty detail
 - iv. Touch Panel GUI PDF with Button Function Description

- v. Uncompiled code for control system
- vi. System Drawings
- vii. Any updated documents previously submitted for approval
- viii. Access to control software for installed equipment
- ix. User training guides, passwords, codes and equipment operation manuals
- x. Short form guides for users with quick finding ways to operate the system

17. Project Timeline

- a. Both the COUNTY and PROVIDER acknowledge that the project timeline is dependent on equipment availability and COUNTY court schedules and is subject to change.
- b. Subject to Section (a) of this provision, COUNTY and PROVIDER agree to follow a three (3) month timeline for completion of this project as defined in the project timeline in Exhibit D – HBS Timeline.

SCHEDULE B

Pricing Structure and Payment

Invoices/Payment:

PROVIDER shall issue an invoice upon completion of services and/or delivery of such deliverables. Invoices must reference the Dane County purchase order number issued for the services/deliverables described herein. Email delivery of invoices is encouraged and preferred – see the Bill To section of the purchase order. Payment shall be made within 30 days of COUNTY's receipt of accepted invoice unless otherwise noted in Schedule B.

The COUNTY will exercise its reasonable business judgment to determine acceptance of the final work product. PROVIDER has ten (10) business days to respond and cure any issues identified by the COUNTY.

EQUIPMENT AND INSTALLATION

- 1. PROVIDER shall bill for each item of equipment upon shipment. Invoices shall be payable net 30.**
- 2. PROVIDER shall bill for labor costs upon the completion of each courtroom. Invoices shall be payable net 30.**

SERVICE AGREEMENT

Pricing includes annual cost for CollabGuard Service (See Exhibit C – CollabGuard Agreement for additional details), as well as an estimated flex block for additional services as needed. The flex block is an estimate. Additional hours may be added via Addendum, if agreed upon by COUNTY.

Year 2 Service Agreement - \$20,400
Year 3 Service Agreement - \$20,400
Year 4 Service Agreement - \$20,400
Year 5 Service Agreement - \$20,400

Agreement (5.5.2026)v2

Final Audit Report

2026-05-05

Created:	2026-05-05
By:	Jon Groh (jgroh@hbs.net)
Status:	Signed
Transaction ID:	CBJCHBCAABAAGFDF9IsNY6irlVj8k_N8pKCbJd1UYsac

"Agreement (5.5.2026)v2" History

-  Document created by Jon Groh (jgroh@hbs.net)
2026-05-05 - 9:39:53 PM GMT
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-  Document e-signed by Jonathan Groh (legal@hbs.net)
Signature Date: 2026-05-05 - 9:41:43 PM GMT - Time Source: server
-  Agreement completed.
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Courthouse Audio Visual Modernization

Quote #390086 v7

Prepared For:
Dane County of

 Jeff Okazaki
 210 Martin Luther King Jr Blvd RM 524
 Madison, WI 53703

P: (608) 266-4311

E: jeff.okazaki@wicourts.gov

Prepared by:
Wausau Area Office

 Chrissy Writz
 815 S 24th Ave
 Wausau, Wisconsin 54401

P: 715-598-3294

E: cwritz@hbs.net

Date Issued:
04.09.2026
Expires:
04.30.2026

AV Hardware	Price	Qty	Ext. Price
Owner Furnished Items			
17-CCAP Microphone / DAR / FTR system			
102-Ceiling Speakers			
Samsung Commercial 98" display - 3 yr warranty - 16x7	\$3,952.66	17	\$67,195.22
Complete ceiling installation kit with 24" to 36" adjustable drop for 37" to 63"+ screens	\$358.06	17	\$6,087.02
Ceiling-mount Adapter with Hardware	\$47.04	17	\$799.68
Planar 27" touchscreen monitor	\$498.94	34	\$16,963.96
Crestron Flex Video Conference System Integrator Kit for Zoom Rooms - Table Top Touch Panel	\$2,609.68	17	\$44,364.56
Rack Mount Kit for UC Engine Bracket Assembly	\$37.63	17	\$639.71
Medium 4 channel Speaker Amplifier - 300 watts	\$496.77	34	\$16,890.18
Medium Audio DSP with 24 local audio I/O channels and 8x8 GPIO. 24 AEC channels. Includes Scripting/UCI functionality.	\$3,761.29	17	\$63,941.93
Bodypack Transmitter with Integrated Omnidirectional Microphone and 4-Pin Mini Connector (TA4M) (Includes one SB906 Battery) - neXt	\$488.17	34	\$16,597.78
Cardioid Condenser Lavalier Microphone- Black	\$115.05	34	\$3,911.70
Shure Handheld Transmitter with SM58® Microphone (Includes one SB908 Battery) - neXt	\$501.08	34	\$17,036.72
Shure 4 Bay Networked Charging Dock	\$798.92	17	\$13,581.64
Shure 4 Channel Access Point	\$2,395.70	17	\$40,726.90
LINEAR ARRAY MIC, BLACK, 4 FT	\$2,318.28	15	\$34,774.20
Tile Bridge for MXA710	\$89.25	30	\$2,677.50
Listen Technologies LS-91-01 ListenIR iDSP Level III System	\$1,568.15	17	\$26,658.55
Listen Technologies LR-4200-IR Intelligent DSP IR Receiver	\$206.73	34	\$7,028.82
Listen Technologies LA-430 Intelligent Ear Phone / Neck Loop Lanyard	\$63.09	34	\$2,145.06

AV Hardware	Price	Qty	Ext. Price
Listen Technologies LA-401 Universal Ear Speaker	\$21.71	34	\$738.14
Listen Technologies LA-141 ListenIR Expansion Radiator for LT-84 Transmitter	\$509.13	34	\$17,310.42
Compact Genlock Camera (CS mount ready)	\$529.09	51	\$26,983.59
Micro Mount, Indoor, Black Color, Steel	\$14.27	51	\$727.77
5-50mm 3MP Varifocal CS Lens	\$125.66	51	\$6,408.66
Marshall CV612-TBI - Live streaming camera - PTZ	\$912.67	17	\$15,515.39
Wall Mount for CV605 Cameras (Black)	\$61.51	17	\$1,045.67
Blackmagic Design Multiview 4HD, 6G-SDI	\$583.12	17	\$9,913.04
Blackmagic Design Mini Converter UpDownCross HD 3G/HD/SD-SDI Cross-Converter	\$169.31	17	\$2,878.27
USB Converter with HDMI® and Analog Audio Input	\$559.14	17	\$9,505.38
Intelix Series USB 2.0 High Speed Host / Local Side Extender	\$58.86	17	\$1,000.62
Intelix Series USB 2.0 High Speed Client / Remote Side Extender	\$58.86	17	\$1,000.62
Crestron DigitalMedia™ Card Chassis for DM-NVX-C & DMCF, 8 Slots	\$1,241.94	17	\$21,112.98
Crestron 4K60 4:4:4 HDR Network AV Encoder Card	\$807.53	51	\$41,184.03
Crestron 4K60 4:4:4 HDR Network AV Decoder Card	\$807.53	34	\$27,456.02
DM NVX® 5K 4x1 AV-over-IP Switcher with HDMI® and USB-C® Connectivity	\$1,750.54	34	\$59,518.36
Crestron 4K60 4:4:4 HDR Network AV Decoder	\$807.53	51	\$41,184.03
DM NVX® 4K60 4:2:0 Network AV Encoder, Wall Plate, Black	\$677.42	17	\$11,516.14
4K/60 Annotation Processor with USB Extension	\$4,564.52	17	\$77,596.84
Netgear AV Line 48 port network switch - 960 watts PoE budget	\$3,012.39	17	\$51,210.63
Control System Software License Key for USB to Ethernet Adapter	\$236.56	17	\$4,021.52
Rack Mount Crestron Control Processor Series 4	\$1,241.94	17	\$21,112.98
Digital Graphics Engine 200 with 4K DM 8G+® Input	\$1,693.55	17	\$28,790.35
USB Client to Ethernet Kit	\$118.59	17	\$2,016.03
44 RU ERK Series Rack, 25 Inches Deep	\$827.96	7	\$5,795.72
Rear Rack Rail	\$93.01	7	\$651.07
ERK Series Caster base	\$193.55	7	\$1,354.85
Duct Top for ERK Series	\$59.68	10	\$596.80
293 CFM Duct Cool System	\$598.39	10	\$5,983.90
Duct Cool Thermostat	\$62.90	10	\$629.00
6 RU Flanged Blank Rack Panel, Steel	\$26.34	9	\$237.06

AV Hardware	Price	Qty	Ext. Price
1 RU Flanged Blank Rack Panel, Steel 12 Piece Contractor Pack	\$91.94	2	\$183.88
1 RU Flanged Blank Rack Panel, Steel 50 Piece Master Pack	\$361.83	2	\$723.66
1 RU UTR Rackshelf, 12 Piece Contractor Pack	\$367.74	3	\$1,103.22
10-32 Rackscrew Truss-Head - 500 Piece	\$109.14	3	\$327.42
Tripp Lite Slim-Net Cat.6 Patch UTP Network Cable - 3 ft Category 6	\$2.54	255	\$647.70
Tripp Lite Slim-Net Cat.6 Patch UTP Network Cable - 7 ft Category 6	\$3.67	510	\$1,871.70
Tripp Lite Slim-Net Cat.6 Patch UTP Network Cable - 10 ft Category 6	\$4.68	170	\$795.60
Tripp Lite Slim-Net Cat.6 Patch UTP Network Cable - 15 ft Category 6	\$5.67	34	\$192.78
Tripp Lite Cat.6 Patch UTP Network Cable - 20 ft Category 6	\$6.62	85	\$562.70
1-Port Keystone Jack Surface Mount Box - White	\$2.44	51	\$124.44
Cat6 RJ45 UTP Keystone Jack - White	\$4.85	51	\$247.35
Cat6 RJ45 UTP Keystone Jack - White	\$7.58	408	\$3,092.64
1-Port Keystone Jack Surface Mount Box	\$3.76	170	\$639.20
2-Port Keystone Jack Surface Mount Box	\$4.14	34	\$140.76
24 port Patch Panel - 1RU	\$65.32	17	\$1,110.44
C2G Flexible HDMI® Cable w/ Low Profile Connectors - 3'	\$8.02	51	\$409.02
C2G Flexible HDMI® Cable w/ Low Profile Connectors - 6'	\$10.24	102	\$1,044.48
C2G Flexible HDMI® Cable w/ Low Profile Connectors - 10'	\$12.49	51	\$636.99
Kramer High-Speed Flexible HDMI - 15'	\$12.15	17	\$206.55
SuperSpeed 5Gbps USB-C to C Cable - 6'	\$18.41	34	\$625.94
SuperSpeed 5Gbps USB-C to C Cable - 10'	\$23.69	34	\$805.46
Liberty RG6 Coaxial Cable, Plenum, Black	\$766.24	15	\$11,493.60
BNC Female Connector	\$3.25	192	\$624.00
Commscope CAT6 Cable Plenum, 1000 ft box, Black	\$311.83	34	\$10,602.22
Liberty 16/2 Speaker Wire, Plenum, Black	\$313.82	15	\$4,707.30
15A Advanced Remote Smart Sequencer, 9 Outlets 10Ft Cord	\$426.23	17	\$7,245.91
Panamax 4 AC Outlet Surge Protector	\$47.01	51	\$2,397.51
12" extension power cord (for power bricks)	\$3.13	34	\$106.42
MaxBlox D-SUB Termination System Female DB9	\$18.72	17	\$318.24
MaxBlox D-SUB Termination System Male DB9	\$18.72	17	\$318.24
MaxBlox D-SUB Termination System Hood	\$4.40	34	\$149.60

AV Hardware	Price	Qty	Ext. Price
Bulk Wire Plate (White)	\$1.35	17	\$22.95
Low Voltage Double gang retro ring	\$2.61	20	\$52.20
2 Gang Trim Ring (Black)	\$0.80	17	\$13.60
3/8" Label tape - Nylon	\$28.12	34	\$956.08
1/2" Black Lineal VELCRO Brand ONE-WRAP - 25YD roll	\$17.04	17	\$289.68
Crestron Tariff	\$12,025.80	1	\$12,025.80
Mounting Hardware, Bulk Cable, Specialized AV Connectors	\$19,950.00	1	\$19,950.00
Subtotal:			\$963,782.29

Services	Price	Qty	Ext. Price
Fixed Fee Project HBS Responsibilities: • Install new display(s) and mount(s) • Install camera(s) • Install ceiling array mic system • Install AV over IP devices • Install Zoom Room Kit • Install room control touch panel(s) and program • Install CAT6 Data, RG-6, audio, and control point-to-point cables as required • Program control system • Commission AV system • Test system • System training (including a custom QRC instruction sheet). One hour training session scheduled at the end of the installation. Additional training is available but is out of scope and will be billed T&M accordingly. HBS Assumptions: • The AV system may have an uplink to the customer network • The content inputs for the room will be: 1) Attorney 1, 2) Attorney 2, 3) Podium Laptop, 4) Judge Laptop Customer Responsibilities: • Install A-C receptacles and data jacks or drops per HBS direction and/or drawings • Provide access to the room for the duration of the installation • Provide (1) data drops / connections to the closet for AV system switch • Provide receptacles for garbage and recyclables created from onsite work	\$412,050.00	1	\$412,050.00
Subtotal:			\$412,050.00

Shipping	Price	Qty	Ext. Price
Estimated Shipping	\$14,000.00	1	\$14,000.00
Subtotal:			\$14,000.00

Spare Parts	Price	Qty	Ext. Price
Crestron Flex Video Conference System Integrator Kit for Zoom Rooms - Table Top Touch Panel	\$2,609.68	1	\$2,609.68

Spare Parts	Price	Qty	Ext. Price
Rack Mount Kit for UC Engine Bracket Assembly	\$37.63	1	\$37.63
Medium 4 channel Speaker Amplifier - 300 watts	\$496.77	1	\$496.77
Medium Audio DSP with 24 local audio I/O channels and 8x8 GPIO. 24 AEC channels. Includes Scripting/UCI functionality.	\$3,761.29	1	\$3,761.29
USB Converter with HDMI® and Analog Audio Input	\$559.14	1	\$559.14
Intelix Series USB 2.0 High Speed Host / Local Side Extender	\$58.86	1	\$58.86
Intelix Series USB 2.0 High Speed Client / Remote Side Extender	\$58.86	1	\$58.86
Crestron 4K60 4:4:4 HDR Network AV Encoder/Decoder Card	\$1,118.28	8	\$8,946.24
Crestron 4K60 4:4:4 HDR Network AV Encoder/Decoder	\$1,286.02	8	\$10,288.16
Crestron Tariff	\$853.28	1	\$853.28
Estimated Shipping	\$400.00	1	\$400.00
Subtotal:			\$28,069.91

Collab Guard	Price	Qty	Ext. Price
HBS CollabGuard Managed Monthly Service	\$1,200.00	17	\$20,400.00
Hourly Rates:			
Non-Critical Incidents: \$195/Hour			
Critical Incidents: \$292.50/Hour			
HBS CollabGuard Prepaid Service Block	\$8,500.00	1	\$8,500.00
Subtotal:			\$28,900.00

Quote Summary	Amount
AV Hardware	\$963,782.29
Services	\$412,050.00
Spare Parts	\$28,069.91
Collab Guard	\$28,900.00
Subtotal:	\$1,432,802.20
Shipping:	\$14,000.00
Total:	\$1,446,802.20

This Quote does not include any federal or state prevailing wage rates, unless specifically noted. If this project requires compliance with any federal or state prevailing wage laws, the customer must immediately notify Heartland in writing prior to acceptance so that Heartland can provide an updated Quote. Any modifications made after the project commencement will result in additional charges and delays.

This quote may not include applicable sales tax, telecommunications taxes, shipping, handling, and delivery charges. Final applicable sales tax, telecommunications taxes, shipping, handling, and delivery charges are calculated and applied at invoice. The above prices are for hardware/software only, and do not include delivery, setup or installation by Heartland ("HBS") unless otherwise noted. Installation by HBS is available at our regular hourly rates, or pursuant to a prepaid HBSFlex Agreement. This configuration is presented for convenience only. HBS is not responsible for typographical or other errors/omissions regarding prices or other information. Prices and configurations are subject to change without notice. HBS may modify or cancel this quote if the pricing is impacted by a tariff. A 20% restocking fee will be charged on any returned part. Customer is responsible for all costs associated with return of product and a \$25.00 processing fee. No returns, cancellations or order changes are accepted by HBS without prior written approval. This quote and any attached agreement are not subject to termination without cause or for convenience. This quote expressly limits acceptance to the terms of this quote, and HBS disclaims any additional terms. Customer may issue a purchase order for administrative purposes only. By providing your "E-Signature," you acknowledge that your electronic

signature is the legal equivalent of your manual signature, and you warrant that you have express authority to execute this agreement and legally bind your organization to this proposal and all attached documents. Any purchase that the customer makes from HBS is governed by HBS' Standard Terms and Conditions ("ST&Cs") located at <http://www.hbs.net/standard-terms-and-conditions>, which are incorporated herein by reference. The ST&Cs are subject to change. When a new order is placed, the ST&Cs on the above-stated website at that time shall apply. If customer has signed HBS' ST&Cs version 2022.v1.0 or later, or the parties have executed a current master services agreement, the signed agreement shall control over any conflicting terms in the version on the website. If a current master services agreement does not cover the purchase of products, the ST&Cs located on the website shall govern the purchase of products. Certain purchases also require customer to be bound by end user terms and conditions. A list of end user terms and conditions related to various manufacturers and vendors is set forth at <https://www.hbs.net/End-User-Agreements>. Any purchase that customer makes is also governed by the applicable end user terms and conditions, which are incorporated herein by reference. If customer has questions about whether end user terms and conditions apply to a purchase, customer shall contact HBS. Any order(s) that exceeds the credit limit assigned by HBS shall require upfront payment from customer in an amount determined by HBS. HBS shall make this determination at the time of the order, unless customer has previously submitted the required onboarding paperwork. In such event, HBS shall make this determination at the time of quoting. Customer shall ensure that all invoices are timely paid as stated in Section 2 of the ST&Cs, regardless of whether Customer has a financing or leasing company or other third-party issue the purchase order. In the event that a third-party issues the purchase order, Customer shall be required to sign this Quote for purposes of approving the order. QT.2025.v1.0

Acceptance

Wausau Area Office

Dane County of

Chrissy Writz

Signature / Name

04/09/2026

Date

Jeff Okazaki

Signature / Name

Initials

Date

Statement of Work

Dane County Courtrooms

COLLABGUARD AV

10/16/2025

Contact Information

Chrissy Writz
Heartland Business Systems
Phone: (715) 297-9679
cwritz@hbs.net

Jeff Seager
Heartland Business Systems
Phone: (920) 423-1405
jseager@hbs.net



Table of Contents

Confidentiality Agreement.....	2
Project Overview.....	3
Project Scope	3
Out of Scope	4
Assumptions and Dependencies.....	4
Pricing.....	4
Service Pricing Requirements.....	5
Change Management	5
Terms.....	6

Confidentiality Agreement

Each party to this Agreement may have access to confidential information concerning the methodologies, pricing, and business practices of the other. Neither party shall make any use of such information of the other party except in connection with the exercise of its rights and responsibilities under this Agreement, except as may be necessary to comply with the laws or a court having proper jurisdiction.



Project Overview

This Statement of Work ("SOW") reflects the services and material to be provided by Heartland Business Systems, LLC, hereinafter referred to as "HBS" for County of Dane, hereinafter referred to as "Customer".

HBS has been engaged to provide single point of contact technical support for the Customer AV environment. This includes support of Crestron, Extron, Cisco, and QSC equipment as well as other AV peripherals for equipment and rooms currently installed by HBS. 8x5 business hour support via phone, e-mail, and onsite as required with Service Level Agreements (SLA's) for critical and non-critical incidents.

HBS will receive and resolve technology and/or functionality questions or issues related to AV and AV software for Customer, including triage, problem resolution, and closure.

All support issues will be logged into the HBS Incident Management System by HBS CollabGuard employees. All client information stored within the incident management is owned by HBS.

Term and Termination

A. Term

Subject to the provisions below in this section, this engagement shall begin upon contract acceptance.

B. Termination

It is understood that HBS is incurring costs in order to provide the services to Customer and that those costs have been amortized over the term of this SOW. In the event that Customer wishes to terminate this engagement prior to completion, HBS requires thirty (30) days written notification of such termination. HBS is required to provide thirty (30) days written notification if it wishes to terminate the agreement.

If either party provides notice of their intent to terminate this engagement, subject to the above terms; the balance of any amortized costs shall become immediately due in full. As such, Customer understands, acknowledges and agrees to pay said balance within the 30-day notice period referenced above and may request that HBS provide an updated invoice detailing the remaining balance due.

Project Scope

HBS will provide the following services and material, herein referred to as "Scope":

The scope of work for Customer AV Support Services is as follows: Remote and/or onsite troubleshooting (if deemed necessary) with enhanced SLA for County of Dane courtroom systems. All incidents will be worked on remotely with a local customer resource if required.

A. Service Level Agreements (SLA)

- Non-Critical Incidents – Return communication from HBS will be initiated within 60 minutes to create plan for issue resolution with Customer designated contact. Incident will be resolved as a best effort within 24 to 72 hours. 90% of support calls received will be answered by HBS CollabGuard staff. Non-critical incidents are those reported during 8AM to 5PM Monday through Friday (excluding holidays) and these types of incidents can be scheduled with the 24 to 72-hour window.
- Critical Incidents – Return communication from HBS will be initiated within 30 minutes to create plan for issue resolution with Customer Administrator. Critical incidents are those that require immediate attention where an HBS Engineer will begin working on issue within 60 minutes of incident initiation to solve as soon



as possible. In addition, all after hour support efforts will be considered critical unless part of a non-critical plan for resolution.

B. Reports

- Customer will receive a monthly incident report with a service summary. Reports will include the number of incidents initiated and time to resolve each issue.

C. Hours of Coverage

- The HBS CollabGuard AV coverage team will be available Monday through Friday 8AM to 5PM.

Out of Scope

Any work or material not specifically identified in this document is not included in this Agreement.

Assumptions and Dependencies

HBS and Customer will both ensure that adequate resources for which each respective party is responsible are available when needed throughout the duration of this engagement. The timely completion of this engagement will depend on the availability of the necessary Customer personnel committed to this effort. This SOW assumes that Customer's subject matter expert, technical resources, and any named resources will be available as scheduled to provide information and access to the HBS team for the duration of the project.

Customer will provide a single point of contact with decision-making authority to interface with the HBS project manager. This person shall have the authority and is responsible for signing this SOW, any Change Orders, and the Acceptance documents throughout the project.

Customer is responsible for resolving problems outside the SOW that are beyond the control of HBS (i.e. software bugs, hardware failures, telecommunication circuits, server issues, and desktop issues). HBS can assist with these out of scope issues through the Change Management process.

The timely completion of this engagement will also depend on the availability and delivery of the product(s) associated with this SOW from other vendors.

Any potential dependencies that may be discovered prior to implementation will be communicated to Customer to determine impact.

Pricing

The scope of service for Customer service delivery as determined during this pre-sales phase for pricing purposes includes the following items:

- **Contract Duration:** The original term of this Agreement shall be twelve months. This Agreement shall be renewed automatically for successive terms of one (1) year each, unless either party gives written notice to the other at least thirty (30) days prior to the expiration of any term of its intention not to renew. The renewal will include any pricing adjustments as described in Item 3 of "Service Pricing Requirements."
- **Twelve-month agreement (\$100 per month)** including service level agreement (SLA) response time indicated above. This amount shall only cover the service level agreements described above. In the event that HBS



determines that the Customer requires any services, HBS shall separately bill the Customer at the following rates:

- Non-Critical Incidents – \$195/Hour
- Critical Incidents – \$292.50/Hour
- \$8,500.00 flex block of support to be purchased at the beginning of the contract.
 - Can be used on any level of support or travel.
 - Upon full consumption of the initial support block the purchase of an additional support block is required. The amount of the support block can be negotiated between HBS and Customer.
 - Support dollars will be carried over to the next year if not utilized.
- Travel of HBS AV resource for onsite support will be invoiced at the hourly rate of \$195.00 or \$292.50 per hour dependent on issue severity when onsite assistance is required. Travel will be billed actual. There will be additional cost to be onsite for some customer sites.

Total monthly cost = \$100 per courtroom | Annual (12 months) cost total = \$100 x 12 months = \$1,200.00 x 17 = \$20,400 + \$8,500.00 flex block = \$28,900.00

*Total Annual Cost **\$28,900.00** (subject to any pricing adjustments)*

Autorenewal One year after contract execution Cost = \$1,200.00 (12 months) x 17 = \$20,400 + flex block as required

Service Pricing Requirements

The following list contains the requirements used to develop HBS Service pricing.

1. All pricing is based on information, written and verbal, provided by Customer and is subject to revision and change should the information provided vary from our assumptions. The information provided will be validated and confirmed during the discovery portion of our implementation process.
2. Pricing is based on a 12-month contract term.
3. HBS shall have the right to adjust the fees, rates and charges for each renewal term by providing written notice to Customer at least 60 days prior to the expiration of the then current term. The agreement will be billed regardless of Customer's actual usage. Calls/events exceeding the maximum monthly hours will be billed at the stated price per call/event.
4. Pricing assumes that 75% of total event volume is submitted by an IT Administrator. If end-users exceed this volume assumption by more than 10%, pricing will be reviewed and adjusted.
5. Pricing assumes all incidents initiated will be English-speaking and client is responsible for all fees associated with international calling. If translation services are required, client is also responsible for the cost of hook up and translation fees.
6. Pricing includes annual standard incident summary reports. Other custom reports can be arranged for an additional charge.
7. Implementation costs are not included in the price per incident and are billed separately and will be treated as projects outside of this agreement.

Change Management

Additional products and services beyond the In-Scope deliverables listed above are considered out of scope and require a change request approved by the customer before any work can be started. Any additions/deletions/modifications to the agreement, regardless of modification to project value, require a change request approved by the customer prior to either party performing work.



HBS will submit a formal Change Request for customer approval that documents the out of scope work, and any associated costs or schedule changes. When a Change Request is approved and signed by Customer, it becomes a Change Order and is formally considered a part of this Agreement.

Terms

Binding Agreement - This Statement of Work (SOW) describes the professional services and/or products, and results to be provided by HBS. When mutually executed for implementation, this SOW becomes contractually binding on HBS and Customer under the terms and conditions of the HBS Standard Terms and Conditions (STC) document.

Order of Precedence - Any ambiguity or inconsistency between or among the statements of this SOW and the Standard Terms and Conditions ("STC") shall be resolved by giving priority and precedence in the following order:

- Statement of Work (SOW)
- Standard Terms and Conditions (STC)

Work Hours - All professional services work will be completed during the normal business hours of 8:00am – 5:00pm M-F Central Time, unless other arrangements are agreed to. Any unplanned work occurring after 5:00pm or before 8:00am or on weekends is subject to a bill rate of 1.5 times the normal rate.

Promises – No other promises have been made related to this SOW except for those stated in this SOW. This SOW supersedes all other agreements or promises related to this Project and SOW.

Out of Custody Courtroom

Quote #396283 v5

Prepared For:

Dane County of

 Jeff Okazaki
 210 Martin Luther King Jr Blvd RM 524
 Madison, WI 53703

 P: (608) 266-4311
 E: jeff.okazaki@wicourts.gov

Prepared by:

Wausau Area Office

 Chrissy Writz
 815 S 24th Ave
 Wausau, Wisconsin 54401

 P: 715-598-3294
 E: cwritz@hbs.net

Date Issued:

04.09.2026

Expires:

04.30.2026

AV Hardware	Price	Qty	Ext. Price
Owner Furnished Items			
1-Equipment Rack			
1-CCAP Microphone / DAR / FTR system			
1-Ceiling Speakers			
Medium 4 channel Speaker Amplifier - 300 watts	\$496.77	2	\$993.54
Medium Audio DSP with 24 local audio I/O channels and 8x8 GPIO. 24 AEC channels. Includes Scripting/UCI functionality.	\$3,761.29	1	\$3,761.29
Bodypack Transmitter with Integrated Omnidirectional Microphone and 4-Pin Mini Connector (TA4M) (Includes one SB906 Battery) - neXt	\$488.17	1	\$488.17
Cardioid Condenser Lavalier Microphone- Black	\$115.05	1	\$115.05
Shure Handheld Transmitter with SM58® Microphone (Includes one SB908 Battery) - neXt	\$501.08	1	\$501.08
Shure 4 Bay Networked Charging Dock	\$798.92	1	\$798.92
Shure 4 Channel Access Point	\$2,395.70	1	\$2,395.70
Listen Technologies LS-91-01 ListenIR iDSP Level III System	\$1,568.15	1	\$1,568.15
Listen Technologies LR-4200-IR Intelligent DSP IR Receiver	\$206.73	2	\$413.46
Listen Technologies LA-430 Intelligent Ear Phone / Neck Loop Lanyard	\$63.09	2	\$126.18
Listen Technologies LA-401 Universal Ear Speaker	\$21.71	2	\$43.42
Netgear AV Line 10 port network switch - 240 watts PoE budget	\$943.00	1	\$943.00
Rack Mount Crestron Control Processor Series 4	\$1,241.94	1	\$1,241.94
10 in. Tabletop Touch Screen, Black	\$1,845.16	1	\$1,845.16
USB Client to Ethernet Kit	\$118.59	1	\$118.59
1 RU Flanged Blank Rack Panel, Steel 12 Piece Contractor Pack	\$91.94	1	\$91.94
Tripp Lite Slim-Net Cat.6 Patch UTP Network Cable - 7 ft Category 6	\$3.67	3	\$11.01
Tripp Lite Slim-Net Cat.6 Patch UTP Network Cable - 10 ft Category 6	\$4.68	1	\$4.68

AV Hardware	Price	Qty	Ext. Price
Cat6 RJ45 UTP Keystone Jack - White	\$7.58	2	\$15.16
1-Port Keystone Jack Surface Mount Box	\$3.76	2	\$7.52
Commscope CAT6 Cable Plenum, 1000 ft box, Black	\$311.83	1	\$311.83
Liberty 16/2 Speaker Wire, Plenum, Black	\$0.31	250	\$77.50
15A Advanced Remote Smart Sequencer, 9 Outlets 10Ft Cord	\$426.23	1	\$426.23
Panamax 4 AC Outlet Surge Protector	\$47.01	1	\$47.01
Panamax 8 AC Outlet Surge Protector	\$54.19	1	\$54.19
12" extension power cord (for power bricks)	\$3.13	2	\$6.26
MaxBlox D-SUB Termination System Male DB9	\$18.72	1	\$18.72
MaxBlox D-SUB Termination System Hood	\$4.40	1	\$4.40
3/8" Label tape - Nylon	\$28.12	1	\$28.12
1/2" Black Lineal VELCRO Brand ONE-WRAP - 25YD roll	\$17.04	1	\$17.04
Crestron Tariff	\$151.80	1	\$151.80
Mounting Hardware, Bulk Cable, Specialized AV Connectors	\$399.00	1	\$399.00
Subtotal:			\$17,026.06

Services	Price	Qty	Ext. Price
Fixed Fee Project HBS Responsibilities: • Install new control processor and touch panel • Install hearing assistance system • Install handheld and lapel rechargeable microphones • Install new amplifier with existing speakers • Install CAT6 Data, RG-6, audio, and control point-to-point cables as required • Program control system • Commission AV system • Test system • System training (including a custom QRC instruction sheet). One hour training session scheduled at the end of the installation. Additional training is available but is out of scope and will be billed T&M accordingly. HBS Assumptions: • The AV system may have an uplink to the customer network • There are no displays in this courtroom so there are no content inputs Customer Responsibilities: • Install A-C receptacles and data jacks or drops per HBS direction and/or drawings • Provide access to the room for the duration of the installation • Provide (1) data drops / connections to the closet for AV system switch • Provide receptacles for garbage and recyclables created from onsite work	\$14,995.00	1	\$14,995.00
Subtotal:			\$14,995.00

Shipping	Price	Qty	Ext. Price
Estimated Shipping	\$300.00	1	\$300.00
Subtotal:			\$300.00

Quote Summary	Amount
AV Hardware	\$17,026.06
Services	\$14,995.00
Subtotal:	\$32,021.06
Shipping:	\$300.00
Total:	\$32,321.06

This Quote does not include any federal or state prevailing wage rates, unless specifically noted. If this project requires compliance with any federal or state prevailing wage laws, the customer must immediately notify Heartland in writing prior to acceptance so that Heartland can provide an updated Quote. Any modifications made after the project commencement will result in additional charges and delays.

This quote may not include applicable sales tax, telecommunications taxes, shipping, handling, and delivery charges. Final applicable sales tax, telecommunications taxes, shipping, handling, and delivery charges are calculated and applied at invoice. The above prices are for hardware/software only, and do not include delivery, setup or installation by Heartland ("HBS") unless otherwise noted. Installation by HBS is available at our regular hourly rates, or pursuant to a prepaid HBSFlex Agreement. This configuration is presented for convenience only. HBS is not responsible for typographical or other errors/omissions regarding prices or other information. Prices and configurations are subject to change without notice. HBS may modify or cancel this quote if the pricing is impacted by a tariff. A 20% restocking fee will be charged on any returned part. Customer is responsible for all costs associated with return of product and a \$25.00 processing fee. No returns, cancellations or order changes are accepted by HBS without prior written approval. This quote and any attached agreement are not subject to termination without cause or for convenience. This quote expressly limits acceptance to the terms of this quote, and HBS disclaims any additional terms. Customer may issue a purchase order for administrative purposes only. By providing your "E-Signature," you acknowledge that your electronic signature is the legal equivalent of your manual signature, and you warrant that you have express authority to execute this agreement and legally bind your organization to this proposal and all attached documents. Any purchase that the customer makes from HBS is governed by HBS' Standard Terms and Conditions ("ST&Cs") located at <http://www.hbs.net/standard-terms-and-conditions>, which are incorporated herein by reference. The ST&Cs are subject to change. When a new order is placed, the ST&Cs on the above-stated website at that time shall apply. If customer has signed HBS' ST&Cs version 2022.v1.0 or later, or the parties have executed a current master services agreement, the signed agreement shall control over any conflicting terms in the version on the website. If a current master services agreement does not cover the purchase of products, the ST&Cs located on the website shall govern the purchase of products. Certain purchases also require customer to be bound by end user terms and conditions. A list of end user terms and conditions related to various manufacturers and vendors is set forth at <https://www.hbs.net/End-User-Agreements>. Any purchase that customer makes is also governed by the applicable end user terms and conditions, which are incorporated herein by reference. If customer has questions about whether end user terms and conditions apply to a purchase, customer shall contact HBS. Any order(s) that exceeds the credit limit assigned by HBS shall require upfront payment from customer in an amount determined by HBS. HBS shall make this determination at the time of the order, unless customer has previously submitted the required onboarding paperwork. In such event, HBS shall make this determination at the time of quoting. Customer shall ensure that all invoices are timely paid as stated in Section 2 of the ST&Cs, regardless of whether Customer has a financing or leasing company or other third-party issue the purchase order. In the event that a third-party issues the purchase order, Customer shall be required to sign this Quote for purposes of approving the order. QT.2025.v1.0

Acceptance

Wausau Area Office

Chrissy Writz

Signature / Name

04/09/2026

Date

Dane County of

Jeff Okazaki

Signature / Name

Initials

Date

Jury Assembly

Quote #396286 v5

Prepared For:
Dane County of

 Jeff Okazaki
 210 Martin Luther King Jr Blvd RM 524
 Madison, WI 53703

P: (608) 266-4311

E: jeff.okazaki@wicourts.gov

Prepared by:
Wausau Area Office

 Chrissy Writz
 815 S 24th Ave
 Wausau, Wisconsin 54401

P: 715-598-3294

E: cwrutz@hbs.net

Date Issued:
04.09.2026
Expires:
04.30.2026

AV Hardware	Price	Qty	Ext. Price
Owner Furnished Items			
1-Equipment Rack			
1-Projectors and Screens			
1-Ceiling Speakers			
DM NVX® 4K60 4:2:0 Network AV Encoder, Wall Plate, White	\$677.42	2	\$1,354.84
Crestron 4K60 4:4:4 HDR Network AV Decoder	\$807.53	2	\$1,615.06
Medium 4 channel Speaker Amplifier - 300 watts	\$496.77	2	\$993.54
Medium Audio DSP with 24 local audio I/O channels and 8x8 GPIO. 24 AEC channels. Includes Scripting/UCI functionality.	\$3,761.29	1	\$3,761.29
Bodypack Transmitter with Integrated Omnidirectional Microphone and 4-Pin Mini Connector (TA4M) (Includes one SB906 Battery) - neXt	\$488.17	2	\$976.34
Cardioid Condenser Lavalier Microphone- Black	\$115.05	2	\$230.10
Shure Handheld Transmitter with SM58® Microphone (Includes one SB908 Battery) - neXt	\$501.08	2	\$1,002.16
Shure 4 Bay Networked Charging Dock	\$798.92	1	\$798.92
Shure 4 Channel Access Point	\$2,395.70	1	\$2,395.70
Netgear AV Line 26 port network switch - 480 watts PoE budget	\$1,864.20	1	\$1,864.20
Rack Mount Crestron Control Processor Series 4	\$1,241.94	1	\$1,241.94
10 in. Wall Mount Touch Screen, Black	\$1,722.58	2	\$3,445.16
USB Client to Ethernet Kit	\$118.59	1	\$118.59
1 RU Flanged Blank Rack Panel, Steel 12 Piece Contractor Pack	\$91.94	1	\$91.94
Tripp Lite Slim-Net Cat.6 Patch UTP Network Cable - 7 ft Category 6	\$3.67	6	\$22.02
Tripp Lite Slim-Net Cat.6 Patch UTP Network Cable - 10 ft Category 6	\$4.68	2	\$9.36
Cat6 RJ45 UTP Keystone Jack - White	\$7.58	8	\$60.64
1-Port Keystone Jack Surface Mount Box	\$3.76	4	\$15.04

AV Hardware	Price	Qty	Ext. Price
2-Port Keystone Jack Surface Mount Box	\$4.14	2	\$8.28
Commscope CAT6 Cable Plenum, 1000 ft box, Black	\$311.83	1	\$311.83
Liberty 16/2 Speaker Wire, Plenum, Black	\$0.31	250	\$77.50
Industrial Surface Mount Magnetic Contact w/Wire Leads, Closed Loop, 3" Gap Size, White	\$17.56	1	\$17.56
15A Advanced Remote Smart Sequencer, 9 Outlets 10Ft Cord	\$426.23	1	\$426.23
Panamax 4 AC Outlet Surge Protector	\$47.01	2	\$94.02
Panamax 8 AC Outlet Surge Protector	\$54.19	1	\$54.19
2 Pack Utility Hooks	\$8.58	1	\$8.58
12" extension power cord (for power bricks)	\$3.13	2	\$6.26
MaxBlox D-SUB Termination System Female DB9	\$18.72	2	\$37.44
MaxBlox D-SUB Termination System Male DB9	\$18.72	1	\$18.72
MaxBlox D-SUB Termination System Hood	\$4.40	3	\$13.20
3/8" Label tape - Nylon	\$28.12	1	\$28.12
1/2" Black Lineal VELCRO Brand ONE-WRAP - 25YD roll	\$17.04	1	\$17.04
Crestron Tariff	\$321.80	1	\$321.80
Mounting Hardware, Bulk Cable, Specialized AV Connectors	\$665.00	1	\$665.00
Subtotal:			\$22,102.61

Services	Price	Qty	Ext. Price
Fixed Fee Project HBS Responsibilities: • Install new HDMI wall plates and AV over IP system • Install new control processor and touch panel • Install handheld and lapel rechargeable microphones • Install new amplifier with existing speakers • Install CAT6 Data, RG-6, audio, and control point-to-point cables as required • Program control system • Commission AV system • Test system • System training (including a custom QRC instruction sheet). One hour training session scheduled at the end of the installation. Additional training is available but is out of scope and will be billed T&M accordingly. HBS Assumptions: • The AV system may have an uplink to the customer network Customer Responsibilities: • Install A-C receptacles and data jacks or drops per HBS direction and/or drawings • Provide access to the room for the duration of the installation • Provide (1) data drops / connections to the closet for AV system switch • Provide receptacles for garbage and recyclables created from onsite work	\$14,995.00	1	\$14,995.00
Subtotal:			\$14,995.00

Shipping	Price	Qty	Ext. Price
Estimated Shipping	\$400.00	1	\$400.00
Subtotal:			\$400.00

Quote Summary	Amount
AV Hardware	\$22,102.61
Services	\$14,995.00
Subtotal:	\$37,097.61
Shipping:	\$400.00
Total:	\$37,497.61

This Quote does not include any federal or state prevailing wage rates, unless specifically noted. If this project requires compliance with any federal or state prevailing wage laws, the customer must immediately notify Heartland in writing prior to acceptance so that Heartland can provide an updated Quote. Any modifications made after the project commencement will result in additional charges and delays.

This quote may not include applicable sales tax, telecommunications taxes, shipping, handling, and delivery charges. Final applicable sales tax, telecommunications taxes, shipping, handling, and delivery charges are calculated and applied at invoice. The above prices are for hardware/software only, and do not include delivery, setup or installation by Heartland ("HBS") unless otherwise noted. Installation by HBS is available at our regular hourly rates, or pursuant to a prepaid HBSFlex Agreement. This configuration is presented for convenience only. HBS is not responsible for typographical or other errors/omissions regarding prices or other information. Prices and configurations are subject to change without notice. HBS may modify or cancel this quote if the pricing is impacted by a tariff. A 20% restocking fee will be charged on any returned part. Customer is responsible for all costs associated with return of product and a \$25.00 processing fee. No returns, cancellations or order changes are accepted by HBS without prior written approval. This quote and any attached agreement are not subject to termination without cause or for convenience. This quote expressly limits acceptance to the terms of this quote, and HBS disclaims any additional terms. Customer may issue a purchase order for administrative purposes only. By providing your "E-Signature," you acknowledge that your electronic signature is the legal equivalent of your manual signature, and you warrant that you have express authority to execute this agreement and legally bind your organization to this proposal and all attached documents. Any purchase that the customer makes from HBS is governed by HBS' Standard Terms and Conditions ("ST&Cs") located at <http://www.hbs.net/standard-terms-and-conditions>, which are incorporated herein by reference. The ST&Cs are subject to change. When a new order is placed, the ST&Cs on the above-stated website at that time shall apply. If customer has signed HBS' ST&Cs version 2022.v1.0 or later, or the parties have executed a current master services agreement, the signed agreement shall control over any conflicting terms in the version on the website. If a current master services agreement does not cover the purchase of products, the ST&Cs located on the website shall govern the purchase of products. Certain purchases also require customer to be bound by end user terms and conditions. A list of end user terms and conditions related to various manufacturers and vendors is set



forth at <https://www.hbs.net/End-User-Agreements>. Any purchase that customer makes is also governed by the applicable end user terms and conditions, which are incorporated herein by reference. If customer has questions about whether end user terms and conditions apply to a purchase, customer shall contact HBS. Any order(s) that exceeds the credit limit assigned by HBS shall require upfront payment from customer in an amount determined by HBS. HBS shall make this determination at the time of the order, unless customer has previously submitted the required onboarding paperwork. In such event, HBS shall make this determination at the time of quoting. Customer shall ensure that all invoices are timely paid as stated in Section 2 of the ST&Cs, regardless of whether Customer has a financing or leasing company or other third-party issue the purchase order. In the event that a third-party issues the purchase order, Customer shall be required to sign this Quote for purposes of approving the order. QT.2025.v1.0

Acceptance

Wausau Area Office

Dane County of

Chrissy Writz

Signature / Name

04/09/2026

Date

Jeff Okazaki

Signature / Name

Initials

Date