



PREPARED FOR:

Mr. Adner Cruz
Bertelsmann, Inc
1745 Broadway
New York, NY 10019

PROJECT:

AV - Cisco Labor
Bertelsmann, Inc
1745 Broadway
New York, NY 10019
AudioVisual Proposal

Date Submitted:

Thursday, February 26, 2026



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NON-DISCLOSURE STATEMENT

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COMPANY PROFILE

USIS is a third-generation full service solutions and installation company providing Technology Services (Structured Cabling, Desktop Relocations and Server Relocations), Electrical Contracting, AudioVisual Systems, Security Systems, Wireless Solutions and Managed Services both nationally and globally.

With a presence in all major US markets, and over 100,000 square feet of facility space, USIS warehouses, stages and configures equipment, supports national roll-outs, provides training and maintains a centralized 24 x 7 rapid-response call center.

Technology Services

USIS has been providing an extensive list of technology services for over 30 years. These services include, structured cabling, desktop and server relocations, on-site services and documentation services. We are certified by all major manufacturers and meet the most stringent industry standards. □

AudioVisual Systems

USIS AudioVisual Systems specializes exclusively in audiovisual design and integration. Our focus is to provide unique solutions for every application we design for our clients. These include: corporate board and conference rooms, training and video conferencing rooms, and next generation LEED based building management solutions. □

Wireless Solutions

USIS distinguishes itself in the wireless industry by providing a combination of critical project experience, technical expertise and a total commitment to the highest values of safety and quality. From system design and engineering to construction maintenance and upgrades, we are one of the preeminent suppliers in the industry today, providing a wide range of wireless application systems, including in-building and DAS solutions. □

Electrical Contracting

USIS has been providing clients with full service electrical contracting solutions for over 30 years. Our extensive knowledge and list of services allow us to transition a project from startup to completion by offering a multitude of solutions for today's real-world problems. These services include: power, lighting, high voltage maintenance, underground, mission critical, and more.

Security

USIS Security specializes in converging fundamental security with sophisticated technology. From single site facilities to enterprise wide integration, we provide solutions tailored to our client's security initiatives. Services include: access control, IP video surveillance, intrusion detection, emergency notification, intercom and paging, as well as perimeter protection.

Managed Services

USIS is dedicated to providing transformational services through a vast technical knowledge base and functional skill set that will enhance any client operation. Our proven performance record on current and completed projects provides unique insight from lessons learned, and best business practices for operations, maintenance, and support at any level. Services include: MACD's, server migration, asset management, global voice management, desktop relocations, break/fix, move management, as well as access to our 24x7 rapid response dispatch center.

U.S. Information Systems, Inc.

New York City
264 West 40th Street
New York, NY 10018

Headquarters
35 West Jefferson Avenue
Pearl River, NY 10965

California
2010 Hartog Drive
San Jose, CA 95131



Mr. Adner Cruz
Bertelsmann, Inc
1745 Broadway
New York, NY 10019

Dear Adner,

U.S. Information Systems, Inc. is pleased to submit its proposal for the AudioVisual at the project location described in the attached documents.

Our proposal is based on the information contained within the Request for Proposal (RFP) documents, drawings, schedules, project plans and specifications provided by Bertelsmann, Inc for use in the preparation of this proposal.

To select USIS for this project, simply sign the attached proposal and return a signed copy to us via email, along with a copy of an approved Purchase Order and COI information.

We appreciate the opportunity to participate with you on this project, and look forward to working with you and your team. Please do not hesitate to contact me if you have any questions, or require further clarification or additional information.

Sincerely,

Todd Hutchins
Chief Technology Officer



GENERAL CRITERIA

- 1) **Due to commodity volatility in the global market this price is only valid for 15 days.**
- 2) **All pricing is exclusive of additional costs resulting from tariffs which costs will be added as incurred and paid by Customer.**
- 3) This proposal only includes work described in our proposal documents. This proposal will specifically describe the customer provided documents (if any) that were used in its creation.
- 4) USIS requires free and unobstructed access to all areas of work covered by this proposal throughout the work day for the duration of the project.
- 5) USIS professional liability insurance policy has a \$5,000,000 limit and a \$1,000,000 limit on auto insurance, total "Excess/Umbrella" coverage is \$13M. Should greater coverage be required, USIS will supply for an additional charge. Insurance certificates will be issued upon request and receipt of all pertinent information.
- 6) All USIS work is covered under a one year workmanship warranty which begins upon completion of the installation. Other manufacturer warranties will be extended to the end user where applicable.
- 7) All work areas must be free of asbestos and other hazardous materials and conditions.
- 8) All payments are due within 30 days of invoice date unless terms within a fully executed Services Agreement between the parties exist.
- 9) All union labor in NYC Metro Area is affiliated with IUJAT Local 726 and/or CWA Local 4340.
- 10) Sales tax, use tax and/or VAT tax shall be added to all invoices unless the Customer has provided the required tax exemption documents to USIS prior to the commencement of work.
- 11) Idle time incurred by USIS field staff due to factors beyond our control will be invoiced at current labor rates.
- 12) Should either party elect to terminate the project prior to completion, USIS shall be paid for all products and services performed up to the date of the receipt of the notice of termination. USIS shall be given the opportunity to participate in any settlement negotiations.
- 13) Client is responsible for all restocking costs and freight if equipment is changed or cancelled after materials are shipped from manufacturer or distributor to USIS.
- 14) Unless specifically stated otherwise, the following costs are expressly excluded from this proposal: permits, other fees required by governmental agencies, performance bond and/or payment bond.
- 15) Unless specifically stated otherwise, the following items are expressly excluded from this proposal: demolition work, debris removal, patching, painting, hoisting and/or rigging.
- 16) Unless specifically stated otherwise, this proposal assumes work will be performed during normal business hours (weekdays 8am to 4pm) excluding holidays. A normal work day consists of eight continuous hours of work in the period described above.
- 17) USIS will not adhere to any Liquidated Damages policy, unless specifically defined within the USIS proposal.



CREDENTIALS

AudioVisual

AVIXA APEX
BICSI RCDD
Cisco Partner
Crestron DMC-D, DMC-E, DMC-T
Crestron Platinum Elite
PMI Certified Associate
Symetrix Composer

AVIXA CTS, CTS-I, CTS-D
BICSI TECH
CompTIA Network+
Crestron DM-NVX
Dante Level 1, 2, & 3
Poly Partner
Zoom Certified Integrator

BiAmp TesiraFORTE
Cisco CCNA
Crestron CCMP-S
Crestron DM-NVX-N
Extron EAVA
Q-SYS Level 1 & 2

U.S. Information Systems, Inc.



AudioVisual - Base Bid

OFE Cisco. Labor install only. See below for itemized pricing.

	Labor	Product	Equipment	Other / Sub	Grand Total
Price:	\$10,594.13	\$240.00	\$0.00	\$0.00	\$10,834.13
Tax:	\$940.23	\$21.30	\$0.00	\$0.00	\$961.53
Total:	\$11,534.36	\$261.30	\$0.00	\$0.00	\$11,795.66
Option:	1	Initial here for the option selected: _____			

This AVS proposal is based on the following specifications:

This AudioVisual proposal is subject to the following criteria:

- 1 Please note as this is a commercial installation some consumer (residential) grade products manufacturer warranty will not be valid, and as such these products will be excluded from the USIS Audio Visual Systems warranty.
- 2 Specifically excluded : wall supports (blocking) required to support the weight of flat panels mounted to a wall or ceiling
- 3 Specifically excluded : unistrut required to secure audiovisual devices to the ceiling slab
- 4 Specifically excluded : conduits and back boxes; power; floor penetrations; core drills;
- 5 This proposal excludes all infrastructure and pathways work required for the installation of the audiovisual systems.
- 6 Client to supply all TV tuners and service, iPads, media players and mini pc's
- 7 Client is responsible for providing secure storage and must sign for all equipment delivered to jobsite
- 8 If an approved scope of work is cancelled, client is responsible for all incurred restocking & freight costs
- 9 Audiovisual equipment delivered to the job site must be signed for by a client representative
- 10 AV field services quoted within this proposal are based on CWA union (non-IBEW) labor
- 11 Work required during evenings or weekends is excluded, but can be quoted for additional fees

Payment Terms:

Payment due 30 days after receipt of invoice.

New York City
264 West 40th Street
New York, NY 10018

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California
2010 Hartog Drive
San Jose, CA 95131



Summary of Base Scope Proposal

		Labor	Product	Equipment	Other/Sub	Tax	Grand Total
AudioVisual	Total:	\$10,594.13	\$240.00	\$0.00	\$0.00	\$961.53	\$11,795.66
	Total Price:	\$10,594.13	\$240.00	\$0.00	\$0.00	\$961.53	\$11,795.66
						Grand Total:	\$11,795.66

This price is based upon U.S. Information Systems, Inc. receiving a completed CCI from the client. If a CCI is not provided, the client agrees to pay any and all calculated taxes to U.S. Information Systems, Inc.. In the event that you hire any employee of U.S. Information Systems, Inc. or any of its affiliates during the term of our agreement or twelve (12) months thereafter, you agree to pay us a fee equal to one year of billing at the above listed Straight Time rate of the employee's classification. If no classification applies, the highest classification rate will be used. **Signature below represents customer's acceptance of the terms of this proposal and authorization for U.S. Information Systems, Inc. to proceed with work. This Agreement is not valid until signed and countersigned.**

The undersigned understands that contracted work will not commence until this signed Proposal or an executed Purchase Order have been received by U.S. Information Systems, Inc..

***NOTE: If your Company/Institution does not issue Purchase Orders exclusively, complete the relevant sections on the attached form - "Proposal Approval Form".**

Authorized Signature	Print Name	Title	Date
Todd Hutchins	U.S. Information Systems, Inc.		

PROPOSAL APPROVAL FORM

Please have an individual who can authorize payment complete and sign the relevant sections below and return to USIS:

REQUIRED APPROVAL DOCUMENTS FOR INVOICING

- Our Company/Institution issues Purchase Orders.** The undersigned understands that contracted work will not commence until a signed Estimate/Proposal and an executed Purchase Order have been received by USIS.
- Our Company/Institution does not issue Purchase Orders,** but instead accepts the following as valid approval documents for invoicing in lieu of PO's:

Document Type:	When Applicable:	Contact Information for Invoicing: (Name, Email, Phone):
<input type="checkbox"/> Purchase Order	<input type="checkbox"/> Base Bid <input type="checkbox"/> Change Order	_____
<input type="checkbox"/> Executed Contract Agreement	<input type="checkbox"/> Base Bid <input type="checkbox"/> Change Order	_____
<input type="checkbox"/> Executed Subcontract Agreement	<input type="checkbox"/> Base Bid <input type="checkbox"/> Change Order	_____
<input type="checkbox"/> Signed Work Authorization	<input type="checkbox"/> Base Bid <input type="checkbox"/> Change Order	_____
<input type="checkbox"/> Pre-Pay All Work by Credit, Cash, Check	<input type="checkbox"/> Base Bid <input type="checkbox"/> Change Order	_____

INVOICING FORMATS:

Do you have specific invoicing formats? YES NO

If YES, please complete this section:

- AIA Billing (Provide Required Format): _____
- Portal (Provide Portal Name and Portal Contact Info): _____
- Other (Please Specify Format and/or Append Requirements): _____

TAX FORMS:

CERTIFICATE OF CAPITAL IMPROVEMENT TAX EXEMPT CERTIFICATE RESALE CERTIFICATE

Please check here if the above selections apply for all current and future work contracted to and completed by USIS or any of its Affiliates.

The undersigned understands that work will not commence until the executed document(s) outlined above has(have) been received by USIS.

Signature: _____ Date: _____

Print Name: _____

Title: _____

Email: _____

Phone: _____



DESIGN/BUILD PROPOSAL



Prepared for:

BERTELSMANN

AV Designed for People™

USIS AudioVisual Systems | 35 West Jefferson Avenue, Pearl River, NY 10965 | (845) 358-7755 | usisAV.net



DESIGN/BUILD PROPOSAL

Scope Overview:

USIS AudioVisual Systems proposes to furnish and install the equipment as listed below. AudioVisual build services are proposed for the specified areas (as per client request and/or site visit). All UC licensing and/or other PC based applications, will be the responsibility of the client

Audiovisual design and build services are proposed for the following areas:

Item	Room/Area	Room Qty
#1	Small Conference Room (Cisco-OFE)	1
#2	Medium Conference Room (Cisco-OFE)	

Included in the proposed scope of work is the following:

- All Equipment (excluding items listed as OFE) per the attached list, which meet the functional descriptions described herein
- Professional Services
 - Engineering
 - CAD (schematics)
 - Project Management (trade coordination)
 - Programming (control & DSP if applicable)
 - All programming code/software to be provided at project closeout
- Off-site rack fabrication & system staging (if required)
- Field installation using IUJAT labor (as required)
- Final testing & commissioning
- Client Training
- One-year onsite warranty on new equipment

Payment Terms: Net-30

- 50% Deposit, 40% Upon Arrival, 10% on Completion



DESIGN/BUILD PROPOSAL

Summary Pricing

Item	Room/Area	Materials	Labor & G&A	Subtotal	Room Qty	Ext Total
#1	Small Room -Cisco OFE	\$120	\$4,710	\$4,830	1	\$4,830
#2	Medium Room - Cisco OFE	\$120	\$5,884	\$6,004	1	\$6,004
Subtotal (Excludes Tax)		\$240	\$10,594		2	\$10,834
Sales Tax				NY-NYC	8.875%	<u>\$962</u>
TOTAL with Tax						\$11,796



DESIGN/BUILD PROPOSAL

Itemized Pricing:

Small Room -Cisco OFE					
Item #	Manufacturer	Description	Qty	Unit Price	Ext. Price
Video Equipment					
#1	Cisco	Cisco Room Bar in First Light w/Navigator(Table Stand)	1	OFE	OFE
#2	Cisco	1 Year Support SNTC-8X5XNBD Cisco Webex Room Bar w/Table Stand Navig	1	OFE	OFE
Miscellaneous					
#1	USIS	AV Cable & Job Accessories	1	\$120	\$120
TOTAL MATERIAL COST					\$120
LABOR TOTAL					<u>\$4,710</u>
TOTAL (Excluding Tax)					\$4,830
				NY-NYC 8.875%	<u>\$429</u>
ROOM TOTAL (with Tax)					\$5,259



DESIGN/BUILD PROPOSAL

Medium Room - Cisco OFE					
Item #	Manufacturer	Description	Qty	Unit Price	Ext. Price
Video Equipment					
#1	Cisco	Cisco Room Bar Pro with Navigator Table Stand and (2) table microphones	1	OFE	OFE
#2	Cisco	1 Year Support	1	OFE	OFE
Miscellaneous					
#1	USIS	AV Cable & Job Accessories	1	\$120	\$120
TOTAL MATERIAL COST					\$120
LABOR TOTAL					\$5,884
TOTAL (Excluding Tax)					\$6,004
				NY-NYC	8.875%
					<u>\$533</u>
ROOM TOTAL (with Tax)					\$6,537