



# **Piscataway Township Zoning Board A/V Upgrade**

**Rev2**

**4 / 1 / 2022**

**REF# 7028 (Optional Add-On to REF# 7027)**

***Piscataway Township  
455 Hoes Lane  
Piscataway NJ 08854***

Proposed By:  
**Yervant Keshishian**  
[Yervant@vartotechnologies.com](mailto:Yervant@vartotechnologies.com)

195 Hackensack Street, East Rutherford, New Jersey 07073  
Tel: 201-662-6200 - Toll Free 888-656-6233 [www.Vartotechnologies.com](http://www.Vartotechnologies.com)

This proposal contains proprietary data and concepts. Any use of the ideas, design concepts and any drawings contained within this proposal for any purpose requires written approval from Varto Technologies Inc.



**Varto Technologies**  
*In Business Since 1984*

**At Varto Technologies we design and integrate reliable, cost effective audio, video, digital media and live broadcast solutions.**

Varto Technologies, specializes in helping clients envision and build the ideal workflows needed to best conduct their goals, while providing individualized and cost-effective solutions. Varto Technologies prides themselves for being able to provide access to the best products and solutions available on the market, while also providing access to their top-notch support and training specialists.

Varto Technologies is also proud to be a Top 5 NewTek Platinum Partner for North America. As a NewTek Platinum Reseller our trained and certified product and solutions experts are available to assist with your live production, instant replay, NDI workflow implementation and other IP integration needs.



195 Hackensack Street, East Rutherford, New Jersey 07073  
Tel: 201-662-6200 - Toll Free 888-656-6233 [www.Vartotechnologies.com](http://www.Vartotechnologies.com)

This proposal contains proprietary data and concepts. Any use of the ideas, design concepts and any drawings contained within this proposal for any purpose requires written approval from Varto Technologies Inc.



Dear George,

We at Varto Technologies are pleased to submit this budget estimate for the Piscataway Township Zoning Board Room A/V Upgrade.

We have included several key infrastructure upgrades that will allow Piscataway TV to integrate the Zoning Board Room into their Production System and broadcast the proceedings reliably in high definition. This proposal will enable your facility to meet today's needs with room for future expansion. This proposal is an add-on to the Council Chambers Project and will rely upon some of the infrastratucre in place.

### Focus Areas:

<p><b>PTZ Robotic Camera Control:</b> Two Fixed installation Pan Tilt Zoom Cameras with remote control from TV Control Room</p>	<p><b>Microphone System w/ Individual Audio Channels:</b> Wireless Gooseneck Microphone System w/ ability to transport individual microphone sources to Control Room. With this functionality, the broadcast team can ensure the correct audio is always going to the broadcast feed.</p>
<p><b>Digital Processing Engine for In-Room Audio:</b> Replacement of legacy audio system w/ modern digital processing engine for hands-free control and auto mixing for in-room listening.</p>	<p><b>A/V Presentation System &amp; Video Conferencing Integration:</b> Matrix Presentation Switcher &amp; Control for In-Room Displays &amp; Broadcast Presentation Feed. Ability to integrate a user provided laptop via HDMI to both In-Room and Broadcast outputs. Direct Video &amp; Audio from Wide Shot PTZ Camera and in-room audio to USB connector for computer return feed.</p>
<p><b>Digital Audio Intercom:</b> IP enabled Digital Audio Intercom for 2-way communication from TV Control Room to Zoning Board Room.</p>	<p><b>Installation &amp; Integration:</b> On-Site Installation &amp; Configuration (Wiring, Wall Plate Installation/Mounting, Termination, Equipment Installation, Labeling, Patching, Software &amp; Hardware Configuration, Testing &amp; Documentation)</p>

We look forward to the opportunity to work with you.

**Yervant Keshishian | Varto Technologies, Inc.**  
*Sales Engineer, Authorized Trainer & Technical Director*  
 Tel: 888-656-6233 | Tel: 201-662-6200 | Fax: 201-604-2661  
[yervant@vartotechnologies.com](mailto:yervant@vartotechnologies.com) | [linkedin.com/in/yervantk/](https://www.linkedin.com/in/yervantk/)  
[www.vartotechnologies.com](http://www.vartotechnologies.com)

195 Hackensack Street, East Rutherford, New Jersey 07073  
 Tel: 201-662-6200 - Toll Free 888-656-6233 [www.Vartotechnologies.com](http://www.Vartotechnologies.com)

This proposal contains proprietary data and concepts. Any use of the ideas, design concepts and any drawings contained within this proposal for any purpose requires written approval from Varto Technologies Inc.



QTY	Description	Price	Total
1	<b>Shure Microflex 12 Wireless Gooseneck Microphone System (Includes 1x 8 Channel Wireless Receiver, 1x 4 Channel Wireless Receiver, 12 Microphones, 12 Base Stations, 12 Spare Batteries &amp; 2x Charging Stations) System supports 12-Channels and is fully populated on this proposal. If additional Mics or Future Proofing is needed we can upgrade to match the 16 channel system in the Council Chamber Configuration for an additional \$899)</b>  <b>Includes Symetrix Audio Digital Signal Processing (DSP), Speaker Power Amplifier &amp; Individual Dante Outputs</b>	<b>\$35,011.64</b>	<b>\$35,011.64</b>
1	<b>Ceiling Speakers</b>	<b>\$780.00</b>	<b>\$780.00</b>
1	<b>Optional Touchscreen Audio Control</b>	<b>\$2,924.00</b>	<b>\$2,924.00</b>
1	<b>2 Canon CR-N300 PTZ Cameras &amp; 2 Wall Mounts</b>	<b>\$5,796.24</b>	<b>\$5,796.24</b>
1	<b>Kramer VS-84UT Presentation System w/ Matrix Switching, 3 HDMI HDBaseT Extensions for 3 Monitors, HDMI Tabletop Input &amp; 2x NewTek Spark IO NDI Converters</b>	<b>\$10,214.99</b>	<b>\$10,214.99</b>
1	<b>Studio Technologies Additional 3 Dante Intercom Beltpacks (Includes 3 M370A Dual Channel Beltpacks &amp; Clearcom Dual Muff Headsets</b>	<b>\$3,231.00</b>	<b>\$3,231.00</b>
1	<b>Networking for A/V Products (Includes Netgear M4250 24 port PoE++ switch &amp; necessary SFP+ Modules)</b>	<b>\$2,255.00</b>	<b>\$2,255.00</b>

195 Hackensack Street, East Rutherford, New Jersey 07073  
 Tel: 201-662-6200 - Toll Free 888-656-6233 [www.Vartotechnologies.com](http://www.Vartotechnologies.com)

This proposal contains proprietary data and concepts. Any use of the ideas, design concepts and any drawings contained within this proposal for any purpose requires written approval from Varto Technologies Inc.



1	<b>(1) UPS Smart Online 1500VA 1200W Battery Backups, 1 Rackmount Power Strips, Small Rack Cabinet</b>	<b>\$1,360.22</b>	<b>\$1,360.22</b>
1	<b>On-Site Installation &amp; Configuration (Wiring, Wall Plate Installation/Mounting, Termination, Equipment Installation, Labeling, Patching, Software &amp; Hardware Configuration, Testing &amp; Documentation)</b>  <b>Includes:</b> <b>Install and Configure 2 PTZ Cameras, Cat6a NDI Video Connections at PTZs, 2 Quad Cat6a connections Installed on Walls.</b> <b>Install and Configure video presentation system in zoning board room – HDMI connection ports on center wall – 3 review monitors integrated with presentation system– secondary feed to TV Control Room.</b> <b>Install New Sound System for Zoning Board Room which includes 12 Wireless Gooseneck Mics, Install &amp; Configure Rack Audio Processer &amp; Dante Routing from chambers to TV Control Room.</b>	<b>\$18,500.00</b>	<b>\$18,500.00</b>
		<b>TOTAL</b>	<b>\$80,073.09</b>

195 Hackensack Street, East Rutherford, New Jersey 07073  
 Tel: 201-662-6200 - Toll Free 888-656-6233 [www.Vartotechnologies.com](http://www.Vartotechnologies.com)

This proposal contains proprietary data and concepts. Any use of the ideas, design concepts and any drawings contained within this proposal for any purpose requires written approval from Varto Technologies Inc.