



Monroe Public Schools

Operations and Technology Department

1275 N. Macomb St

Monroe, MI, 48162

MEMO

To: Andrew Shaw

From: David Payne

Date: 6/9/2026

Subject: District Technology Purchase

I am requesting the Board of Education's approval to proceed with a comprehensive student device and classroom technology refresh project for grades Young 5s through 6th grade. This initiative builds upon the success of the Waterloo Pilot program and supports our continued commitment to providing students and staff with reliable, modern instructional technology.

Following the successful implementation of iPad devices through the Waterloo Pilot, administration and technology staff have developed a plan to refresh student devices and improve classroom technology while creating functional, flexible learning environments throughout the district.

Student Device Refresh

At the Young 5s through 4th-grade levels, each classroom will be assigned a smaller set of student devices dedicated to that room. This model provides immediate access to technology for daily classroom activities while maximizing device availability across each building. When a full classroom set of devices is needed, each elementary building will maintain a ratio of one device for every two students in grades 3 and 4, along with an additional mobile cart available for laboratory and instructional use. Each Young 5s through 4th-grade classroom will also receive a small cart of existing iPad devices assigned directly to the room.

For grades 5 and 6, the district will purchase new iPad devices for all students using a one-to-one model similar to previous years. These devices will remain within the school buildings and will include AppleCare protection coverage. Because students at these grade levels utilize devices more frequently and move throughout the building, the additional warranty coverage will help protect the district's investment and reduce repair costs.

Classroom Technology Refresh

In addition to student devices, the proposed project includes classroom technology upgrades for Young 5s through 6th grade. Secondary classrooms have undergone technology refreshes within

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the past four years; therefore, this project focuses on elementary and intermediate instructional spaces.

Existing projector-based classroom technology will be replaced with interactive Smart Board systems. For Young 5s through 4th-grade classrooms, displays will be installed on height-adjustable mounts, allowing teachers to adapt the technology to meet instructional needs and student accessibility requirements. Displays in 5th- and 6th-grade classrooms will be installed using fixed mounting systems.

Classrooms will also receive new Lightspeed audio systems, including teacher pendant microphones and classroom amplification technology. These systems will enhance instructional delivery, improve student engagement, and ensure consistent audio quality throughout each learning environment.

Professional Development

As part of this purchase, Apple will provide professional development and training for district staff. The Technology Department will collaborate with the Curriculum Office to schedule building-specific training sessions designed to maximize instructional effectiveness and support successful integration of the new technology into classroom instruction.

Financial Summary

The total cost of the proposed project shall not exceed **\$1,022,658.78**, financed over a five-year period.

Financing will be provided through Apple, enabling the district to secure competitive interest rates on Apple products while maintaining favorable market rates for non-Apple purchases included in the project.

Project costs are summarized as follows:

Component	Amount
Apple Products	\$531,751.75
Classroom Technology Systems	\$429,424.45
Finance Charges	\$61,482.58
Total Project Cost	\$1,022,658.78

The purchases will be distributed among the lowest responsible bidders identified through the district's Request for Proposal (RFP) process, including Bluum, VCS, Lightspeed Systems, Apple, and Smart Office.

This investment will provide students and staff with updated instructional technology, enhance classroom learning environments, and support the district's long-term instructional goals.

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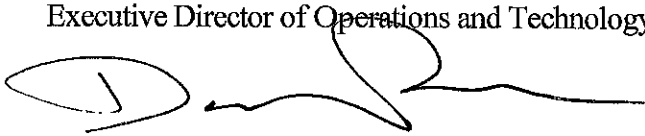
Recommendation

Administration recommends that the Board of Education approve the purchase and five-year financing agreement for the Young 5s through 6th-grade student device and classroom technology refresh project in an amount not to exceed **\$1,022,658.78**, utilizing **Technology Millage funds**.

Thank you,

David Payne

Executive Director of Operations and Technology

A handwritten signature in black ink, appearing to be 'D. Payne', written over the typed name and title.

Classroom Full Refresh RFP Results

Vendor	Manufacturer	Part Number	75" Interactive Displays	Qty	Unit Cost	Extended Cost
Bluum	Smart	GX175N-V4	75" Interactive Touch Disp	110	\$ 1,397.85	\$ 153,763.50
VSC	Smart	GX175N-V4	75" Interactive Touch Disp	110	\$ 1,462.00	\$ 160,820.00
Bluum	Newline	TT-7526QULT	75" Interactive Touch Disp	110	\$ 1,532.00	\$ 168,520.00
Red Letter	Smart	GX175N-V4	75" Interactive Touch Disp	110	\$ 1,595.00	\$ 175,450.00
DHE	Onscreen	Core 75" IFP	75" Interactive Touch Disp	110	\$ 1,648.00	\$ 181,280.00
Bluum	BenQ	RE7504FV2	75" Interactive Touch Disp	110	\$ 1,851.00	\$ 203,610.00
UTEC	Onscreen	Core 75" IFP	75" Interactive Touch Disp	110	\$ 1,938.00	\$ 213,180.00
Smart Office	ClearTouch	CT 75"	75" Interactive Touch Disp	110	\$ 2,111.11	\$ 232,222.10

Vendor	Manufacturer	Part Number	86" Interactive Displays	Qty	Unit Cost	Extended Cost
Bluum	Smart	GX186N-V4	86" Interactive Touch Disp	11	\$ 1,989.25	\$ 21,881.75
Bluum	Newline	TT-8626QULT	86" Interactive Touch Disp	11	\$ 2,042.00	\$ 22,462.00
VSC	Smart	GX186N-V4	86" Interactive Touch Disp	11	\$ 2,073.00	\$ 22,803.00
Red Letter	Smart	GX186N-V4	86" Interactive Touch Disp	11	\$ 2,145.00	\$ 23,595.00
DHE	Onscreen	Core 86" IFP	86" Interactive Touch Disp	11	\$ 2,216.00	\$ 24,376.00
Bluum	BenQ	RE8604FV2	86" Interactive Touch Disp	11	\$ 2,400.00	\$ 26,400.00
UTEC	Onscreen	Core 86" IFP	86" Interactive Touch Disp	11	\$ 2,438.00	\$ 26,818.00
Smart Office	ClearTouch	CT 86"	86" Interactive Touch Disp	11	\$ 2,611.11	\$ 28,722.21

Vendor	Manufacturer	Part Number	85" Samsung Commercial	Qty	Unit Cost	Extended Cost
Smart Office	Samsung	85"	86" Samsung Commercial	0	\$ 1,591.33	\$ -
Red Letter	Samsung	BE85FX-H	86" Samsung Commercial	0	\$ 1,695.00	\$ -
Bluum	Samsung	QE85T	86" Samsung Commercial	0	\$ 1,700.00	\$ -
VSC	Samsung	BE85FX-H	85" Samsung Commercial	0	\$ 1,717.00	\$ -
UTEC	Samsung	85"	85" Samsung Commercial	0	\$ 2,600.00	\$ -
DHE	Samsung	QM85C	86" Samsung Commercial	0	\$ 2,961.00	\$ -

Vendor	Manufacturer	Part Number	Static Interactive TV mount	Qty	Unit Cost	Extended Cost
Bluum	Smart	SBID-200	Static Interactive TV mount	25	\$ 50.00	\$ 1,250.00
Red Letter	Smart	SMT-WM-SBID-200	Static Interactive TV mount	25	\$ 60.00	\$ 1,500.00
VSC	Smart	SMT-WM-SBID-200	Static Interactive TV mount	25	\$ 61.00	\$ 1,525.00
UTEC			Static Interactive TV mount	25	\$ 269.00	\$ 6,725.00

Vendor	Manufacturer	Part Number	Electronic adjustable mou	Qty	Unit Cost	Extended Cost
DHE	OnScreen	Elec. Wall Mount	Electronic adjustable mou	96	\$ 449.00	\$ 43,104.00
Bluum	MooreCo, Inc.	37745	Electronic adjustable mou	96	\$ 500.00	\$ 48,000.00
VSC	Copernicus	HAWM3	Electronic adjustable mou	96	\$ 696.00	\$ 66,816.00
Red Letter	Mooreco	MOR-37745	Electronic adjustable mou	96	\$ 840.00	\$ 80,640.00
Smart Office	Chief	XSD1U	Electronic adjustable mou	96	\$ 2,153.67	\$ 206,752.32
UTEC		Elec. Wall Mount	Electronic adjustable mou	96	\$ 2,600.00	\$ 249,600.00

Vendor	Manufacturer	Part Number	Audio/Voice Amplification	Qty	Unit Cost	Extended Cost
VSC	AE	AM329/ST-XD9026	Audio / Voice Amplification	140	\$ 953.00	\$ 133,420.00
DHE	Aver SA-A5 System	AMPLISAA5	Audio / Voice Amplification	140	\$ 979.00	\$ 137,060.00
SmartOffice	Lightspeed	T25	Audio / Voice Amplification	140	\$ 1,017.78	\$ 142,489.20
Lightspeed Sy	Lightspeed	T25	Audio / Voice Amplification	140	\$ 1,053.00	\$ 147,420.00
Red Letter	Lightspeed	T25	Audio / Voice Amplification	140	\$ 1,100.00	\$ 154,000.00
Bluum	Frontrow-Boxlight	1000-00284	Audio / Voice Amplification	140	\$ 1,617.78	\$ 226,489.20

Vendor	Manufacturer	Part Number	Audio/Voice Amplification	Qty	Unit Cost	Extended Cost
VSC	AE	ST-SP-9222	2' x 2' drop ceiling Speaker	50	\$ 218.00	\$ 10,900.00
Smart Office	NA	NA	2' x 2' drop ceiling Speaker	50	\$ 227.80	\$ 11,390.00
Bluum	Frontrow-Boxlight	SP-L2-4	2' x 2' drop ceiling Speaker	50	\$ 251.28	\$ 12,564.00
DHE	C2G	4159	2' x 2' drop ceiling Speaker	50	\$ 380.00	\$ 19,000.00
Red Letter	Extron	FF220T	2' x 2' drop ceiling Speaker	50	\$ 395.00	\$ 19,750.00

Vendor	Manufacturer	Part Number	Audio/Voice Amplification	Qty	Unit Cost	Extended Cost
DHE	Bogen	CS1EZ	8" Round Ceiling Speaker	60	\$ 162.00	\$ 9,720.00
Lightspeed S	Lightspeed	DRQ4	8" Round Ceiling Speaker	60	\$ 219.00	\$ 13,140.00
SmartOffice	Lightspeed		8" Round Ceiling Speaker	60	\$ 240.00	\$ 14,400.00
Red Letter	Lightspeed	DRQ4	8" Round Ceiling Speaker	60	\$ 260.00	\$ 15,600.00
Bluum	Frontrow-Boxlight	SP-C	8" Round Ceiling Speaker	60	\$ 322.22	\$ 19,333.20
VSC	AE	ST-SP-0001	8" Round Ceiling Speaker	60	\$ 324.00	\$ 19,440.00

Vendor	Manufacturer	Part Number	Labor	Qty	Unit Cost	Extended Cost
VSC			Install	1	\$ 38,000.00	\$ 38,000.00
Utec			Install	139	\$ 900.00	\$ 125,100.00
DHE			Install	1	\$131,556.00	\$ 131,556.00
Red Letter			Install	1	\$143,450.00	\$ 143,450.00
Smart Office			Labor	1	\$327,020.00	\$ 327,020.00

\$ 429,424.45



Apple Inc. Education Price Quote

Customer:
 Kevin Hauser
 MONROE PUBLIC SCHOOLS
 Email: hauser@monroe.k12.mi.us

Apple Inc:
 Deb McMurray
 Email: dcmurray@apple.com

Apple Quote:
 2214510373

Quote Date:
 June 03, 2026

Quote Valid Until:
 June 20, 2026

Quote Comments:

Item #	Details	Qty	Unit List Price	Extended List Price
1	iPad Wi-Fi 128GB - Silver (Packaged in a 10-pack) Part Number: MD6L4LL/A	830	\$324.00	\$268,920.00
2	Logitech Rugged Combo 4 Touch Keyboard with Integrated Smart Connector Keyboard for iPad (A16) - Blue Part Number: HQ6P2ZM/A	1090	\$99.95	\$108,945.50
3	4-Year AppleCare+ for Schools - iPad (no service fees) Part Number: S7832LL/A	425	\$79.00	\$33,575.00
4	Mosyle OneK12 for iOS, MacOS, and tvOS Subscription License (4 year - View License Agreement https://school.mosyle.com/legal/) Part Number: HQXM2LL/A	2550	\$29.00	\$73,950.00
5	Mosyle OneK12 for iOS, MacOS, and tvOS Subscription License (1 year - View License Agreement https://school.mosyle.com/legal/) Part Number: HQXL2LL/A	2550	\$9.00	\$22,950.00
6	13-inch MacBook Neo: Apple A18 Pro chip with 6-core CPU and 5-core GPU, 8GB, 256GB SSD - Silver (Packaged in a 5-pack) Part Number: MHFK4LL/A Configuration: 065-CLMN : A18 Pro 065-CLMP : 8GB unified memory 065-CLMQ : 256GB SSD storage 065-CLMY : 20W USB-C Power Adapter 065-CLP2 : Magic Keyboard - US English 065-CLPH : Accessory Kit	340	\$494.00	\$167,960.00

Education List Price Total **\$676,300.50**
 Additional Tax \$0.00

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Estimated Tax	\$0.00
Total Tax	\$0.00
Extended Total Price*	\$676,300.50

**In most cases Extended Total Price does not include Sales Tax*

**If applicable, Recycle/eWaste/CBE Fees for CA Accounts are included. Standard shipping is complimentary*

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Disclosure

This document has been created for you as Apple Quote ID **2214510373**.

Your institution's Authorized Purchaser may submit an order online at <https://ecommerce.apple.com>. Go to the Quote area of your Apple Online Store, click on it and convert to an order.

- If you're the authorized purchaser and need assistance in registering for access to the Apple Online Store, please contact your Apple Sales Representative.

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 - If you do not have a purchase agreement in effect with Apple, please contact csteam.edu@apple.com.
- B. All sales are final. Please review Return Policy below if you have any questions. If you use your institution's Purchase Order form to place an order in response to this Quote, Apple rejects any Terms set out on the Purchase Order that are inconsistent with or in addition to the Terms of the governing purchase agreement between the parties.
- C. Unless this Quote specifies otherwise, it remains in effect until the Quote Valid Until Date set forth above. Apple reserves the right to withdraw this Quote before an order is placed, modify, or cancel any provision of this Quote, or cancel any orders placed.

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Bluum
MONROE PUBLIC SCHOOLS
District Technology Refresh – 2026/2027

Manufacturer	Part Number	Description	Qty	Unit Cost	Extended Cost
4.1.1 District Interactive Screen Displays (Partial Refresh)					
Smart	GX175N-V4	75" Interactive Touch Displays	15	\$ 1,397.85	\$ 20,967.75
Smart	EWY2-SBID75-5Y	2 year limited warranty extension for SMART Board 75" interactive display - Years 4 and 5	15	\$ 86.02	\$ 1,290.30
Newline	TT-7526QULT	75" Interactive Touch Displays	15	\$ 1,532.00	\$ 22,980.00
BenQ	RE7504FV2	75" Interactive Touch Displays	15	\$ 1,851.00	\$ 27,765.00
Smart	GX186N-V4	86" Interactive Touch Displays	15	\$ 1,989.25	\$ 29,838.75
Smart	EWY2-SBID86-5Y	2 year limited warranty extension for SMART Board 86" interactive display - Years 4 and 5	15	\$ 139.78	\$ 2,096.70
Newline	TT-8626QULT	86" Interactive Touch Displays	15	\$ 2,042.00	\$ 30,630.00
BenQ	RE8604FV2	86" Interactive Touch Displays	15	\$ 2,400.00	\$ 36,000.00
Samsung	QE85T	86" Samsung Commercial TV	4	\$ 1,700.00	\$ 6,800.00
Smart	SBID-200	Static Interactive TV mounts 75"-86	30	\$ 50.00	\$ 1,500.00
Frontrow-Boxlight	1000-00284	Audio / Voice Amplification system	44	\$ 1,617.78	\$ 71,182.32
Frontrow-Boxlight	SP-L2-4	2' x 2' drop ceiling Speaker Room Kits	3	\$ 251.28	\$ 753.84
Frontrow-Boxlight	SP-C	8" Round Ceiling Speaker Room Kits	0	\$ -	\$ -
NO BID	NO BID	Labor - NO BID		\$ -	\$ -
		Shipping		\$ -	\$ -
Smart Grand Total:					\$134,429.66
Newline Grand Total:					\$132,346.16
BenQ Grand Total:					\$144,001.16
4.1.2 District Interactive Screen Displays (Full Refresh)					
Smart	GX175N-V4	75" Interactive Touch Displays	120	\$ 1,397.85	\$ 167,742.00
Smart	EWY2-SBID75-5Y	2 year limited warranty extension for SMART Board 75" interactive display - Years 4 and 5	120	\$ 86.02	\$ 10,322.40
Newline	TT-7526QULT	75" Interactive Touch Displays	120	\$ 1,532.00	\$ 183,840.00
BenQ	RE7504FV2	75" Interactive Touch Displays	120	\$ 1,851.00	\$ 222,120.00
Smart	GX186N-V4	86" Interactive Touch Displays	15	\$ 1,989.25	\$ 29,838.75
Smart	EWY2-SBID86-5Y	2 year limited warranty extension for SMART Board 86" interactive display - Years 4 and 5	15	\$ 139.78	\$ 2,096.70
Newline	TT-8626QULT	86" Interactive Touch Displays	15	\$ 2,042.00	\$ 30,630.00
BenQ	RE8604FV2	86" Interactive Touch Displays	15	\$ 2,400.00	\$ 36,000.00
Samsung	QE85T	86" Samsung Commercial TV	4	\$ 1,700.00	\$ 6,800.00
MooreCo, Inc.	37745	Electronic adjustable mounts 75"-86"	105	\$ 500.00	\$ 52,500.00
Smart	SBID-200	Static Interactive TV mounts 75"-86	32	\$ 50.00	\$ 1,600.00
Frontrow-Boxlight	1000-00284	Audio / Voice Amplification system	155	\$ 1,617.78	\$ 250,755.90
Frontrow-Boxlight	SP-L2-4	2' x 2' drop ceiling Speaker Room Kits	50	\$ 251.28	\$ 12,564.00
Frontrow-Boxlight	SP-C	8" Round Ceiling Speaker Room Kits	60	\$ 322.22	\$ 19,333.20
NO BID	NO BID	Labor - NO BID		\$ -	\$ -
		Shipping		\$ -	\$ -
Smart Grand Total:					\$536,152.95
Newline Grand Total:					\$539,023.10
BenQ Grand Total:					\$584,237.10
4.1.3 Classroom / Secretary Desktops					
Lenovo	M70q Gen 6 - Item No. 266060	Desktop Computer	425	\$ 675.00	\$ 286,875.00
Lenovo	32GB_DDR5_5600_SODIMM	32GB RAM Upgrade	425	\$ 200.00	\$ 85,000.00
Lenovo	512GB_SSD_M.2_2280_G4_TLC_OPAL	512GB Storage Upgrade	425	\$ 25.00	\$ 10,625.00
Lenovo	1TB_SSD_M.2_2280_G4_TLC_OPAL	1TB Storage Upgrade	425	\$ 155.00	\$ 65,875.00
Grand Total:					\$286,875.00
Grand Total of all above					
Smart Grand Total:					\$957,457.61
Newline Grand Total:					\$958,244.26
BenQ Grand Total:					\$1,015,113.26

People Driven Technologies

MONROE PUBLIC SCHOOLS

District Technology Refresh - 2026/2027

Manufacturer	Part Number	Description	Qty	Unit Cost	Extended Cost
4.1.1 District Interactive Screen Displays (Partial Refresh)					
		75" Interactive Touch Displays	15	\$ -	\$ No Bid -
		86" Interactive Touch Displays	25	\$ -	\$ No Bid -
		86" Samsung Commercial TV	4	\$ -	\$ No Bid -
		Static Interactive TV mounts 75"-86"	30	\$ -	\$ No Bid -
		Audio / Voice Amplification system	44	\$ -	\$ No Bid -
		2' x 2' drop ceiling Speaker Room Kits	3	\$ -	\$ No Bid -
		Round Ceiling Speaker Room Kits	0	\$ -	\$ No Bid -
		Labor		\$ -	\$ No Bid -
		Shipping		\$ -	\$ No Bid -
Grand Total:					\$ No Bid -
4.1.2 District Interactive Screen Displays (Partial Refresh)					
		75" Interactive Touch Displays	120	\$ -	\$ No Bid -
		86" Interactive Touch Displays	16	\$ -	\$ No Bid -
		86" Samsung Commercial TV	4	\$ -	\$ No Bid -
		Electronic adjustable mounts 75"-86"	105	\$ -	\$ No Bid -
		Static Interactive TV mounts 75"-86"	32	\$ -	\$ No Bid -
		Audio / Voice Amplification system	155	\$ -	\$ No Bid -
		2' x 2' drop ceiling Speaker Room Kits	50	\$ -	\$ No Bid -
		8" Round Ceiling Speaker Room Kits	60	\$ -	\$ No Bid -
		Labor		\$ -	\$ No Bid -
		Shipping		\$ -	\$ No Bid -
Grand Total:					\$ No Bid -
4.1.3 Classroom / Secretary Desktops					
Dell	Pro Slim	Desktop Computer and upgrades	See attached for specs	425	\$ 829.00 \$ 352,325.00 -
Grand Total:					\$ 352,325.00 -
Grand Total overall above					
Section 4.1.3 Only					\$ 352,325.00 -



Quote

MONROE PUBLIC SCHOOLS
District Technology Refresh – 2026/2027

Manufacturer	Part Number	Description	Qty	Unit Cost	Extended Cost
4.1.1 District Interactive Screen Displays (Partial Refresh)					
Smart	GX 175-V4	75" Interactive Touch Displays	15	\$1595.00	\$ 23925.00
Smart	GX 185-V4	86" Interactive Touch Displays	25	\$2145.00	\$ 53625.00
Samsung	BE 85FX-H	86" Samsung Commercial TV	4	\$1695.00	\$6780.00
Smart	SMT-WM-SBID-200	Static Interactive TV mounts 75"-86"	30	\$60.00	\$ 1800.00
Lightspeed	T25	Audio / Voice Amplification system	44	\$1100.00	\$ 48400.00
Extron	FF 220T	2' x 2' drop ceiling Speaker Room Kits	3	\$ 395.00	\$ 1185.00
Lightspeed	DRQ4	Round Ceiling Speaker Room Kits	0	\$ 260.00	\$0
		Labor		\$31500.00	\$31500.00
		Shipping		\$	\$ 1240.00
		Grand Total:			\$ 168455.00
4.1.2 District Interactive Screen Displays (Partial Refresh)					
Smart	GX 175-V4	75" Interactive Touch Displays	120	\$1595.00	\$191400.00
Smart	GX 185-V4	86" Interactive Touch Displays	15	\$2145.00	\$ 32175.00
Samsung	BE 85FX-H	86" Samsung Commercial TV	4	\$1695.00	\$ 6780.00
Mooreco	MOR-37745	Electronic adjustable mounts 75"-86"	105	\$840.00	\$88200.00
Smart	SMT-WM-SBID-200	Static Interactive TV mounts 75"-86"	32	\$ 60.00	\$ 1920.00
Lightspeed	T25	Audio / Voice Amplification system	155	\$1100.00	\$170500.00
Extron	FF 220T	2' x 2' drop ceiling Speaker Room Kits	50	\$395.00	\$ 19750.00
Lightspeed	DRQ4	8" Round Ceiling Speaker Room Kits	60	\$ 260.00	\$ 15600.00
		Labor		\$143450.00	\$143450.00
		Shipping		\$	\$3150.00
		Grand Total:			\$ 672925.00
4.1.3 Classroom / Secretary Desktops					
		Desktop Computer	425	\$ NA	\$ NA
		Grand Total:			\$
Grand Total of all above					
					\$ 841380.00

Note: We will be replacing existing HDMI cables
 with new 4K Fiber Optic Cables

MONROE PUBLIC SCHOOLS
District Technology Refresh – 2026/2027

Grand Total of all Categories (total base bid):

(must match the Excel spreadsheet)

\$ 420,750.⁰⁰ base bid

I have examined the specifications and instructions included herein and agree, provided I am awarded a contract within 60 days of the bid due date, to provide the specified items for the sum shown in accordance with the terms stated herein. All deviations from specifications and terms are in writing and attached hereto.

Company Name: Sehi Computer Products
Address: 2930 Bond Street
Name/Title: NICKI Meller / General Manager
Authorized Signature: Nicki Meller
Email Address: nicki@sehi.com
Phone Number: 248-299-1584 Fax: 248-299-1590
Cellular Number: 248-841-3388 Date: 5-27-2026

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MONROE PUBLIC SCHOOLS
District Technology Refresh -- 2026/2027

Total Bid, per Category: (Total must match the total from the spreadsheet)

4.1.1 District Interactive Screen Displays (Partial Refresh)

a. \$ _____

b. \$ _____

c. \$ _____

d. \$ _____

4.1.2 District Interactive Screen Displays (Full Refresh)

a. \$ _____

b. \$ _____

c. \$ _____

d. \$ _____

4.1.3 Classroom / Secretary Desktops: \$ See below

Hp Prodesk 461i SFF 16GB, 256SSD, DVD & 1yr. Warranty
\$990.⁰⁰ each x 425 = \$420,750.⁰⁰

Upgrade to 24GB (32GB not available) ADD \$150.⁰⁰ each

Upgrade to 512SSD ADD \$50.⁰⁰ each

Upgrade to 3yr. Warranty ADD \$25.⁰⁰ each

Upgrade to 5yr. Warranty ADD \$55.⁰⁰ each



SMART  HOMES
SMART  OFFICES

5/27/2026

**Monroe Public Schools
District Technology Refresh - 2026/2027**

smartofficesandsmarthomes.com



210 State St., Mason, Michigan 48854
Phone: 517-381-5171 Fax: 702-925-0737

PROPOSAL

Number: QUOQ20124

Date: 05-27-2026

Sold To:

Monroe Public Schools
1275 North Macomb Street
Monroe, MI 48162

Ship To:

Monroe Public Schools
1275 North Macomb Street
Monroe, MI 48162

District Technology Refresh - 2026/2027

Proposal for Smart Homes / Smart Offices (SHSO) to provide audiovisual (AV) installation for Monroe Public Schools. Complete system engineering, installation, setup, testing, and client training. All necessary work to be performed by SHSO unless noted below.

Import Tariffs - Equipment pricing in this proposal is subject to change based on the current uncertainty of import tariffs. Upon acceptance of the proposed solution, we will notify you of any necessary price increases and revise the proposal as needed.

Proposed - This proposal is in response to the pricing request for a District Technology Refresh - 2026/2027.

AC Electrical - Installation or relocation of AC electrical may be required at select equipment locations. AC electrical work is not included in this proposal. SHSO will provide all necessary drawings and requirements for AC electrical work associated with the proposed system.

Confidentiality Statement - This proposal includes a custom engineered solution provided by SHSO. All design and component selections are proprietary and confidential. This proposal may not be shared without express written consent of SHSO.

Qty	Description	Unit Price	MSRP	Total
4.1.2. a				
120	ClearTouch 75" 4K 6000A+ Series Interactive Display - 3-Year Manufacturer Warranty - Includes Wall Mount and Android Wireless Module	\$2,111.11	\$3,299.99	\$253,333.20
15	ClearTouch 86" 4K 6000A+ Series Interactive Display - 3-Year Manufacturer Warranty - Includes Wall Mount and Android Wireless Module	\$2,611.11	\$4,498.00	\$39,166.65
135	HDMI Fiber Hybrid - 50 Foot - 4K 18Gbs - CMP	\$120.29	\$189.99	\$16,239.15
135	USB Cable - Extension - Active A Female to B Male - 50 Feet - CMP	\$85.56	\$119.99	\$11,550.60
135	AC Power Strip - 6 Outlets - 790 Joules Surge Suppression - 15A	\$36.84	\$39.95	\$4,973.40
135	Mounting Hardware, CAT6 Data Connections	\$121.00	\$139.00	\$16,335.00
4	Samsung 85" UHD 4K Pro Television Display - Rated for 16/7 Use, Three Year Warranty	\$1,591.33	\$2,500.00	\$6,365.32
4	TV Wall Mount - Universal Fixed Wall Mount - For 60" - 86" Displays - 200lb Capacity - VESA up to 800x400 - Low Profile 1.65" - Post Install Leveling	\$127.15	\$149.99	\$508.60
SubTotal				\$348,471.92
4.1.2. b				
105	Chief XSD1U Electric Height Adjust Wall Mount - 26" Travel - 310 lb Weight Capacity	\$2,153.67	\$3,495.00	\$226,135.35
32	Static Wall Mount - Included with Displays	\$0.00	\$0.00	\$0.00
SubTotal				\$226,135.35
4.1.2. c				
155	LightSpeed T25 Classroom Sound System with Clearmike Pendant Microphone - 5-Year Manufacturer Warranty	\$1,017.78	\$1,499.99	\$157,755.90
60	Lightspeed Ceiling Speaker - White - Package of 4	\$240.00	\$329.00	\$14,400.00
100	In-Ceiling Speaker - 2x2 Tile Replacement Speaker - 8" Full Range Driver - 8 Ohm or 70 Tap Selectable Operation, 4W, 2W, 1W, 0.5W, 0.25W - 100 Degree Dispersion Angle - White	\$256.28	\$274.99	\$25,628.00
20	Speaker Wire - 16/2 Stranded, CMP, White Jacket - 1000'	\$390.00	\$449.99	\$7,800.00
155	Audio Cable - 3.5mmS, 10'	\$6.78	\$8.99	\$1,050.90
155	Surface Raceway, Misc.	\$56.00	\$59.00	\$8,680.00
SubTotal				\$215,314.80

Qty	Description	Unit Price	MSRP	Total
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4.1.2. d

1	Installation	\$327,020.00	\$416,812.00	\$327,020.00
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SubTotal			\$327,020.00
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A service charge of 1.5% per month or 18% annually will be applied to any unpaid balance on past due accounts.

MSRP	\$1,623,137.01
Discount	\$506,194.94
SubTotal	\$1,116,942.07
Tax	\$0.00
Shipping	\$19,284.20
Total	\$1,136,226.27

Terms and Conditions

Definitions

Authorizing Agent is defined as the individual who signs in agreement to the terms and conditions of the quote. The authorizing agent is also defined and referred to as "The Client".
Warranty is defined as the manufacturer's warranty for quoted product only. Warranty does not cover the required labor to replace a product under warranty by Smart Offices / Smart Homes staff.

1. **Purchase of Equipment and Services.** Smart Homes / Smart Offices, hereafter referred to as SHSO, sells to the Client and Client buys from SHSO the equipment and services described above. The equipment, together with all replacements, repairs, additions, substitutions and accessories as agreed by the parties under paragraph 18, are collectively referred to as the "Goods".

The expenses of any services or materials that may be required to complete the Project, including, but not limited to electrical, underground trenching, laying or supplying conduit for outside wiring, drywall, painting, cabinets, and finished carpentry are not included in this Agreement unless explicitly stated, and Client is solely responsible for retaining qualified contractors for such services, and if necessary, coordinate their services with SHSO in order to complete the Project in a timely manner.

2. **Delivery of the Goods and Services.** SHSO shall deliver, install goods and provide services in the manner described and outlined in the Quote.

3. **Hours of Operation.** SHSO's normal working hours are 8:00 AM to 5:00 PM, Monday through Friday. The Client is obligated to notify SHSO at the time of scheduling if any work outside of these hours is necessary. SHSO will do its best to accommodate these requests; however, work performed outside of these hours may result in additional fees in accordance with SHSO hourly compensation rates.

4. **Sale Price and Payment Schedule.** The sale price for the Project shall be the amount provided above, adjusted for any increases and reductions resulting from written change orders executed by the parties.

The Client's payment is due immediately upon receipt of invoice. Any balance unpaid after thirty (30) days of the invoice date will accrue interest at one and one-half percent (1½%) per month until fully paid, and SHSO is not required to perform until the unpaid balance is current. The client will make progress payments under the payment schedule defined in this quote.

SHSO will not order any Goods or perform any services associated with the project until the Client submits any required deposit for Goods.

5. **Warranties and Claims.** SHSO warrants and represents that it has marketable title to the Goods, free of any liens, claims and encumbrances at time of delivery and that it has the right to sell the Goods and perform its obligations under this Agreement. SHSO makes no representations or warranties regarding the obsolescence, discontinuation or unavailability of the Goods.

SHSO assigns to the Client, to the extent assignable and without recourse to SHSO, all warranties from any manufacturer. In the event the Goods are returned to SHSO, all such warranties shall be deemed reassigned to SHSO. SHSO will also assist Client with any reasonable claim against any manufacturer for defective Goods.

SHSO warrants the workmanship of the services provided to Client for ninety (90) days after the completion date of the Project. Client must submit written notice to SHSO with sufficient detail describing any claim for defective workmanship during the ninety (90) day period.

6. **Title to the Goods.** Title to the Goods will be transferred to Client upon delivery to and acceptance by the Client. SHSO retains a security interest in the Goods until Client pays in full and authorizes SHSO to file any statement or other instrument confirming the security interest of SHSO in the Goods, including financing statements.

7. **Scope of Work.** If the project involves a retro-fit or remodel of an existing structure, and the proposed services exceed the estimated completion time because of unforeseen circumstances, obstructions or hidden systems that were not initially understood by the parties, the Client agrees that SHSO will charge at an hourly rate of ninety nine dollars (\$99) for additional labor to complete the Project. SHSO agrees to contact the Client as soon as reasonably possible if additional Services are required to complete the Project.

Where applicable, SHSO will supply the client or contractor with any required LAN requirements or specifications for any system designed by SHSO, or system(s) SHSO is developing programming logic for the Client. Delays or required extra labor resulting from network problems, system failures, and/or improper operations is billable by SHSO at the above labor rates.

8. **Risk of Loss.** Client shall bear all risks of loss or damage to Goods from any cause from date of delivery to Client. Client shall be required to fully pay SHSO for the Goods if the Goods are damaged after delivery to Client.

9. **Insurance.** Client shall keep the Goods insured against all risks of loss or damage from every cause for not less than the full replacement value until Client fully pays the sales price and maintains an insurance policy for the replacement value of all improvements made to Client's property and public liability insurance for the benefit of SHSO, its employees and contractors while performing services at Client's property.

SHSO will maintain any required insurance for workers' compensation, property liability for Client's premises, or other claims resulting from SHSO performance under this Agreement.

10. **Taxes and Charges.** SHSO and Client will pay any sales, use or other taxes that are properly imposed upon either of them by any governmental authority for the transaction contemplated by this Agreement.

11. **Shipping Charges.** The Client agrees to reimburse in full any shipping charges directly related to the project. This includes shipping charges associated with the purchase of goods from a product vendor, incurred by SHSO and delivered directly to SHSO; goods purchased from a product vendor, incurred by SHSO and directly delivered to the Client; goods purchased from a product vendor, incurred by SHSO and shipped initially to SHSO and later forwarded to the Client from SHSO in the event the Project site location is determined by SHSO to be outside a reasonable driving range.

12. **Indemnity.** SHSO and Client shall indemnify and hold each other harmless from and against any and all claims, actions, suits, proceedings, costs, expenses, damages and liabilities, including legal fees arising out of, connected with, or resulting from the breach by either party of their respective obligations under this Agreement. The parties' indemnities to each other shall survive the termination or expiration of the Agreement.

13. **Default and Remedies.** If either party defaults in their respective obligations under this Agreement, the non-defaulting party will deliver to the defaulting party a "Notice of Default" specifying the default and requesting correction within ten (10) days after receipt.

If the default is not corrected, the non-defaulting party may pursue all available remedies at law and in equity. Additionally, SHSO may suspend or terminate its performance, retain all deposits, and to the extent permitted by applicable law, exercise any one or more of the following remedies: (i) Declare the entire unpaid balance of payments immediately due and payable and recover the present value of all remaining payments for the balance of the term of this Agreement discounted to the date of default at four percent (4%) per annum; or (ii) Require Buyer to return the Goods at Client's expense to a place designated by SHSO and to recover possession of all items of Goods upon demand or notice to Client, without any court order or pre-taking hearing.

SHSO may, at its option, use, ship, store, repair or recondition all Goods recovered and sell or otherwise dispose of any such Goods at a private or public sale. SHSO will offset the balance of the sales price by the proceeds of any sale of the Goods and the value of the Goods returned to SHSO.

The Client is liable for and obligated to pay to SHSO all expenses incurred by SHSO regarding the enforcement of any of SHSO remedies including all expenses of repossessing, storing, shipping, repairing and selling the Goods.

14. **Assignment.** Client shall not assign this Agreement or any interest under this Agreement without SHSO written consent.

15. **Governing Law.** SHSO and Client consent to the jurisdiction of the courts of the State of Michigan regarding any action arising out of this Agreement. This Agreement shall be governed by and construed according to the laws of the State of Michigan. Venue for any action other than a lien foreclosure is any court having jurisdiction in Ingham County, Michigan. The parties waive their respective rights to a jury trial and the prevailing party is entitled to recover its costs and attorney fees.

16. **General.** This Agreement is binding upon the heirs, personal representatives, successors and permitted assigns of the parties. This Agreement contains the entire arrangement between SHSO and Client, and no modification of this Agreement shall be effective unless in writing and executed by the parties.

This Agreement incorporates by reference any exhibits, drawings and documentation under paragraph 17, Payment Schedules under paragraph 4, Change Orders under paragraph 19, and other information signed by the parties that describes the parties' obligations under this Agreement. If any provision of this Agreement is rendered unenforceable by the court, then such provision shall be deemed deleted, however, all other provisions shall remain in full force and effect.

All notices under this Agreement shall be deemed given when delivered personally, via email or when sent by first class mail to the party intended at its address or such other addresses the party may provide in writing from time to time.

17. **Drawings & Documentation.** Drawings and documentation for the Project prepared by SHSO as a systems integrator may be subject to a design documentation only fee. The Client will pay for a design retainer as specified in the Quote at the time the design is submitted. Any design retainer for the Project is non-refundable.

18. **Obsolete Goods.** SHSO reserves the right to replace obsolete, discontinued or unavailable Goods with comparable models of equal or greater value with Client's written consent. SHSO makes no representations or warranties regarding the obsolescence, discontinuation or unavailability of the Goods.

19. **Change Orders.** The Client may order changes, additions or modifications to the Project ("Change Orders") if the Client signs and submits the Change Orders to SHSO.

SHSO will provide the Client with acceptance or rejection and a written estimate of the additional costs or cost reductions for the Change Orders within fifteen (15) days of Client's submission to SHSO.

The Client must immediately pay any additional costs for the accepted Change Orders, unless SHSO, in writing, agrees to alternative payment arrangements, and the Client's Change Orders will not affect the payment schedule provided in the quote.

SHSO will notify the Client of any change to the Project's completion date, and SHSO will not be responsible for any delays resulting from the Client's Change Orders.

20. Early Termination of Agreement. Termination of this agreement by the Client may be done only in writing with a 30 day notice. Upon receipt of the termination letter, SHSO will refrain from beginning any new work and identify, in partnership with the Client, work that is to be concluded within the 30 day window.

At the end of the 30 day notice of early termination, all open invoices must be paid in full or the Client agrees to pay in full the cost of the Project as originally quoted or most recently amended in the Change Quote.

21. Client Cooperation and Noninterference. The Client agrees to refrain from any worksite interference, including, but not limited to directing workers' job performance, excluding them from the work site, demanding performance and removing permits from the work site.

Delays created by other contractors and/or sub-contractors hired by the Client, and that cause additional work for SHSO will be invoiced at the normal labor rates specified above.

In the event the actions of the Client, a contractor or sub-contractor hired by the Client results in a SHSO representative's inability to begin or complete work as outlined in the Agreement, the Client may be assessed a service call charge and a time to complete the work as described in the Project will need to be rescheduled.

An adult must be present on site at all times when a minor child is also on the premises. If a SHSO representative arrives at the job site to provide service as outlined in the quote and a minor child is present with no adult, no work will be performed and the Client may be assessed a service fee for time and travel.

22. Circumstances Outside the Reasonable Control of Either Party. If the Project's completion is prevented or delayed due to circumstances outside the reasonable control of either SHSO or the Client, including, but not limited to damage or destruction of the building, fire, accident, vandalism, earthquake, hurricane, tornado, windstorm, theft, labor strikes, warfare, material shortage, governmental delays in issuing permits, certificates or inspections, litigation, or any act of God, then completion of the Project shall be delayed until a later date and SHSO and Client will execute a Change Order reflecting the revised completion date.

SHSO may terminate this Agreement if Client declines to sign the Change Order and Client will immediately remit to SHSO all amounts due for Goods and services performed through the date SHSO performance is prevented or delayed.

23. Existing Legacy Equipment. Client may want to use equipment they already own or purchase hardware separately as part of the overall system implementation. SHSO will review the request and support the integration of client-supplied equipment into the scope of work if possible.

SHSO is held harmless by the Client and is not responsible for any defects to legacy equipment and is under no obligation to assist the Client with any claim against any manufacturer for defective goods not purchased through SHSO.

Any programming, configuration and installation time related to equipment that is supplied by the client will be charged as time and materials.

The authorizing agent acknowledges and accepts responsibility for the configuration and physical condition of any legacy equipment and its performance in its current state. The authorizing agent also agrees to hold Smart Offices / Smart Homes harmless in the event legacy equipment is unable to support the configuration requirements and integration of the quoted hardware upon installation by Smart Offices / Smart Homes staff. The authorizing agent further acknowledges that by approving this quote, SHSO offers no additional warranty on quoted hardware outside of those guarantees made in the manufacturer's warranty.

Acceptance of the contract constitutes agreement to these general terms and conditions.

QUOQ20124

Signed: _____ Date: _____



SMART  HOMES
SMART  OFFICES

5/27/2026

Monroe Public Schools
District Technology Refresh - 2026/2027

smartofficesandsmarthomes.com



210 State St., Mason, Michigan 48854
Phone: 517-381-5171 Fax: 702-925-0737

PROPOSAL

Number: QUOQ20123

Date: 05-27-2026

Sold To:

Monroe Public Schools
1275 North Macomb Street
Monroe, MI 48162

Ship To:

Monroe Public Schools
1275 North Macomb Street
Monroe, MI 48162

District Technology Refresh - 2026/2027

Proposal for Smart Homes / Smart Offices (SHSO) to provide audiovisual (AV) installation for Monroe Public Schools. Complete system engineering, installation, setup, testing, and client training. All necessary work to be performed by SHSO unless noted below.

Import Tariffs - Equipment pricing in this proposal is subject to change based on the current uncertainty of import tariffs. Upon acceptance of the proposed solution, we will notify you of any necessary price increases and revise the proposal as needed.

Proposed - This proposal is in response to the pricing request for a District Technology Refresh - 2026/2027.

AC Electrical - Installation or relocation of AC electrical may be required at select equipment locations. AC electrical work is not included in this proposal. SHSO will provide all necessary drawings and requirements for AC electrical work associated with the proposed system.

Confidentiality Statement - This proposal includes a custom engineered solution provided by SHSO. All design and component selections are proprietary and confidential. This proposal may not be shared without express written consent of SHSO.

Qty	Description	Unit Price	MSRP	Total
4.1.1. a				
15	ClearTouch 75" 4K 6000A+ Series Interactive Display - 3-Year Manufacturer Warranty - Includes Wall Mount and Android Wireless Module	\$2,111.11	\$3,299.99	\$31,666.65
15	ClearTouch 86" 4K 6000A+ Series Interactive Display - 3-Year Manufacturer Warranty - Includes Wall Mount and Android Wireless Module	\$2,611.11	\$4,498.00	\$39,166.65
30	HDMI Fiber Hybrid - 50 Foot - 4K 18Gbs - CMP	\$120.29	\$189.99	\$3,608.70
30	USB Cable - Extension - Active A Female to B Male - 50 Feet - CMP	\$85.56	\$119.99	\$2,566.80
30	AC Power Strip - 6 Outlets - 790 Joules Surge Suppression - 15A	\$36.84	\$39.95	\$1,105.20
30	Mounting Hardware, CAT6 Data Connections	\$121.00	\$139.00	\$3,630.00
4	Samsung 85" UHD 4K Pro Television Display - Rated for 16/7 Use, Three Year Warranty	\$1,591.33	\$2,500.00	\$6,365.32
4	TV Wall Mount - Universal Fixed Wall Mount - For 60" - 86" Displays - 200lb Capacity - VESA up to 800x400 - Low Profile. 1.65" - Post Install Leveling	\$127.15	\$149.99	\$508.60
SubTotal				\$88,617.92
4.1.1. b				
30	Static Wall Mount - Included with Displays	\$0.00	\$0.00	\$0.00
SubTotal				\$0.00
4.1.1. c				
44	LightSpeed T25 Classroom Sound System with Clearmike Pendant Microphone - 5-Year Manufacturer Warranty	\$1,017.78	\$1,499.99	\$44,782.32
6	In-Ceiling Speaker - 2x2 Tile Replacement Speaker - 8" Full Range Driver - 8 Ohm or 70 Tap Selectable Operation, 4W, 2W, 1W, 0.5W, 0.25W - 100 Degree Dispersion Angle - White	\$227.80	\$274.99	\$1,366.80
4	Speaker Wire - 16/2 Stranded, CMP, White Jacket - 1000'	\$340.00	\$449.99	\$1,360.00
44	Audio Cable - 3.5mmS, 10'	\$6.78	\$8.99	\$298.32
44	Surface Raceway, Misc.	\$56.00	\$59.00	\$2,464.00
SubTotal				\$50,271.44
4.1.1. d				
1	Installation	\$78,284.00	\$99,908.00	\$78,284.00

Qty	Description	Unit Price	MSRP	Total
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SubTotal

\$78,284.00

A service charge of 1.5% per month or 18% annually will be applied to any unpaid balance on past due accounts.

MSRP	\$314,586.73
Discount	\$97,413.37
SubTotal	\$217,173.36
Tax	\$0.00
Shipping	\$4,162.16
Total	\$221,335.52

Terms and Conditions

Definitions

Authorizing Agent is defined as the individual who signs in agreement to the terms and conditions of the quote. The authorizing agent is also defined and referred to as "The Client".

Warranty is defined as the manufacturer's warranty for quoted product only. Warranty does not cover the required labor to replace a product under warranty by Smart Offices / Smart Homes staff.

1. Purchase of Equipment and Services. Smart Homes / Smart Offices, hereafter referred to as SHSO, sells to the Client and Client buys from SHSO the equipment and services described above. The equipment, together with all replacements, repairs, additions, substitutions and accessories as agreed by the parties under paragraph 18, are collectively referred to as the "Goods".

The expenses of any services or materials that may be required to complete the Project, including, but not limited to electrical, underground trenching, laying or supplying conduit for outside wiring, drywall, painting, cabinets, and finished carpentry are not included in this Agreement unless explicitly stated, and Client is solely responsible for retaining qualified contractors for such services, and if necessary, coordinate their services with SHSO in order to complete the Project in a timely manner.

2. Delivery of the Goods and Services. SHSO shall deliver, install goods and provide services in the manner described and outlined in the Quote.

3. Hours of Operation. SHSO's normal working hours are 8:00 AM to 5:00 PM, Monday through Friday. The Client is obligated to notify SHSO at the time of scheduling if any work outside of these hours is necessary. SHSO will do its best to accommodate these requests; however, work performed outside of these hours may result in additional fees in accordance with SHSO hourly compensation rates.

4. Sale Price and Payment Schedule. The sale price for the Project shall be the amount provided above, adjusted for any increases and reductions resulting from written change orders executed by the parties.

The Client's payment is due immediately upon receipt of invoice. Any balance unpaid after thirty (30) days of the invoice date will accrue interest at one and one-half percent (1½%) per month until fully paid, and SHSO is not required to perform until the unpaid balance is current. The client will make progress payments under the payment schedule defined in this quote.

SHSO will not order any Goods or perform any services associated with the project until the Client submits any required deposit for Goods.

5. Warranties and Claims. SHSO warrants and represents that it has marketable title to the Goods, free of any liens, claims and encumbrances at time of delivery and that it has the right to sell the Goods and perform its obligations under this Agreement. SHSO makes no representations or warranties regarding the obsolescence, discontinuation or unavailability of the Goods.

SHSO assigns to the Client, to the extent assignable and without recourse to SHSO, all warranties from any manufacturer. In the event the Goods are returned to SHSO, all such warranties shall be deemed reassigned to SHSO. SHSO will also assist Client with any reasonable claim against any manufacturer for defective Goods.

SHSO warrants the workmanship of the services provided to Client for ninety (90) days after the completion date of the Project. Client must submit written notice to SHSO with sufficient detail describing any claim for defective workmanship during the ninety (90) day period.

6. Title to the Goods. Title to the Goods will be transferred to Client upon delivery to and acceptance by the Client. SHSO retains a security interest in the Goods until Client pays in full and authorizes SHSO to file any statement or other instrument confirming the security interest of SHSO in the Goods, including financing statements.

7. Scope of Work. If the project involves a retro-fit or remodel of an existing structure, and the proposed services exceed the estimated completion time because of unforeseen circumstances, obstructions or hidden systems that were not initially understood by the parties, the Client agrees that SHSO will charge at an hourly rate of ninety nine dollars (\$99) for additional labor to complete the Project. SHSO agrees to contact the Client as soon as reasonably possible if additional Services are required to complete the Project.

Where applicable, SHSO will supply the client or contractor with any required LAN requirements or specifications for any system designed by SHSO, or system(s) SHSO is developing programming logic for the Client. Delays or required extra labor resulting from network problems, system failures, and/or improper operations is billable by SHSO at the above labor rates.

8. Risk of Loss. Client shall bear all risks of loss or damage to Goods from any cause from date of delivery to Client. Client shall be required to fully pay SHSO for the Goods if the Goods are damaged after delivery to Client.

9. Insurance. Client shall keep the Goods insured against all risks of loss or damage from every cause for not less than the full replacement value until Client fully pays the sales price and maintains an insurance policy for the replacement value of all improvements made to Client's property and public liability insurance for the benefit of SHSO, its employees and contractors while performing services at Client's property.

SHSO will maintain any required insurance for workers' compensation, property liability for Client's premises, or other claims resulting from SHSO performance under this Agreement.

10. Taxes and Charges. SHSO and Client will pay any sales, use or other taxes that are properly imposed upon either of them by any governmental authority for the transaction contemplated by this Agreement.

11. Shipping Charges. The Client agrees to reimburse in full any shipping charges directly related to the project. This includes shipping charges associated with the purchase of goods from a product vendor, incurred by SHSO and delivered directly to SHSO; goods purchased from a product vendor, incurred by SHSO and directly delivered to the Client; goods purchased from a product vendor, incurred by SHSO and shipped initially to SHSO and later forwarded to the Client from SHSO in the event the Project site location is determined by SHSO to be outside a reasonable driving range.

12. Indemnity. SHSO and Client shall indemnify and hold each other harmless from and against any and all claims, actions, suits, proceedings, costs, expenses, damages and liabilities, including legal fees arising out of, connected with, or resulting from the breach by either party of their respective obligations under this Agreement. The parties' indemnities to each other shall survive the termination or expiration of the Agreement.

13. Default and Remedies. If either party defaults in their respective obligations under this Agreement, the non-defaulting party will deliver to the defaulting party a "Notice of Default" specifying the default and requesting correction within ten (10) days after receipt.

If the default is not corrected, the non-defaulting party may pursue all available remedies at law and in equity. Additionally, SHSO may suspend or terminate its performance, retain all deposits, and to the extent permitted by applicable law, exercise any one or more of the following remedies: (i) Declare the entire unpaid balance of payments immediately due and payable and recover the present value of all remaining payments for the balance of the term of this Agreement discounted to the date of default at four percent (4%) per annum; or (ii) Require Buyer to return the Goods at Client's expense to a place designated by SHSO and to recover possession of all items of Goods upon demand or notice to Client, without any court order or pre-taking hearing.

SHSO may, at its option, use, ship, store, repair or recondition all Goods recovered and sell or otherwise dispose of any such Goods at a private or public sale. SHSO will offset the balance of the sales price by the proceeds of any sale of the Goods and the value of the Goods returned to SHSO.

The Client is liable for and obligated to pay to SHSO all expenses incurred by SHSO regarding the enforcement of any of SHSO remedies including all expenses of repossessing, storing, shipping, repairing and selling the Goods.

14. Assignment. Client shall not assign this Agreement or any interest under this Agreement without SHSO written consent.

15. Governing Law. SHSO and Client consent to the jurisdiction of the courts of the State of Michigan regarding any action arising out of this Agreement. This Agreement shall be governed by and construed according to the laws of the State of Michigan. Venue for any action other than a lien foreclosure is any court having jurisdiction in Ingham County, Michigan. The parties waive their respective rights to a jury trial and the prevailing party is entitled to recover its costs and attorney fees.

16. General. This Agreement is binding upon the heirs, personal representatives, successors and permitted assigns of the parties. This Agreement contains the entire arrangement between SHSO and Client, and no modification of this Agreement shall be effective unless in writing and executed by the parties.

This Agreement incorporates by reference any exhibits, drawings and documentation under paragraph 17, Payment Schedules under paragraph 4, Change Orders under paragraph 19, and other information signed by the parties that describes the parties' obligations under this Agreement. If any provision of this Agreement is rendered unenforceable by the court, then such provision shall be deemed deleted, however, all other provisions shall remain in full force and effect.

All notices under this Agreement shall be deemed given when delivered personally, via email or when sent by first class mail to the party intended at its address or such other addresses the party may provide in writing from time to time.

17. Drawings & Documentation. Drawings and documentation for the Project prepared by SHSO as a systems integrator may be subject to a design documentation only fee. The Client will pay for a design retainer as specified in the Quote at the time the design is submitted. Any design retainer for the Project is non-refundable.

18. Obsolete Goods. SHSO reserves the right to replace obsolete, discontinued or unavailable Goods with comparable models of equal or greater value with Client's written consent. SHSO makes no representations or warranties regarding the obsolescence, discontinuation or unavailability of the Goods.

19. Change Orders. The Client may order changes, additions or modifications to the Project ("Change Orders") if the Client signs and submits the Change Orders to SHSO.

SHSO will provide the Client with acceptance or rejection and a written estimate of the additional costs or cost reductions for the Change Orders within fifteen (15) days of Client's submission to SHSO.

The Client must immediately pay any additional costs for the accepted Change Orders, unless SHSO, in writing, agrees to alternative payment arrangements, and the Client's Change Orders will not affect the payment schedule provided in the quote.

SHSO will notify the Client of any change to the Project's completion date, and SHSO will not be responsible for any delays resulting from the Client's Change Orders.

20. **Early Termination of Agreement.** Termination of this agreement by the Client may be done only in writing with a 30 day notice. Upon receipt of the termination letter, SHSO will refrain from beginning any new work and identify, in partnership with the Client, work that is to be concluded within the 30 day window.

At the end of the 30 day notice of early termination, all open invoices must be paid in full or the Client agrees to pay in full the cost of the Project as originally quoted or most recently amended in the Change Quote.

21. **Client Cooperation and Noninterference.** The Client agrees to refrain from any worksite interference, including, but not limited to directing workers' job performance, excluding them from the work site, demanding performance and removing permits from the work site.

Delays created by other contractors and or sub-contractors hired by the Client, and that cause additional work for SHSO will be invoiced at the normal labor rates specified above.

In the event the actions of the Client, a contractor or sub-contractor hired by the Client results in a SHSO representative's inability to begin or complete work as outlined in the Agreement, the Client may be assessed a service call charge and a time to complete the work as described in the Project will need to be rescheduled.

An adult must be present on site at all times when a minor child is also on the premises. If a SHSO representative arrives at the job site to provide service as outlined in the quote and a minor child is present with no adult, no work will be performed and the Client may be assessed a service fee for time and travel.

22. **Circumstances Outside the Reasonable Control of Either Party.** If the Project's completion is prevented or delayed due to circumstances outside the reasonable control of either SHSO or the Client, including, but not limited to damage or destruction of the building, fire, accident, vandalism, earthquake, hurricane, tornado, windstorm, theft, labor strikes, warfare, material shortage, governmental delays in issuing permits, certificates or inspections, litigation, or any act of God, then completion of the Project shall be delayed until a later date and SHSO and Client will execute a Change Order reflecting the revised completion date.

SHSO may terminate this Agreement if Client declines to sign the Change Order and Client will immediately remit to SHSO all amounts due for Goods and services performed through the date SHSO performance is prevented or delayed.

23. **Existing Legacy Equipment.** Client may want to use equipment they already own or purchase hardware separately as part of the overall system implementation. SHSO will review the request and support the integration of client-supplied equipment into the scope of work if possible.

SHSO is held harmless by the Client and is not responsible for any defects to legacy equipment and is under no obligation to assist the Client with any claim against any manufacturer for defective goods not purchased through SHSO.

Any programming, configuration and installation time related to equipment that is supplied by the client will be charged as time and materials.

The authorizing agent acknowledges and accepts responsibility for the configuration and physical condition of any legacy equipment and its performance in its current state. The authorizing agent also agrees to hold Smart Offices / Smart Homes harmless in the event legacy equipment is unable to support the configuration requirements and integration of the quoted hardware upon installation by Smart Offices / Smart Homes staff. The authorizing agent further acknowledges that by approving this quote, SHSO offers no additional warranty on quoted hardware outside of those guarantees made in the manufacturer's warranty.

Acceptance of the contract constitutes agreement to these general terms and conditions.

QUOQ20123

Signed: _____ Date: _____



MONROE PUBLIC SCHOOLS
District Technology Refresh - 2026/27

Partial Refresh

Manufacturer	Part Number	Description	Qty	Unit Cost	Extended Cost
4.1.1 District Interactive Screen Displays (Partial Refresh)					
Sharp	PN-LB753	75" Interactive Touch Displays	15	\$ 2,279.00	\$ 34,185.00
Sharp	PN-LB863	86" Interactive Touch Displays	15	\$ 3,160.00	\$ 47,400.00
Samsung	Samsung 86"	86" Samsung Commercial TV	4	\$ 2,600.00	\$ 10,400.00
N/A		Static Interactive TV Mounts 75" - 86"	30	\$ 269.00	\$ 8,070.00
N/A		Audio/Voice Amplification system	0		
N/A		2' x 2' drop ceiling Speaker Room Kits	0		
N/A		Round Ceiling Speaker Room Kits	0		
		Labor	34	\$ 900.00	\$ 30,600.00
		Shipping	1	\$ 3,000.00	\$ 3,000.00
				Grand Total	\$ 133,655.00

Full Refresh

Manufacturer	Part Number	Description	Qty	Unit Cost	Extended Cost
4.1.2 District Interactive Screen Displays (Full Refresh)					
Sharp	PN-LB753	75" Interactive Touch Displays	120	\$ 2,256.00	\$ 270,720.00
Sharp	PN-LB863	86" Interactive Touch Displays	15	\$ 3,160.00	\$ 47,400.00
Samsung	Samsung 86"	86" Samsung Commercial TV	4	\$ 3,254.00	\$ 13,016.00
N/A		Electronic Adjustable mounts 75"-86"	105	\$ 2,600.00	\$ 273,000.00
N/A		Static Interactive TV Mounts 75" - 86"	32	\$ 269.00	\$ 8,608.00
N/A		Audio/Voice Amplification system	0		
N/A		2' x 2' drop ceiling Speaker Room Kits	0		
N/A		Round Ceiling Speaker Room Kits	0		
		Labor	139	\$ 900.00	\$ 125,100.00
		Shipping	1	\$ 12,000.00	\$ 12,000.00
				Grand Total	\$ 749,844.00

MONROE PUBLIC SCHOOLS
District Technology Refresh - 2026/27

Partial Refresh

Manufacturer	Part Number	Description	Qty	Unit Cost	Extended Cost
4.1.1 District Interactive Screen Displays (Partial Refresh)					
OneScreen	OneScreen Core 75"	75" Interactive Touch Displays	15	\$ 1,938.00	\$ 29,070.00
OneScreen	OneScreen Core 85"	86" Interactive Touch Displays	15	\$ 2,438.00	\$ 36,570.00
Samsung	Samsung 86"	86" Samsung Commercial TV	4	\$ 2,600.00	\$ 10,400.00
N/A		Static Interactive TV Mounts 75" - 86"	30	\$ 269.00	\$ 8,070.00
N/A		Audio/Voice Amplification system	0		
N/A		2' x 2' drop ceiling Speaker Room Kits	0		
N/A		Round Ceiling Speaker Room Kits	0		
		Display Labor, Deinstall + Install	34	\$ 900.00	\$ 30,600.00
		Shipping	1	\$ 3,000.00	\$ 3,000.00
		Grand Total		\$	\$ 117,710.00

Full Refresh

Manufacturer	Part Number	Description	Qty	Unit Cost	Extended Cost
4.1.2 District Interactive Screen Displays (Full Refresh)					
OneScreen		75" Interactive Touch Displays	120	\$ 1,813.00	\$ 217,560.00
OneScreen		86" Interactive Touch Displays	15	\$ 2,438.00	\$ 36,570.00
Samsung		86" Samsung Commercial TV	4	\$ 2,600.00	\$ 10,400.00
		Electronic Adjustable mounts 75"-86"	105	\$ 2,600.00	\$ 273,000.00
		Static Interactive TV Mounts 75" - 86"	32	\$ 269.00	\$ 8,608.00
N/A		Audio/Voice Amplification system	0		
N/A		2' x 2' drop ceiling Speaker Room Kits	0		
N/A		Round Ceiling Speaker Room Kits	0		
		Display Labor, Deinstall + Install	139	\$ 900.00	\$ 125,100.00
		Shipping	1	\$ 12,000.00	\$ 12,000.00
		Grand Total		\$	\$ 683,238.00

Prepared For: Monroe Schools
 District Technology Refresh
 Base Bid

5/27/2026

David Corbat

Brand	Product	Description	Qty	Price Ea.	Price Total
4.1.1 District Interactive Screen Displays (Partial Refresh)					
SMART	GX175N-V4	75" Interactive Touch Displays	15	\$ 1,462.00	\$ 21,930.00
SMART	GX186N-V4	86" Interactive Touch Displays	25	\$ 2,073.00	\$ 51,825.00
Samsung	BE85FX-H	86" Samsung Commercial TV	4	\$ 1,717.00	\$ 6,868.00
SMART	WM-SBID-200	Static Interactive TV mounts 75"-86"	30	\$ 61.00	\$ 1,830.00
AE	AM-3229	Audio / Voice Amplification system - CA70 (One per Classroom Req.)	44	\$ 750.00	\$ 33,000.00
AE	ST-SP-9222	2' x 2' drop ceiling Speaker Room Kits - FS-21(2 speakers per kit or 6 for this line)	3	\$ 218.00	\$ 654.00
AE	ST-SP-0001	Round Ceiling Speaker Room Kits - CS-12 (4 speakers per kit or 0 for this line)	0	\$ 324.00	\$
AE	ST-XD-9026	XD Teacher Box with Teacher Pendant Microphone	44	\$ 203.00	\$ 8,932.00
TrippLite	SWIVEL6	ProtectIT! Surge Protector with Rotatable Outlets	44	\$ 28.00	\$ 1,232.00
VSC	EC-HD21-25	25' HDMI Cable	40	\$ 17.00	\$ 680.00
VSC	LABOR	Labor	1	\$ 7,436.00	\$ 7,436.00
VSC	SHIPPING	Shipping	1	\$ 2,000.00	\$ 2,000.00
Grand Total - 4.1.1					\$ 136,387.00
4.1.2 District Interactive Screen Displays (Full Refresh)					
SMART	GX175N-V4	75" Interactive Touch Displays	120	\$ 1,462.00	\$ 175,440.00
SMART	GX186N-V4	86" Interactive Touch Displays	15	\$ 2,073.00	\$ 31,095.00
Samsung	BE85FX-H	86" Samsung Commercial TV	4	\$ 1,717.00	\$ 6,868.00
Copernicus	HAWM3	Electronic adjustable mounts 75"-86"	105	\$ 696.00	\$ 73,080.00
SMART	WM-SBID-200	Static Interactive TV mounts 75"-86"	32	\$ 61.00	\$ 1,952.00
AE	AM-3229	Audio / Voice Amplification system - CA70 (One per Classroom Req.)	155	\$ 750.00	\$ 116,250.00
AE	ST-SP-9222	2' x 2' drop ceiling Speaker Room Kits - FS-21 (2 speakers per kit or 100 for this line)	50	\$ 218.00	\$ 10,900.00
AE	ST-SP-0001	Round Ceiling Speaker Room Kits - CS-12 (4 speakers per kit or 240 for this line)	60	\$ 324.00	\$ 19,440.00
AE	ST-XD-9026	XD Teacher Box with Teacher Pendant Microphone	155	\$ 203.00	\$ 31,465.00
TrippLite	SWIVEL6	ProtectIT! Surge Protector with Rotatable Outlets	139	\$ 28.00	\$ 3,892.00
VSC	EC-HD21-25	25' HDMI Cable	135	\$ 17.00	\$ 2,295.00
VSC	LABOR	Labor	1	\$ 37,596.00	\$ 37,596.00
VSC	SHIPPING	Shipping	1	\$ 4,500.00	\$ 4,500.00
Grand Total - 4.1.2					\$ 514,773.00
4.1.3 Classroom / Secretary Desktops					
		Desktop Computer	425	No Bid	No Bid
Total					\$ 651,160.00

QUOTATION

**Lightspeed Technologies, Inc.**

11509 SW Herman Road
Tualatin OR 97062
1-800-732-8999
Fax: 503-684-3197
orders@lightspeed-tek.com
www.lightspeed-tek.com

Quote # Q-79480
Date: 6/4/2026
Expires: 8/3/2026
Payment Terms: Net 30
Shipping Method: Best Way
Account Executive: David Buist

BILL TO:

ACCOUNTS PAYABLE
MONROE PUBLIC SCHOOL DISTRICT
1275 N MACOMB ST
MONROE, MI 48162-3128
UNITED STATES

SHIP TO:

MONROE PUBLIC SCHOOL DISTRICT
1275 N MACOMB ST
MONROE, MI 48162-3128
UNITED STATES

ITEM	CATALOG #	DESCRIPTION	QTY	UNIT PRICE	AMOUNT
T25-C	262124	T25 AUDIO SYSTEM WITH CLEARMIKE	155	\$1,153.00	\$178,715.00
DRQ4	262121	DRQ SPEAKERS X 4 W/TILE SUPPORTS	60	\$219.00	\$13,140.00
TRADE-IN CREDIT	242207	QUALIFIED TRADE-IN CREDIT	155	\$-100.00	\$-15,500.00
SUBTOTAL:					\$176,355.00
SALES TAX:					\$0.00
SHIPPING & HANDLING:					\$0.00
TOTAL DUE:					\$176,355.00

The qualified trade-in system(s) are to be sent to Lightspeed Technologies or given to a Lightspeed Territory Manager. Credit will be applied once the trade-in(s) are received by Lightspeed or its representative and have been verified for eligibility.

Warranty on Lightspeed instructional audio systems have a 5-year limited warranty on primary components including amplifier, charging station, speakers and microphones. Warranty on microphones and components that support discontinued systems including SMA, FMA, FMCA is 1-year. Warranty on Lightspeed NiMH and Li-Ion rechargeable batteries is 1 year.

Bid REMC #2026 pricing was quoted. Please note: shipping and handling charges are included with bid pricing.

Thank you for choosing Lightspeed Technologies!