

# Chisholm School District School Board Meeting Agenda

Monday, March 27, 2023 at 5:00 PM  
Addendum to the Regular Meeting  
Chisholm School Board Room

<b>I. Action Agenda</b>	
A. C. Motion to approve the hiring of Robert Kepler to Job #220, Custodian/Bus Driver, High School, Afternoon shift, effective April 3, 2023.	2
<b>Attachments:</b> Recommendation to Hire R. Kepler Job #220	2
B. Motion to approve the hiring of Christine Olson to Job #217, Long Term Substitute, Chisholm Elementary, effective April 11, 2023, until approximately June 2, 2023.	
C. Motion to approve the proposal from SmartLab Learning in the amount of \$59,705.00 for installation and setup of the SmartLab Studio as presented.	3
<b>Attachments:</b> 23	3
D. Motion to approve payment to DSC Communications in the amount of \$51,620 for Digital Bus Radios as presented.	17
<b>Attachments:</b> DSC Communications Radio Quote 3.27.23	17
E. Motion to approve payment in the amount of 9,668.00 to Horizon Pool Supply for demolition of pool filters as presented.	25
<b>Attachments:</b> Demo Pool Filter - Chisholm HS	25
<b>II. Information</b>	

## **Recommendation to Hire**

**Position:** Job #220 Custodian/Bus Driver, HS, Afternoon Shift

**Posting duration:** 2/27/23-3/15/23

**Advertising Location:** Indeed/Website

**Number of Qualified:** 2

**Licensed Applications:** NA

**Interview committee Names:** Mike Fredeen, Ron Plante, Brian Vajdl

**Recommended for hire:** Robert Kepler

**Supervisor:** Mike Fredeen

# smartlab

## STUDIO

# PROPOSAL

**FOR:** Chisholm Elementary  
CHISHOLM, MN  
Mar 10, 2023

*Version 1 with Contracts*

1 room - 1 camera



# ADMINISTRATIVE SUMMARY

SmartLab Studios are fully-integrated, professional-grade video production studios that are paired with furniture, curriculum, and assessment to work together to support hands-on, minds-on learning.

At Creative Learning Systems, we design spaces where personalized learning and intrinsic motivation engage students of all ages, interests, and abilities.

Every element in a SmartLab Studio has been thoroughly tested and evaluated for reliability and applicability to your students' experience with video production.

By lending our expertise in designing next-generation programs, you can focus on what you do best: educating your students.

## *SmartLab Learning—It's Different Here*

SmartLab Studios engage all learners in a hands-on, project-based learning approach in which students act as producers and content creators while developing marketable technical expertise. In a SmartLab Studio, learning is highly personalized and empowers students to shape their learning to meet their individual interests, abilities, and learning styles.

Our proprietary learning approach is a five-phase cycle: explore, plan, do, reflect, and share. This philosophy meets students where they are and helps them develop the necessary skills to ask questions and find answers.

College and career-success also demand a robust set of 21st-century skills, such as problem-solving, critical thinking, communication, collaboration, creativity, and effective application of technology.

A SmartLab Studio provides a complete studio experience that allows students to document events, create original video productions, and produce podcasts and other multimedia productions that will prepare them for academic and career success.

## *Our Plan for You*

We have prepared this proposal in response to your desire to provide meaningful learning for the young people you serve.

We can't wait to install a customized SmartLab Studio that meets your school's goals. We look forward to seeing the positive impact your decision will have on your students.

Scott Hutton  
Regional Sales Manager  
shutton@creativelearningsystems.com  
952-300-5587





# YOUR SMARTLAB STUDIO INCLUDES:

## Service

### *Before implementation*

- Personalized consultation, planning, and design services
- Resources and tools for fundraising

### *During implementation*

- Project planning and coordination between school/district IT, facilities staff, and installation contractors
- Network integration
- Computer configuration and software installation
- Shipping and installation of all SmartLab Studio Deliverables (see Attachment A)
- Two days of personalized onsite training for your SmartLab Facilitator and other teaching staff

### *After implementation*

- Ever-growing library of online teacher and classroom resources
- Technical and pedagogical support
- One-year comprehensive warranty for all equipment, materials, and software
- A range of Curriculum and Support options to ensure the success of your SmartLab Studio for years to come

## Curriculum

- 100+ fully-articulated online curriculum titles focusing on graphic design, video production, project management, and publishing
- Portfolio development tools and templates for authentic assessments

## Infrastructure

- Student production control desk, including professional streaming system, post-production computer workstation, and control interfaces
- Camera system with integrated teleprompter and confidence monitor, mounted on a heavy-duty tripod dolly
- Studio microphones
- Chroma key backdrop for virtual set production
- Professional lighting system

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## AVAILABLE SMARTLAB STUDIO ENHANCEMENTS

- Separate studio control room isolates the main studio area from the control desk and equipment, elevating the professional aspect of the studio environment
- Additional Cameras allow for multiple angles for live and prerecorded productions





# SMARTLAB STUDIO LEARNING

Every SmartLab program is designed with the student experience at its core. Likewise, we recognize and celebrate the importance of impactful educators on successful learning.

SmartLab Learning focuses on supporting students and educators with the tools and resources necessary to engage in meaningful and authentic learning experiences in a supportive learning community.

In bringing a SmartLab Studio to your school, you are partnering with an organization with decades of experience developing impactful learning programs to schools across the United States.

The following sections provide details about the scope of the SmartLab Studio learning program that is proposed for your school, as well as information regarding the deliverables and services that this program includes.

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## STUDIO CURRICULUM AND ASSESSMENT

Each SmartLab Studio is designed to provide students with opportunities to practice the range of skills associated with multimedia production and video broadcasting.

In a typical SmartLab Studio, students work together in team of up to six students to plan, film, edit, and share their video projects. Each team is formed to allow students to rotate through the different resources and equipment in the studio, giving them experience with each production role.

Our curriculum guides students as they take on those roles in broadcasting. The studio curriculum is divided into categories to support students in producing quality video content in the SmartLab Studio.

Students can follow the Cyber Studios curriculum to become part of a production company to understand the different roles and responsibilities that form a film or broadcast crew. They practice using professional tools and techniques to plan, produce, and edit video content that can be shared online.

If they choose, students can also focus on using the studio equipment to produce live and pre-recorded content based on their interests. They explore the capabilities of modern broadcasting equipment to share their ideas with others.

The Innovation Academy provides a framework and additional resources for advanced, long-term projects. Students make career connections, use professional-quality tools, and identify a college or career path as they explore topics of interest and areas of learning in more depth. This framework can provide support for teams creating longer-format student productions or other in-depth content.

Throughout each project, students document their work using project journals and portfolios. This provides them with opportunities to regularly assess their own work as well as perform peer evaluations to improve together.

Students also regularly share their work through project presentations to develop effective communication skills. As they prepare each project presentation, they collaborate with others to reflect on and share their own learning journeys.

During initial training and as part of the first year of instructional coaching, we will support your Facilitator in customizing the portfolio and journal templates that we provide to focus on the specific skills and content that matter most for your program.





# WHAT WE PROVIDE

Everything that we provide—from furniture and technology to equipment and accessories—has been carefully curated to provide the best learning experience possible for your students. The information below outlines the range of products included in this proposal.

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## STUDIO CONTROL WORKSTATION

The Studio Control Workstation provides students with the tools necessary for live edits, virtual set creation, audio and video post-production, and teleprompting.

At the heart of this workstation is a Tricaster Mini professional streaming computer, designed to support multi-input switching, compositing, and live virtual sets. As students use the included control interface, they will develop the skills critical to professional broadcasting.

A second computer system allows for students to prepare scripts and other content for their live broadcasts, while also power the post-production editing process. This powerful PC includes high-capacity storage for multiple student projects. Content from this storage can also be imported into the tricaster mini for incorporation into live broadcasts.

## STUDIO BACKDROP AND VIRTUAL SETS

Each SmartLab Studio comes with a high-quality chromakey backdrop with green and blue covers to provide versatility in filming and broadcasting with virtual sets.

The virtual sets built into the Tricaster Mini give students the opportunity to place actors, news anchors, and other talent in a range of environments, including extensive news studios and sports arenas.

For a complete list of software, equipment, and accessories included in this proposal, see [Attachment A](#).

## CAMERAS AND LIGHTING

The camera(s) and professional lighting provide students with the opportunity to serve of director of photography and gaffer. This team ensures that the talent and backdrop are lighted correctly and that the camera equipment is capturing the best visuals possible.

Each 4K camcorder in a SmartLab Studio is mounted to a heavy-duty tripod-dolly, supporting an integrated teleprompter and confidence monitor. This equipment allows the camera operators and on-set talent to work together with their peers at the Studio Control Workstation to create professional-quality productions.

## ONE-YEAR COMPREHENSIVE WARRANTY

All of the items provided by Creative Learning Systems for your SmartLab Studio are covered by a 1-year comprehensive warranty.

When available, the items that we provide may also be covered by a manufacturer warranty that extends beyond the Creative Learning Systems Warranty Period.

Additional warranty details will be included at time of purchase.





# SUPPORTING YOUR SUCCESS

Partnering with us to bring a SmartLab program to your school is a valuable investment in your students, faculty, and community. The services we provide extend far beyond initial consultation and implementation. Our goal is the ongoing success of your SmartLab Studio to provide meaningful learning for years to come.

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## PROJECT PLANNING AND IMPLEMENTATION

We know that planning and implementing your new SmartLab Studio can feel daunting, so we are here to help you every step of the way.

We partner with every aspect of bringing a Studio to your school—from coordinating room readiness with your facilities staff to system implementation and computer configuration with your IT staff. Our team will also be on site for installation to ensure that delivery and setup are completed to your satisfaction.

## PROFESSIONAL DEVELOPMENT

Comprehensive professional development is a critical element of the continuing success of your SmartLab program.

### *Onsite Professional Development*

The purchase of a SmartLab includes onsite training with the designated Facilitator(s) and other staff. This training program allows participants to experience SmartLab Learning in the Studio firsthand, familiarizing them with the pedagogical approach and resources available to implement student-directed learning and projects.

Additional staff members are encouraged to participate in the onsite training to see how the SmartLab will support learning in their school.

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## ONGOING SUPPORT

We are committed to the long-term success of your SmartLab Studio.

In addition to the first year of comprehensive technical and pedagogical support included in your initial purchase, we offer a choice of Curriculum and Support Agreement plans to protect your investment for years to come.

All Agreements provide school-wide access to online curriculum and classroom resources including new curriculum and updates as well as continued access to technical and pedagogical support via phone, email, and remote assistance.





# PRICING

## Description

## Price

### SmartLab Studio

\$59,750.00

- Furniture, equipment, and provisioning of entire 1 room - 1 camera studio
- Access to online Studio curriculum and instructional resources
- Professional installation and setup of SmartLab Studio including software and network integration
- Two days of onsite personalized professional development for facilitators, academic leaders, and administration

**SmartLab Studio Total**

**\$59,750.00**

## Curriculum and Support Agreement (beginning year 2)

## Price

1-Year Studio Plan (invoiced annually)

\$1,875.00

## Items not included (Customer-supplied)

- Room Readiness
- Network Virus Protection

## Contact

Scott Hutton  
 Regional Sales Manager  
 shutton@creativelearningsystems.com  
 952-300-5587

**Note:** This proposal is based on the Creative Learning Systems SmartLab programs and pricing policy at the time of this writing, is valid until **March 31, 2023**, and may change to reflect any updated policies.





# PURCHASE DOCUMENTS

Congratulations on your decision to bring a SmartLab program to your school! You'll be joining leading school organizations across the country in preparing today's learners for tomorrow's challenges.

Please be sure to review, sign, and return the following documents so we can begin our purchasing and implementation process.

- Purchase Order (instructions below)
- Purchase Agreement (below)
- Curriculum and Support Agreement (below)
- Tax Exemption Form, if applicable

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## Deposit

An invoice for the 50% deposit will be sent to the District/School upon the receipt of Purchase Order

## Questions?

Scott Hutton  
Regional Sales Manager  
shutton@creativelearningsystems.com  
952-300-5587



# PURCHASE AGREEMENT

Chisholm Elementary ("Partner School") desires to purchase, and Creative Learning Systems, LLC ("Creative Learning Systems" or "CLS") desires to sell, goods and services as described in the attached Proposal, Partner School and CLS agree as follows:

## PAYMENT SCHEDULE

Payment shall be made to Creative Learning Systems and tendered according to the following schedule:

- 50% of Purchase Price - invoiced net 30 upon receipt of Partner School's purchase order
- 50% of Purchase Price - invoiced net 30 upon shipment of goods to Partner School's designated delivery location

*Payments by credit card are subject to an additional 3% credit card processing surcharge.*

## PURCHASE ORDERS: Purchase orders must be made out to:

Creative Learning Systems LLC  
1801 Lefthand Circle  
Longmont CO 80501

Submit POs via email to: [POReceipt@creativelearningsystems.com](mailto:POReceipt@creativelearningsystems.com)

## Purchase Order(s) Item Description(s):

See pricing page in proposal dated March 10, 2023

**WHOLE UNIT:** The instructional plan for this Learning Environment is based on the inclusion of all of the fixtures, equipment, courseware, and supplies listed here. This Proposal is a complete system, and is offered for purchase only on a whole-unit basis.

**SUBSTITUTION:** Creative Learning Systems attempts to provision each of its learning environments using the most current technologies and the most effective learning resources available at the time of implementation. We therefore reserve the right to make equivalent or better substitutions for item(s) described herein.

**PROJECT TIMELINE:** Delivery, installation, and training shall be scheduled on dates mutually acceptable to Partner School and CLS. Please note that typical lead times from receipt of purchase order and completion of Purchase Order Checklist items (see attached) to delivery of orders typically ranges from eight to twelve weeks depending on the degree of customization, availability of materials and supplies, and seasonal demand). You will be responsible for ensuring that the facility is ready for installation on the agreed upon date including electrical and data services, finished flooring and a secure room. If the facility is not ready for installation on the agreed upon date, installation may be rescheduled and will be subject to fees for additional travel and labor. Installation typically takes three to five days. Professional development and technical training is typically scheduled as soon after installation as is practical for both parties. Time is of the essence in the execution and fulfillment of this agreement and each party agrees to use its best efforts to carry out its obligations and responsibilities as stated herein.

**WARRANTY:** CLS warrants that the materials included with the SmartLab will be free from defects in material or workmanship for a period of one (1) year from the date of installation. This warranty does not cover misuse or neglect, materials or products not supplied directly by CLS, or materials altered or modified by the Partner School. During the warranty period CLS will, in its sole discretion, replace, repair, or facilitate replacement through the original vendor/manufacturer any defective products. CLS will provide the Partner School with instructions and/or remote assistance for installation of replaced or repaired products. After the warranty period, CLS will help facilitate repair or replacement of products through the vendor/manufacturer in accordance with the service policies of that supplier. CLS will not be obligated to repair or replace any product discontinued by the original vendor/manufacturer after the warranty period. The Partner School will use best efforts to communicate with CLS as necessary about all warranty service requests. If the Partner School does not respond to two follow-up communications from CLS, the warranty service case will be closed. The Partner School may reopen the case upon request during the warranty period.



**CHANGE ORDERS:** This Agreement constitutes a binding contract to purchase the goods and services described in the Proposal. Partner School modifications to this order after issuance of a purchase order are subject to the sole discretion of CLS and may result in additional charges and/or restocking fees. Adjustments for cancelled items shall be applied to substitute goods as mutually agreed or credited towards the purchase of future goods. Software purchases may not be cancelled or changed after receipt of purchase order. CLS shall submit all change orders to Partner School in writing for prior approval.

**OTHER TERMS AND PROVISIONS:** Partner School shall issue a valid Purchase Order referencing this Proposal consistent with the terms of this Agreement. The State of Colorado shall govern the interpretation of this agreement, and it is expressly understood that Boulder County, Colorado, is the exclusive forum for any disputes arising under this agreement. Any expenses incurred in collecting past due accounts, including court costs and attorney fees, shall be added to the amount due. Please note that photos appearing in this proposal represent sample configurations and are provided for general information only. Please refer to written descriptions for specifications of equipment to be provided under this proposal.

**SIGNATORY PAGE:** Please sign below.

Read, Agreed to, and Signed by:

Approved Partner School Representative:

Creative Learning Systems

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Title

\_\_\_\_\_  
Title

\_\_\_\_\_  
Date

\_\_\_\_\_  
Date





# CURRICULUM AND SUPPORT AGREEMENT STUDIO PLAN

This SmartLab Curriculum and Support Agreement ("Agreement") is made on March 10, 2023 and entered into between Creative Learning Systems, LLC ("CLS"), and Chisholm Elementary ("Partner School").

## Partner School Facilitator Information

Lead Facilitator (SmartLab Studio Teacher) Name:

Lead Facilitator (SmartLab Studio Teacher) email:

**Term of Agreement:** March 10, 2023 through June 30, 2029 ("Term")

## Payment Schedule:

Included in initial SmartLab Studio purchase (for the contract period March 10, 2023 through June 30, 2024)

Due annually by June 30 of each year for the following year.

## CURRICULUM SUBSCRIPTION—STUDIO PLAN

**Summary of Services and Benefits to be provided by CLS to Partner School (see details below):**

- Access to online SmartLab Studio curriculum (including all available updates and additions) with one logon and customizable home page
- Access to ePortfolio and hosted Facilitator Resources (including all available updates and additions)
- Unlimited telephone and online pedagogical and technical support

## ADDITIONAL TERMS

**Contract Term:** This Agreement shall run through the full Term as specified above unless cancelled by Partner School in accordance with the terms of this Agreement.

**Cancellation and Modifications:** CLS may change the price, not to exceed CPI, and terms of this agreement upon written notice to the Partner School at least 90 days prior to any annual contract period as specified above. Partner School may cancel this Agreement or select another available service plan prior to any annual contract period by providing written notice to CLS of its intent at least 60 days prior to any annual contract period. All fees paid pursuant to this Agreement are nonrefundable.

**Online Curriculum, ePortfolio and Facilitator Resources:** Access to all available SmartLab online curriculum and resources including Learning Launchers, ePortfolio System and Facilitator resources including updates and additions. Each SmartLab HQ must have its own Agreement, however, other classes within the same school location may use the SmartLab logon to access curriculum and resources.



**Curriculum Access Updates:** The Partner School will have access to all online SmartLab Studio resource and curriculum updates and additions generally available to CLS Partner Schools. CLS shall update and maintain Learning Launcher curriculum to ensure usability by the Partner School for the intended purpose. CLS will provide quarterly updates to the Partner School when adding new curriculum titles. CLS will provide notice to the Partner School within five business days the removal of any curriculum title. CLS reserves the right, in its sole discretion, to edit curriculum without notice to the Partner School.

**Curriculum Maintenance and Downtime:** To continuously improve the performance and stability of the services CLS provides, regular maintenance is performed weekly. The maintenance window shall not commence before 8:00 pm Pacific Time and shall not conclude after 6:00 am Eastern Time. Typical maintenance updates will be done on weekends to ensure no disruption to the Partner School's service. No notice is provided considering this work is completed outside of regular business hours.

**Technical and Pedagogical Support:** Partner School is entitled to unlimited toll-free telephone and remote computer support outlined below.

**Taxes:** Partner School shall pay all sales, use and excise taxes, and all other taxes and duties, if applicable, on goods and services provided under this agreement.

**Transferability:** All services and benefits are non-transferrable by the Partner School and shall be provided only to the Partner School.

## SUPPORT SERVICES

### SCOPE OF SUPPORT SERVICES

Creative Learning Systems endeavors to provide prompt, reliable and respectful support services to the Partner School for all products supplied by CLS. See Table 1 for detailed support services provided by CLS and the associated responsibilities of the Partner School.

CLS may refer the Partner School to a third-party technical support from a software and/or equipment vendor as appropriate for products originating from these vendors where a support agreement with CLS is in place. CLS will assist the Partner School in resolving third-party support problems on a best-effort basis.

**Exclusions:** Support does not include on-site support, consulting and system design, program coding, project management, facility management, or support for incompatible products or products not purchased directly through CLS.

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**Product Lifecycle:** CLS will notify the Partner School of important milestones in the lifecycles of the kits, equipment, and technology included in the SmartLab HQ, including End-of-Sale, End-of-Support, and End-of-Life. When appropriate, substitutions will be recommended if a milestone will impact the SmartLab learning program.

**Partner School Internal IT:** Where the Partner School has their own internal IT department or third-party vendor that manages their network infrastructure, computers and peripherals, that department will provide initial support for those items (Tier 1) and CLS will provide support for escalated cases and resolutions (Tier 2).



**Response Times and Hours of Operation:** The Creative Learning Systems Support Team is available to the Partner School during Normal Business Hours via phone at 800-458-2880, option 2 or by email at support@creativelearningsystems.com.

Normal Business Hours are Monday through Friday, 8:00am to 5:00pm Mountain Time, excluding the following CLS observed holidays – New Year’s Day, Martin Luther King Jr. Day, Presidents Day, Memorial Day, Independence Day, Labor Day, Thanksgiving Day, the day after Thanksgiving, December 23-31. Initial Response time is guaranteed to be less than one business day if communicating with the Support Team.

**EXECUTION OF SERVICE AGREEMENT**

By signing below, you certify that you have read and agree to the Terms and Conditions of this Agreement and that you are authorized to sign this Agreement on behalf of the Partner School.

**For Partner School:**

**For CLS:**

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Title

\_\_\_\_\_  
Title

\_\_\_\_\_  
Date

\_\_\_\_\_  
Date



**TABLE 1: SUPPORT DETAILS**

	<i>CLS Responsibilities</i>	<i>Partner School Responsibilities</i>
<b>Application Updates, including Operating System Updates</b>	CLS will provide regular reminders to update applications provided by CLS and will communicate compatible Operating System Versions to the Partner School when system compatibility has been confirmed.	The Partner School will perform regular updates for all applications installed on the SmartLab Computers. Before major Operating System Updates, the Partner School will verify system compatibility with CLS.
<b>Computer Hardware (PCs or Macs)</b>	CLS will perform troubleshooting with the Partner School to verify any hardware issues before directing the Partner School to contact the manufacturer for warranty claims or additional support.	The Partner School will perform basic troubleshooting to provide CLS with as much information as possible when verifying hardware issue. When hardware issues are escalated to manufacturer, the Partner School will interface directly with the manufacturer to resolve any service or warranty claims.
<b>Apple iPad(s)</b>	<p>When the Partner School has purchased iPads from CLS, CLS will provide remote support for applications and devices included for use in the SmartLab program.</p> <p>CLS will perform troubleshooting with the Partner School to verify any hardware issues before directing the Partner School to contact the manufacturer for warranty claims.</p>	<p>The Partner School will perform basic troubleshooting to provide CLS with as much information as possible when verifying hardware or software related issues. When hardware issues are escalated to manufacturer, the Partner School will interface directly with the manufacturer to resolve any service or warranty claims.</p> <p>Partner School will set up and manage their own Apple ID accounts.</p>
<b>Printers and Peripherals</b>	CLS will perform troubleshooting with the Partner School to verify any hardware issues before directing the Partner School to contact the manufacturer for warranty claims or additional support.	The Partner School will perform basic troubleshooting to provide CLS with as much information as possible when verifying hardware issue. When hardware issues are escalated to manufacturer, the Partner School will interface directly with the manufacturer to resolve any service or warranty claims.
<b>Network Connectivity (Routers, switches, wireless access points)</b>	CLS will provide a whitelist for online services and sites that are required to support the SmartLab learning program.	The Partner School will ensure that all network hardware and accessories are functioning correctly.





Please review the following quote

**VHF Repeater & GPS**

Quote # DSC-SH000730  
Version 1

Prepared for:

**Chisholm Schools ISD # 695**

Mike Fredeen  
mfredeen@chisholm.k12.mn.us



Repeater Equipment

Description	Price	Qty	Ext. Price
<b>FCC License/Coordination</b>	\$1,100.00	1	\$1,100.00
<b>Repeater SLR5700 VHF 136-174Mhz 50 Watts 1 Channel</b>	\$4,311.00	1	\$4,311.00
<b>Duplexer VHF Medium-Q 144-165MHz Cabinet Mount</b>	\$3,102.00	1	\$3,102.00
<b>30" Cabinet</b>	\$955.00	1	\$955.00
<b>Surge Supressor AC Power Rackmount</b>	\$130.00	1	\$130.00
<b>Polyphaser VHF/UHF N-Male to Ant N-Fem to Eq</b>	\$120.00	1	\$120.00
<b>Ground Kit .1" to .6" Universal</b>	\$20.00	1	\$20.00
<b>Ground Bus Bar .25"X1"X19.25" Rackmount</b>	\$55.00	1	\$55.00
<b>Cable LMR400 Series Plenum Rated</b>	\$2.95	150	\$442.50
<b>Connector N-Male 400 Series Captivated/Crimp</b>	\$15.00	6	\$90.00
<b>Jumper N-Male to N-Male LMR195 3'</b>	\$45.00	1	\$45.00
<b>Jumper N-Male to BNC-Male RG142 3'</b>	\$65.00	2	\$130.00
<b>Battery 100AH SLA</b>	\$417.00	1	\$417.00
<b>Cable Battery Backup SLR Series</b>	\$85.00	1	\$85.00
<b>DSC Promo Valid Until March 31st 2023</b>	(\$2,479.50)	1	(\$2,479.50)
<b>Misc Hardware Fittings, Cinder Blocks &amp; Consumables</b>	\$100.00	1	\$100.00
<b>Labor to Stage repeater equipment, run coax cable to roof and mount antenna and ballast mount on roof.</b>	\$1,400.00	1	\$1,400.00
<b>Shipping and Handling</b>	\$150.00	1	\$150.00

**Subtotal: \$10,173.00**

Digital Bus Radios

Description	Price	Qty	Ext. Price
<b>Mobile XPR5550e VHF 136-174Mhz 45 Watts 1000 Channel Digital GOB, BT, GPS, WiFi ND Capable</b>	\$1,292.00	6	\$7,752.00



Digital Bus Radios

Description	Price	Qty	Ext. Price
Ignition Sense Cable XPR Series Mobile	\$50.00	6	\$300.00
DSC Promo Valid Until March 31st 2023	(\$302.00)	6	(\$1,812.00)
Programming of 1 Subscriber, Mobile, Pager, Portable	\$35.00	1	\$35.00
Cloning of Each Additional Subscriber, Mobile, Pager, Portable	\$10.00	1	\$10.00
Labor to swap out 6 existing mobile radios for new XPR5550e GPS Capable radios and installation of GPS antenna in 9 total vehicles.	\$900.00	1	\$900.00

**Subtotal: \$7,185.00**

Portable XPR3500e

Description	Price	Qty	Ext. Price
Portable XPR3500e VHF 136-174Mhz 5 Watts 128 Channels Digital	\$945.00	14	\$13,230.00
Antenna Portable XPR VHF 146-160Mhz Stubby	\$0.00	14	\$0.00
DSC Promo Valid Until March 31st 2023	(\$205.00)	14	(\$2,870.00)
Programming of 1 Portable Radio	\$35.00	1	\$35.00
Cloning of Each Additional Portable Radio	\$10.00	13	\$130.00

**Subtotal: \$10,525.00**

Portable SL300

Description	Price	Qty	Ext. Price
Portable SL300 VHF 136-174Mhz 3 Watts 99 Channels	\$466.00	17	\$7,922.00
ALT: VHF STUBBY ANT, 144-156 MHZ	\$0.00	17	\$0.00
DSC Promo Valid Until March 31st 2023	(\$96.00)	17	(\$1,632.00)
Programming of 1 Portable Radio	\$35.00	1	\$35.00
Cloning of Each Additional Portable Radios	\$10.00	16	\$160.00
Drop-In Charger Options			
DEL: STANDARD CHARGER	(\$5.00)	10	(\$50.00)



Portable SL300

Description	Price	Qty	Ext. Price
<b>ALT: DROP-IN CHARGER</b>	\$25.00	10	\$250.00
<b>Charger 6 Pocket Multi-Unit</b>	\$225.00	1	\$225.00

**Subtotal: \$6,910.00**

GPS Tracking Solution

Description	Price	Qty	Ext. Price
<b>Repeater Software Licensing for GPS Tracking Functionality</b>			
<b>VOICE NETWRK INTRFACE XPR/SLR1000/5000</b>	\$350.00	1	\$350.00
<b>DATA NETWRK INTRFACE XPR/SLR1000/5000</b>	\$950.00	1	\$950.00
<b>DSC Promo Valid Until June 30th 2023</b>	(\$300.00)	1	(\$300.00)
<b>DONOR BASE STATIONS - TRANSMIT GPS &amp; DATA</b>			
<b>Mobile XPR5550e VHF 136-174Mhz 45 Watts 1000 Channel Digital GOB, BT, GPS, WiFi ND Capable</b>	\$1,292.00	2	\$2,584.00
<b>Power Supply 12VDC 23Amp XPR5000 Series Hood</b>	\$245.00	2	\$490.00
<b>Ignition Sense Cable XPR Series Mobile</b>	\$50.00	2	\$100.00
<b>Antenna Mag Mount with Mini-UHF Connector</b>	\$31.00	2	\$62.00
<b>Antenna Mobile VHF 152-162Mhz 1/4 Wave</b>	\$4.00	2	\$8.00
<b>Chrome Nut</b>	\$4.00	2	\$8.00
<b>DSC Promo Valid Until June 30th 2023</b>	(\$325.00)	2	(\$650.00)
<b>Programming and assembly of 2 Base Station radios for transfer of GPS &amp; Data through Repeater.</b>	\$150.00	1	\$150.00
<b>GPS Tracking</b>			
<b>Server Desktop - Monitor not Included</b>	\$1,250.00	1	\$1,250.00
<b>License Enterprise GPS Solution</b>	\$6,500.00	1	\$6,500.00
<b>License Software GPS Non-Telematics Unit</b>	\$70.00	9	\$630.00
<b>Geocode Reverse for US Map Data (Annual Fee)</b>	\$10.00	9	\$90.00



GPS Tracking Solution

Description	Price	Qty	Ext. Price
<b>Antenna Mobile GPS Glass Mount</b>	\$45.00	9	\$405.00
<b>System Configuration &amp; Remote Install Support - Includes 15 Hours</b>	\$1,800.00	1	\$1,800.00
<b>Teldio Support &amp; Software Assurance (1 Year)</b>	\$1,000.00	1	\$1,000.00
<b>Labor for DSC to configure and stage system for GPS and customer deployment.</b>	\$1,400.00	1	\$1,400.00

**Subtotal: \$16,827.00**

Managed Services - Two-Way Radio

\* Contains Optional Items

Product Description	Recurring	Qty	Ext. Recurring
Managed Services - Radio Advanced	\$7.00	40*	\$280.00
Managed Services - Radio Premier	\$10.00	40*	\$400.00

\* Optional Monthly Subtotal: **\$680.00**

\* Optional Subtotal: **\$400.00**



## VHF Repeater & GPS

### Prepared by:

**DSC (Superior)**

Steve Hamski  
 (715) 947-2026  
 Fax 7153922995  
 shamski@dsccommunications.com

### Prepared for:

**Chisholm Schools ISD # 695**

300 3rd Ave Sw  
 Chisholm, MN 55719  
 Mike Fredeen  
 (218) 254-2900  
 mfredeen@chisholm.k12.mn.us

### Quote Information:

**Quote #: DSC-SH000730**

Version: 1  
 Delivery Date: 03/23/2023  
 Expiration Date: 04/30/2023

## Quote Summary

Description	Amount
Repeater Equipment	\$10,173.00
Digital Bus Radios	\$7,185.00
Portable XPR3500e	\$10,525.00
Portable SL300	\$6,910.00
GPS Tracking Solution	\$16,827.00
<b>Total: \$51,620.00</b>	


### \*Optional Expenses

Description	Recurring	One-Time
Managed Services - Two-Way Radio	\$680.00	\$400.00
<b>Optional Subtotals:</b>		<b>\$680.00</b>
		<b>\$400.00</b>

Taxes, shipping, handling and other fees may apply. We reserve the right to cancel orders arising from pricing or other errors.

### DSC (Superior)

### Chisholm Schools ISD # 695

Signature:   
 Name: Steve Hamski  
 Title: \_\_\_\_\_  
 Date: 03/23/2023

Signature: \_\_\_\_\_  
 Name: Mike Fredeen  
 Date: \_\_\_\_\_

## DSC Communications Radio Managed Services Solution

### Support Services

	<b>Advanced</b>	<b>Premier</b>
➤ Depot Level Support	Included	Included
➤ Radio Firmware/Software Maintenance	Included	Included
➤ Remote Diagnostics and Troubleshooting	Included	Included
➤ PM/FCC Check	Included	Included
➤ Reprogramming	\$135 - \$205/hr	Included

### Knowledge Management

➤ Key Date Manager Program	Yes	Yes
➤ DSC Communications Knowledge Management System	Yes	Yes
➤ System Inventory Tracking	Yes	Yes
➤ Software Key Tracking	Yes	Yes
➤ Repair Tracking Management	Yes	Yes
➤ Asset Tracking	Yes	Yes

### Consulting and Planning

➤ Project Planning and Budgeting Meeting	Annual	Annual
➤ On-Site System Performance Review	Annual	Annual
➤ On-Site System Design Assessment	Annual	Annual
➤ Asset Management Review	Annual	Annual
Initial Onboarding and Setup	\$500	Waived

### Support & Telemetry Services:

- **Depot Level Support** - Includes troubleshooting and diagnostics using general troubleshooting methods and practices to determine the nature of the failure and attempts to repair defects in the field. Due to the complexity of modern circuit design, special tooling, test equipment and/or troubleshooting techniques (which are only available at a depot environment) may be required to repair circuits. DSC Communications will remove the defective unit(s) and replace with customer spares (if available). DSC Communications will forward the defective unit to a competent depot facility under the terms of the subscriber management agreement.
  - Equipment that is damaged due to liquid damage, lightning damage, physical damage, or electronic abuse is beyond the scope of this agreement.
  - External Accessories such as antenna, battery, belt clip, remote speaker mic, charger is considered consumable items beyond the scope of this agreement.
- **Radio Firmware and Software Maintenance** - Firmware and Software are the "how" and "why" of radio operations. The Software defines "how" the radio works, and the Firmware defines "why" the radio works. Both need to be up to date to make sure that your radios work properly. If the equipment sent to Motorola Solutions for repair has firmware that's within the two-year support window, it will be repaired and delivered back with the same firmware. Otherwise, it will be updated with the latest firmware and the customer will be assessed a fee of \$85 per radio.
- **Annual PM/FCC Check** - On an annual basis DSC Communications will travel to customer location and perform a PM\FCC check of the customers system and subscribers. We will align and tune the subscribers to factory specifications. We will review the date codes on the Motorola OEM batteries and make recommendations for analyzation or replacement.
- **Annual Programming** - DSC Communications will review programming with customer and if they would like to make any changes to their programming during the PM\FCC check we can make those changes at that time. Programming changes require advanced notification so code plugs can be amended and setup ahead of the PM\FCC check. If needed, this service will be performed no more than once per year as part of this agreement.

The listed repairs will be made to such radio equipment specifically itemized by serial number in the "subscriber Management Agreement" and such services will be provided for this equipment provided by the OEM serial number label is legible and/or verifiable by other means.

## Knowledge Management:

- **Key Date Manager Program** - This program has been developed to track all video surveillance system equipment that is date sensitive information. This information is tracked, and customers are alerted prior to warranties and pertinent software licenses expiring. This gives our customers the time to proactively review this information and make knowledgeable business decisions regarding renewals, modifications, or cancellations.
- **DSC COMMUNICATIONS Knowledge Management System** - System Configurations documentation will include updating to system deployment configuration drawings and documentation to provide a view of the surveillance system configuration.
- **System Inventory Tracking** - DSC Communications will keep a detailed list of all serialized equipment purchased in addition to existing equipment already being utilized provided that the information is given to DSC Communications to update its database.
- **Software Key Tracking** – For any updates to the software related to the video surveillance system we will notify and discuss the magnitude of the update and discuss the best course of action.
- **Repair Tracking Management** - For any type of warranty repairs - DSC Communications will streamline the process by sending the radio to a depot repair facility and test the equipment upon return from the depot repair facility ensuring the functionality of the radio. Any radios not covered under warranty or Subscriber Maintenance Agreement are subject to a \$25 repair processing fee.
- **Asset Tracking** - DSC Communications will keep a detailed list of all serialized equipment purchased in addition to existing equipment already being utilized provided that the information is given to DSC Communications to update its database.

## Consulting and Planning:

- **Project Planning and Budget Meeting** – The key to successful system implementation and management is having a detailed plan that properly identifies the scope of the project and budgetary requirements. The key to long term success of a system is to regularly plan and develop a budget for future needs. DSC Communications will work to address both needs by meeting two times per year to address current needs and help you plan and budget for future system and organizational needs.
- **On Site System Performance Review** – DSC Communications provides an annual review of your system with an overview of any maintenance concerns (i.e., recurring repairs, lifecycle issues, etc.)
- **On Site System Design Assessment** - An annual meeting to discuss the functionality of the system overall to ensure that the system design meets our client requirements, discuss changes in technology and market trending, to ensure that the system matches our client needs as operational parameters may change.
- **Asset Management** - System aging reports are key to identifying the age of the subscribers and potentially the consumable items (such as batteries and accessories) to assist our client in determining the appropriate procurement strategies to avoid product life-cycle issues. DSC Communications will on an annual basis review the age of your equipment and make recommendations for replacements if applicable.

\*Service shall include the labor required to repair equipment which has become defective through normal wear and usage. This does not include consumables and their installation. Replacement parts are the responsibility of the customer if not covered under manufacturer warranty. Service does not include the repair or replacement of product which has otherwise become defective, including, but not limited to, damage caused by accidents, physical or electronic abuse or misuse, acts of God, fires or other causality. Service performed for non-covered repairs shall be billed at DSC Communications' current rate for applicable Service or a pre-negotiated rate with management. Product under contract must be maintained in environmental conditions as set forth in the product specifications and damage resulting from environmental conditions not conforming to the specifications is not covered by this agreement.

\*\*DSC Communications will on an annual basis review the existing contract and may increase the managed service agreement up to 5%.

\*\*\* Annual licensing of product from Motorola is not part of this agreement and will be billed separately.



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1-800-969-0454

LOCAL 651-917-3075

FAX 651-917-3087



March 27, 2023

Mike Fredeen  
Chisholm Schools

RE: Demo of Steel Pool Filters

Mike –

The cost for Horizon to Demo/Remove/Dispose of the two (2) vertical steel filter tanks currently installed on the pool would be \$9668.00. I cannot include a sand removal cost as our sand suck contractor will not travel to the Iron Range – Duluth is as far north-east as they will go. For us to do demo, we'd need the sand out of the filters.

Call or email with any questions

Sincerely,

Bob LaDuke  
Horizon Pool Supply