ATTACHMENT A

Offeror's Letterhead

Attachment A
Offer Letter

Date

District of Columbia Department of General Services
2000 14th Street, NW, 8th Floor
Washington, DC 20009

Attention: Mr. Brian J. Hanlon
Director

Reference: Invitation for Bid DCAM-13-NC-0182
Internet Protocol Television Equipment (IPTV)

Dear Mr. Hanlon:

On behalf of Insert Bidder's Legal Name (the "Bidder"), I am pleased to submit this bid in response to the Department of General Services' (the "Department" or "DGS") Invitation or Bid (IFB) to provide IPTV Equipment for the Network Operations Center (NOC) and the Security Operations Center (SOC) located at 200 I Street, NW Washington, DC 20024. The Bidder has reviewed the IFB and the attachments thereto, any addenda thereto, and the proposed Form of Contract (collectively, the "Bid Documents") and has conducted such due diligence and analysis as the Bidder, in its sole judgment, has deemed necessary in order to submit its bid in response to the IFB. The Bidder's submission and the Fixed Unit Prices are based on the Bid Documents as issued and assume no material alteration of the terms of the Bid Documents.

Insert Offeror's Legal Name bid is as follows:

See Unit Price Spreadsheet

The Offeror acknowledges and understands that the Fixed Unit Prices are firm, fixed prices and intended to be Offeror's sole compensation for the services required.

The Bidder's submission is based on and subject to the following conditions:

1. The Bidder agrees to hold its bid open for a period of at least one hundred twenty (120) days after the date of the bid.

2. Assuming the Bidder is selected by the Department and the Bidder agrees to enter into a contract with the Department on the terms and conditions described in the Bid Documents within one (1) day of the notice of the award.

3. Both the Bidder and the undersigned represent and warrant that the undersigned has the full legal authority to submit this bid form and bind the Bidder to the terms of the

Offeror's Bid. The Bidder further represents and warrants that no further action or approval must be obtained by the Bidder in order to authorize the terms of the Offeror's Proposal.

4. The Bidder hereby represents and warrants that they have not: (i) colluded with any other group or person that is submitting a bid in response to the IFB in order to fix or set prices; (ii) acted in such a manner so as to discourage any other group or person from submitting a bid in response to the IFB; or (iii) otherwise engaged in conduct that would violate applicable anti-trust law.

5. There are no requested changes to the Form of Contract:

6. The Bidder hereby certifies that neither it nor any of its subcontractors have entered into any agreement (written or oral) that would prohibit any contractor, subcontractor or subconsultant that is certified by the District of Columbia Office of Department of Small and Local Business Enterprises as a Local, Small, Resident Owned or Disadvantaged Business Enterprise (collectively, "LSDBE Certified Companies") from participating in the work if another company is awarded the contract.

7. This Bidder's submission including the Bidder's Fixed Unit Price is being submitted on behalf of (Insert Offeror)

Sincerely,

By: _____

Name: _____

Its: _____

ATTACHMENT A - EQUIPMENT LIST BID FORM SPREAD SHEET

200 I ST IPTV vBrick Solution

	Part No.	Description	Unit Price	uanti	Extended Price
		vBrick Hardware & Software Configuration			
	VBK-8570-1000	vBrick® RACK MOUNT CHASSIS- The Rack Mount chassis is 8 rack units high and has 11 slots for encoder blades and 2 slots for load sharing redundant power supplies. Includes redundant cooling with field replacable fan tray.		1	
	VBK-START9000	Place a START9000 Product Code at the start of each 9000 Series device configuration on all 93xx-xxxx-xxx orders.		7	
	VBK-9304-0000-000	vBrick® 9000 Series Blade: For use with H.264 A/V Modules (AVMs) & 8570-1000 Rack Mount Chassis. Front panel 1x8 display. AVMs and Rack Mount Shelf ordered separately.		7	
	VBK-9310-4312-000	vBrick® HPS 9000 H.264 encoding audio video module - 1080p60 high-definition dual-channel with two HDMI and two YPbPr Component Video inputs: For use with 9000 Series Enclosures. Comes with breakout cable for component video and audio.		7	
	VBK-END9000	Place an END9000 Product Code at the end of each 9000 Series device configuration on all 93xx-xxxx-xxx orders.		7	
	VBK-7500-0191-06	vBrick® Enterprise Media System Professional Edition Portal (SOFTWARE ONLY) – The VBrick Enterprise Media System (VEMS Mystro) Portal Software provides a unified Portal for accessing Live and On-Demand video and audio files. Includes Reporting functionality		1	
	VBK-7500-0194-06	vBrick® Enterprise Media System Scheduler (SOFTWARE ONLY) - The VBrick Enterprise Media System (VEMS Mystro) Scheduler software allows the scheduling of VBricks, Video on Demand servers, Set Top Boxes, Recordings, Conferences, and Priority Alerts		1	

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	VBK-7500-0195-06	vBrick® VEMS MYSTRO CHANNEL GUIDE (SOFTWARE ONLY) - Downloads television channel guide listings to display in the VEMS Mystro Portal Server. Includes customer choice of up to 4 local channels (for US customers). There is a one time fee for the application		1	
	VBK-7500-0196-06	vBrick® VEMS MYSTRO CHANNEL GUIDE ADDITIONAL CHANNELS (SOFTWARE ONLY) - One time charge to add channels not in the main VBrick channel guide lineup. Server hardware not included.		12	
	VBK-8000-0223	vBrick® H.264 DISTRIBUTED MEDIA ENGINE Model 7550 - DME H.264 Media redistribution, transformation and VoD content serving & storage. Provides multiple stream media reflecting (RTP or MPEG2TS unicast stream conversion to RTP or MPEG2TS multicast stream), media transformation (Ingest RTP or RTMP convert to RTP, RTMP or HLS). Serve multiple formats of H.264 stored content as well as stored Windows Media files (via HTTP progressive download only. Maximum of 500 Mbps of live throughput with 4 146GB drives in Raid 5 config for content storage. Up to 25 streams can be transformed concurrently. Multiple PSU & hard drives for OS.		1	
	VBK-8000-0188	vBrick® MULTI-FORMAT STB - Self booting STB that decodes High Definition and Standard Definition H.264 or Standard Definition MPEG2/MPEG4/H.264/WM for display on plasmas, LCDs, and televisions. Integrated with VBrick Enterprise Media System (VEMS) Portal Server. Supported outputs are HDMI, Component Video, S-Video, Composite Video, Stereo Audio. Users can select NTSC, PAL, or HD output. Includes IR remote control and A/V Cables.		20	
	VBK-START9000	Place a START9000 Product Code at the start of each 9000 Series device configuration on all 93xx-xxxx-xxx orders.		3	

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	VBK-9301-0000-000	vBrick® 9000 Series Enterprise Appliance Enclosure: For use with H.264 A/V Modules (AVMs). Metal enclosure with front panel display. AVMs ordered separately.		3	
	VBK-9310-4214-000	vBrick® HPS 9000 H.264 encoding audio video module - 1080p60 high-definition single-channel with HDMI and YPbPr Component Video inputs: For use with 9000 Series Enclosures. Comes with breakout cable for component video and audio.		3	
	VBK-END9000	Place an END9000 Product Code at the end of each 9000 Series device configuration on all 93xx-xxxx-xxx orders.		3	
	VBK-W1-UP-GOLDPLUS	vBrick® VBRICK TECHNICAL SUPPORT SERVICE - 1ST YEAR UPGRADE TO GOLD PLUS - VBrick's Gold Plus Technical Support Service offering provides a higher tier of service compared to the standard Gold offering by also offering Major Releases for Software Updates. Full details of the program are available at: www.vbrick.com/support. Note: One year of Gold Service is included in the list price of VBrick products. This part number upgrades that service to Gold Plus. Upgrade Pricing is 5% of list price of eligible products.		1	
		Integration & Peripheral Hardware			
	MIA-UTR1	Middle Atlantic® 1U (1 3/4") rackshelf for half/ third rack components. 25lbs max.		16	
	MIA-PD915R	Middle Atlantic® 9-outlet rackmount surge protector		3	
	APC-S15BLK	APC® power conditioner with battery backup		1	
	CRT-AV2	Crestron® Economical Dual Bus Control System. (6) RS-232, (8) IR ports, (8) I/O ports, (8) relay ports, (3) expansion slots.		1	
	CRT-C2ENET-1	Crestron® single port Ethernet card for Z-Bus expansion slot.		1	
	CRT-C2N-SPWS300	Crestron® Cresnet power supply, 300 Watts.		1	
	CRT-CAGE2	Crestron® 3-card Y-Bus expansion cage for AV2		1	

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	CRT-C2IR-8	Crestron® 8-port infrared/serial output card for Y-Bus expansion slot		2	
	CRT-IRP2	Crestron® IR emitter probe		18	
	CRT-ST-VS	Crestron® 4-channel video signal sensor module.		4	
	CRT-ST-RMK	Crestron® rack mount kit.		2	
	CRT-C2N-HBLOCK	Crestron® multi-type Cresnet distribution block.		1	
	EHL-CHAC2	Installation hardware and misc. materials: A/V interconnect sets from CATV STBs to vBrick encoders. HDMI or YPrPB interconnects. TBD.		16	
		Optional CATV STB HD Convereter			
	SIG-CE-H20511-S1	SIIG® HDMI-to-VGA/YPrPb and audio converter. Built-in EDID learning, HDMI v1.2a compliant and HDCP compatible.		16	

	CFL Building IPTV vBrick Solution				
	Part No.	**Description**		**Qty**	
		vBrick Hardware & Software Configuration			
	VBK-8570-1000	vBrick® RACK MOUNT CHASSIS- The Rack Mount chassis is 8 rack units high and has 11 slots for encoder blades and 2 slots for load sharing redundant power supplies. Includes redundant cooling with field replacable fan tray.		1	
	VBK-START9000	Place a START9000 Product Code at the start of each 9000 Series device configuration on all 93xx-xxxx-xxx orders.		8	
	VBK-9304-0000-000	vBrick® 9000 Series Blade: For use with H.264 A/V Modules (AVMs) & 8570-1000 Rack Mount Chassis. Front panel 1x8 display. AVMs and Rack Mount Shelf ordered separately.		8	
	VBK-9310-4312-000	vBrick® HPS 9000 H.264 encoding audio video module - 1080p60 high-definition dual-channel with two HDMI and two YPbPr Component Video inputs: For use with 9000 Series Enclosures. Comes with breakout cable for component video and audio.		8	

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	VBK-8000-0171-06	vBrick® VEMS MYSTRO, STANDARD EDITION PORTAL (Hardware & software) – The VBrick Enterprise Media System (VEMS Mystro) Portal Software provides a unified Portal for accessing Live and On-Demand video and audio files. Includes Reporting functionality and support		1	
	VBK-7500-0195-06	vBrick® VEMS MYSTRO CHANNEL GUIDE (SOFTWARE ONLY) - Downloads television channel guide listings to display in the VEMS Mystro Portal Server. Includes customer choice of up to 4 local channels (for US customers). There is a one time fee for the application		1	
	VBK-7500-0196-06	vBrick® VEMS MYSTRO CHANNEL GUIDE ADDITIONAL CHANNELS (SOFTWARE ONLY) - One time charge to add channels not in the main VBrick channel guide lineup. Server hardware not included.		12	
		Option: vBrick H.264 Distributed Media Engine			
	VBK-8000-0223	vBrick® H.264 DISTRIBUTED MEDIA ENGINE Model 7550 - DME H.264 Media redistribution, transformation and VoD content serving & storage. Provides multiple stream media reflecting (RTP or MPEG2TS unicast stream conversion to RTP or MPEG2TS multicast stream),		1	
	VBK-8000-0188	vBrick® MULTI-FORMAT STB - Self booting STB that decodes High Definition and Standard Definition H.264 or Standard Definition MPEG2/MPEG4/H.264/WM for display on plasmas, LCDs, and televisions. Integrated with VBrick Enterprise Media System (VEMS) Portal		10	
	VBK-W1-UP-GOLDPLUS	vBrick® VBRICK TECHNICAL SUPPORT SERVICE - 1ST YEAR UPGRADE TO GOLD PLUS - VBrick's Gold Plus Technical Support Service offering provides a higher tier of service compared to the standard Gold offering by also offering Major Releases for Software Updates.		1	
		Integration & Peripheral Hardware			

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	MIA-PD915R	Middle Atlantic® 9-outlet rackmount surge protector		3	
	APC-S15BLK	APC® power conditioner with battery backup		1	
	CRT-AV2	Crestron® Economical Dual Bus Control System. (6) RS-232, (8) IR ports, (8) I/O ports, (8) relay ports, (3) expansion slots.		1	
	CRT-C2ENET-1	Crestron® single port Ethernet card for Z-Bus expansion slot.		1	
	CRT-C2N-SPWS300	Crestron® Cresnet power supply, 300 Watts.		1	
	CRT-CAGE2	Crestron® 3-card Y-Bus expansion cage for AV2		1	
	CRT-C2IR-8	Crestron® 8-port infrared/serial output card for Y-Bus expansion slot		2	
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		Optional CATV STB HD Convereter			
	SIG-CE-H20511-S1	SIIG® HDMI-to-VGA/YPrPb and audio converter. Built-in EDID learning, HDMI v1.2a compliant and HDCP compatible.		16	
		TOTAL			$