

Lori,

As I mentioned during our phone conversation last Friday 1-24-25, I would present you with another option for the projector lift. You had also stated that the idea for the lift was to service the projector from the ground so it may not be ideal.

Draper makes the AeroLift 100 which is a much smaller and sturdier lift than the SLX series. The max travel for this lift is about 38 inches, so you will not be able to service the projector from the floor.

AeroLift 100 Pricing:

For the lift, enclosure, door, and mount the total will be \$10,962.

After doing some research the Draper SLX12 is not available from the manufacturer, no longer produced. Draper advertises the SLX10 & the SLX14. If floor serviceability is needed we will have to use the SLX14.

SLX14 Pricing:

For the lift, enclosure, door, and mount the total will be \$18,380.

Another option would be to have Audio Video Integrations perform a service called "AVI Care" Where at specified times (6 months - 1 year) AVI will come to your site and perform the required maintenance for not only the projectors, but the rest of the system as well. This service includes cleaning lenses, filters, TV screens, updating firmware, making minor programming changes, or addressing any issues that may have come up since our last visit. Modern A-V systems do require some maintenance to ensure proper functionality and longevity.

The pricing for AVI Care Will be \$300/visit plus travel, and will consist of cleaning all TV screens and lenses, cleaning filters on the projectors, checking/updating firmware, and any minor program changes/adjustments.

Also on this Zoom call we need to look at the number of Visionary endpoints for the TVs/projectors. We have 7 decoders (they go behind the TV as an input) but we are counting 8 TVs and 2 projectors. So it looks like we would need 3 additional endpoints. Also in the big community room there is only 1 input for the 2 TVs and 2 projectors, which is fine but it might be limiting as all the screens will only be able to display the same image, unless you use an input in another room.

If I have any more background info before the meeting I will share it as well.

Jeremy Rensink – Audio Video Integrations