

SHARP®

SHARP BUSINESS SYSTEMS



Solutions Proposal

Prepared For:

South Bay Cities Council Of Governments
David Leger
davidl@southbaycities.org

Prepared By:

Scott Passaglia Visual Solutions Specialist scott.passaglia@sharpusa.com Cell: 310.622.0160

Date Proposed: 06/05/2025



SBS Solutions Proposal

06.05.2025

Dear David,

Thank you for allowing us the opportunity to present recommendations to impact the technology and workflow within your organization. We're excited at the prospect of earning your business to meet your needs today and into the future.

After learning about your needs and the goals of your organization, we've designed an impactful solution to move you into your desired state in your conference rooms at your new location. This includes:

- We will deinstall and relocate the existing conference room technology to your new location and install 1 of the displays and current video conferencing system in a new room.
- We will relocate the second existing display and install it in a new room with a new Yamaha CS-800 video bar and Shuttle PC for video conferencing.
- Move the rolling cart with display from your existing location to your new location.
- All new rooms will be tested and commissioned.

The labor will be done during normal business hours between 8am-5pm, and a change order will be made if afterhours or weekend work is needed. Pricing is subject to change based on applicable tariffs or sudden changes in import regulations. The pricing below does not include Sales Tax.

We hope that we have accurately reflected your objectives in our proposal, and please feel free to reach out if there are any discrepancies. Our team at Sharp Business Systems is eager to provide you with the latest technology solutions backed by our responsive, local sales and support.

Sincerely,

Scott Passaglia

Conference Room and AV Cart Move, and Installation for 2 Additional Conference Rooms

Item	Description	Qty.	Price	Ext. Price
PN-SPCI7W11A	Optional Enhanced PC for use with all Sharp AQUOS BOARD displays. Intel® Alder Lake Core™ i7 processor with Windows® 11 Pro and 16GB RAM.	1	\$1,841.79	\$1,841.79
CS-800	Yamaha Video Bar	1	\$319.44	\$319.44
Install Materials	Miscellaneous cables, connectors, power accessories, and parts	1	\$218.75	\$218.75
Pro AV Installation Labor	Deinstall/reinstall existing conference room Logitech AV equipment as is setup along with (OFE) display, and deinstall/reinstall (OFE) rear display and reinstall at new location with a Shuttle PC and Yamaha CS-800 conference bar. Move (OFE) mobile cart and display to new location. Test and commission new rooms.	1	\$4,210.53	\$4,210.53
Total				\$6,590.51

Business solutions are in our DNA

We solve business challenges of our customers with innovative technology and solutions through local, caring people and turn our customers into fans by exceeding their expectations.

Local support + national resources + global innovator

Sharp Business Systems (SBS) is the direct sales organization of Sharp Electronics Corporation. SBS is comprised of a select group of branches that has been chartered to develop a new standard of office technology excellence. Our U.S. branches combine the resources of a multi-billion-dollar parent company in Sharp Corporation and the value of local representation, local management and community relationships. On September 15, 2022, Sharp Corporation celebrated its 110-year anniversary.

One-stop shop for your technology needs

When you choose Sharp Business Systems, you get a provider that understands your organization's technology needs. Other companies may provide similar products, but what makes us unique is our vast range of office equipment, pro AV products, software applications and professional services blended with our desire to craft solutions that improve the way you do business.



Document Management



Workflow Integrations



Managed Print Services



Service & Support



Managed IT Services



Dynabook Laptops



Unified Communications



Pro AV/Collaboration Displays

Customer support across the country

SBS Offices:

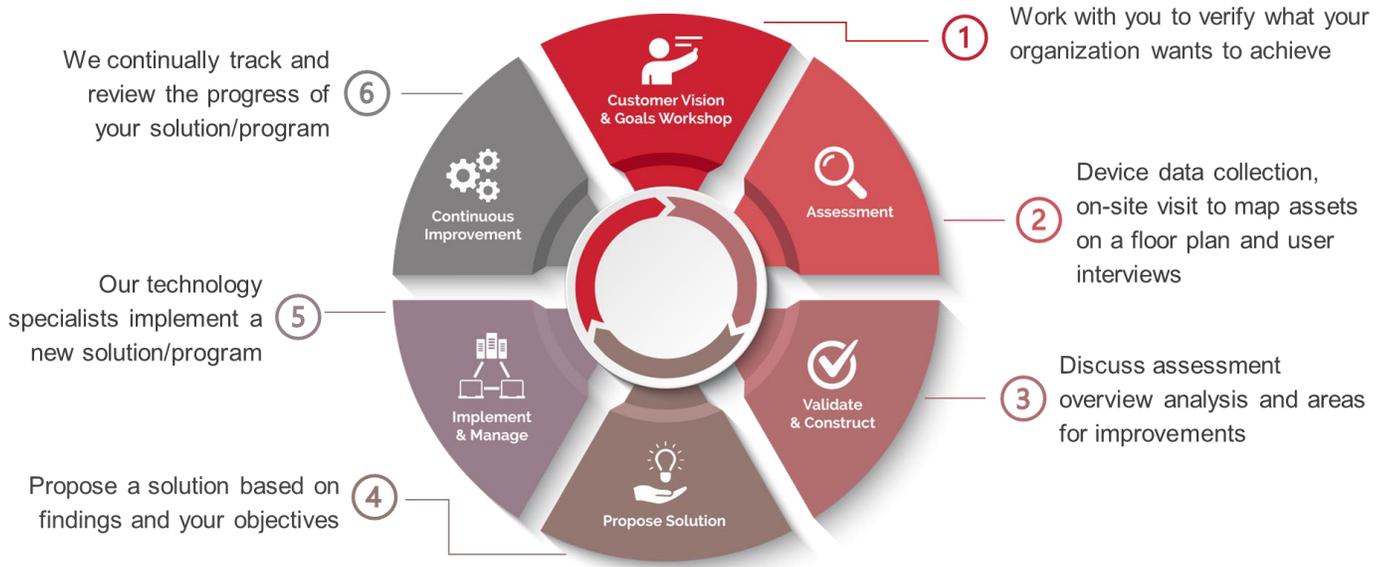
- Arizona
- California (Northern)
- California (Southern)
- Chicago, IL
- Florida
- Georgia
- Midwest
- New Jersey
- New Mexico
- North Carolina
- South Carolina
- Tennessee
- Texas
- Washington
- Washington, DC



Best-of-breed technology partners



Consultative approach to reach your goals



Recent industry accolades



Solutions to reduce your carbon footprint

- SHARP Eco Vision 2050, a long-term environmental vision, focuses on climate change, resource recycling, safety and security.
- Sharp Toner Recycling Program, Energy Star certified products, low TEC (Total Energy Consumption) and EPEAT® registered.
- Dynabook laptops meet RoHS and WEEE standards and are EPEAT Gold and Energy Star certified.
- Managed Print Services optimizes your print fleet and energy usage, reduces paper waste and facilitates the recycling of toner cartridges.
- Sharp display products, such as the AQUOS BOARD interactive display, are RoHS compliant and use green materials in development.