

# **Beacon**

T E C H N O L O G I E S  
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## **LOW VOLTAGE SYSTEMS**

**Audio Enhancement**

**25124812 - MCS Audio Enhancement**

**April Zavis  
Murfreesboro City Schools  
2552 South Church Street  
Murfreesboro, TN 37127**

**February 3, 2026**

**1-800-545-9066**

**[www.beacontech.net](http://www.beacontech.net)**

Connecting People and Places with Tomorrow's Technology

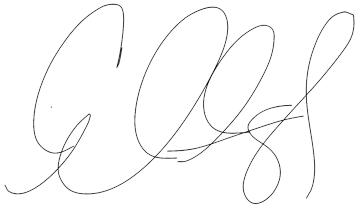
**Scope of Work:** Audio Enhancement  
**Date:** February 3, 2026  
**Project:** 25124812 - MCS Audio Enhancement  
**Prepared For:** April Zavis

April,

Thank you for giving Beacon Technologies the opportunity to present this Audio Enhancement proposal for the MCS Audio Enhancement project in Murfreesboro, TN. Below you will find an overview of each system. The following outline is an overview of what is provided with each system.

Pricing includes Project Management, Mobilization, Permit Costs and Applicable Taxes. Please feel free to contact me directly if you have any questions. I can always be reached at 615-925-1061.

Thank you,



Chase Montgomery  
President



**D**o The Right Thing



**O**pen & Honest



**T**eam Player



**S**olutions Finder

Beacon Technologies, in partnership with Audio Enhancement, shall provide materials and support for the deployment of a classroom audio solution utilizing Audio Enhancement BEAM systems.

## Equipment & Materials

Beacon Technologies shall furnish the following equipment:

- 46 – Audio Enhancement BEAM classroom audio units
- 46 – Portable mounting solutions for BEAM units
- 46 – XD Clear Bridge system
- Microphone options (per classroom):
  - Standard pendant microphone, or
  - Pendant microphone with student handheld microphone (final selection to be determined based on pricing option selected)
- Alternate option:
  - Pricing has been provided for a MIC360 ball microphone as an alternative to the standard microphone configurations

## Shipping & Delivery

All materials shall be shipped directly to the district office.

## Installation

Installation of all provided equipment shall be performed by others (customer). Beacon Technologies and Audio Enhancement are not responsible for physical installation, mounting, or cabling of devices under this scope.

## Training & Support

Beacon Technologies and/or Audio Enhancement shall provide on-site or virtual training for school staff, including teachers and administrators.

Training will include:

- System overview and functionality
- Proper use of microphones and classroom audio features
- Basic troubleshooting and best practices

Training shall be scheduled at a mutually agreed upon date following equipment delivery and installation.

## Assumptions & Exclusions

- Installation labor, cabling, and infrastructure are excluded from this scope
- Network connectivity, power, and device mounting are to be provided by others
- Final microphone selection will be determined prior to procurement based on approved pricing option
- Any additional services, programming, or system modifications not listed above are excluded unless otherwise noted

## Procurement & Pricing Basis

Pricing is based on [TIPS Contract 250802](#), awarded to Audio Enhancement, Inc., and available for use by public entities, including school districts. Beacon Technologies is an authorized reseller and is providing all equipment and services in accordance with TIPS requirements.

This proposal allows the District to procure through the TIPS cooperative purchasing program, eliminating the need for a separate bid where permitted. All pricing is compliant with and does not exceed contract rates, meeting competitive procurement requirements while streamlining purchasing and project delivery.

BEAM & XD Clear Bridge

	MSRP	MAP / EDU	QTY	Savings	Total	
BEAM	\$1,163.50	\$763.39	46	\$18,405.60	<b>\$35,115.40</b>	▼
Portable Mount with Power Supply for BEAM	\$199.19	\$126.07	46	\$3,363.52	<b>\$5,799.22</b>	▼
XD Clear Bridge	\$624.10	\$395.00	46	\$10,538.60	<b>\$18,170.00</b>	▼
Clear Connect Annual User Subscription (<75 Users)	\$347.60	\$220.00	46	\$5,869.60	<b>\$10,120.00</b>	▼

Microphone Package

	MSRP	MAP / EDU	QTY	Savings	Total	
<input checked="" type="radio"/> XD Teacher Box with Teacher Pendant Microphone	\$417.24	\$264.08	46	\$7,045.36	<b>\$12,147.68</b>	▼
<input type="radio"/> XD Teacher Box with Teacher Pendant and Student Handheld Microphone	\$806.10	\$510.19	46	\$13,611.86	<b>\$23,468.74</b>	▼

Mic360 Student Ball

	MSRP	MAP / EDU	QTY	Savings	Total	
<input type="checkbox"/> Mic360 Package, Throwable Microphone Ball w/ SMS19 XD Transmitter	\$745.68	\$463.24	1	\$282.44	<b>\$463.24</b>	▼

Shipping \$2,138.65

**System Total \$83,490.95**

**You'll save \$45,222.68**

## **TERMS AND CONDITIONS**

### **Codes and Standards**

All work will be performed as specified by the Client. This installation will be compliant with the following codes and standards as well as all applicable state and local codes.

- BICSI Telecommunications installations methods
- NFPA-72, 2016 Edition, Fire Alarm Standards
- ANSI/NFPA 70 National Electric Code, 2017
- ANSI/EIA/TIA-568B.1 Commercial Building Telecommunications Cabling Standard
- ANSI/EIA/TIA-569-A Commercial Building Standard for Telecommunications Pathways & Spaces
- ANSI/EIA/TIA-606(A) the Admin. Standard for Telecommunications Infrastructure of Commercial Buildings
- ANSI/EIA/TIA-607(A) Commercial Building Grounding and Bonding Requirements for Telecommunications

### **Tasks**

The following represents tasks Beacon and Client have agreed that Beacon will perform within the Scope of Work:

- Beacon will conduct meetings with the client to determine necessary configuration to meet client's specifications.
- Beacon will perform all necessary installation and/or programming of the system as detailed above in compliance with information gathered from meetings held with client.
- Beacon will perform all necessary testing to ensure that the system meets the client's expressed needs.
- Beacon will perform user training and administer training to the satisfaction of the client (where applicable).
- Beacon will support manufacturer's parts warranty for all system components, in addition to any applicable structured wiring applications assurance program.

### **Materials Information and Access**

In order for Beacon to perform work in a timely and efficient manner, prior to beginning the work, Client will provide Beacon with the following:

- Power for system power supplies to be provided in designated location.
- Access to all areas as needed without timely delays preventing technician(s) from completing tasks.

### **Definition of Completion**

Work will be considered complete when the following specific conditions are met:

- All equipment has been installed to specifications.

### **Assumptions**

This SOW assumes the following general work conditions and limitations:

- Beacon's work will be performed during normal business hours unless otherwise specified in description of work; additional charges for after-hours services may apply.
- The work site will have active AC electric available to Beacon for the duration of the project.
- Beacon will be granted safe and available access to work site during business hours; if after-hours work is required, Client agrees to provide reasonable access.
- Beacon and Client will work together to develop a mutually agreeable installation schedule.
- Services and/or materials provided outside of this SOW will require a Change Order signed by both the Client's representative and Beacon's Project Manager for this project (specified within detailed scope of work).

### **Project Specific Assumptions**

- The pricing provided by Beacon for this SOW assumes that no unusual installation conditions (e.g. asbestos, protected, or secure areas, moving desks or file cabinets, etc.) exist within the installation area.
- The pricing provided by Beacon for this SOW assumes that Client will provide any floor or wall cores if required unless specified otherwise.
- Only work specified in this written SOW and material list will be performed and supplied.
- Both parties will agree upon any deviations and any adjustments will be made only with a written Change Order/Work Authorization signed by both parties.
- Idle time incurred by Beacon due to absence of non-Beacon supplied materials, required escorts, clearances, permits, inability to enter workplace or other factors beyond Beacon's control, will be billed at \$ 75.00 per man-hour plus travel time and related expenses.

### **Warranty Statement**

- Beacon will facilitate the manufacturer's parts warranty for all installed components of this SOW.
- Beacon additionally will supply a 1-year labor warranty for all installed components.

### **Exceptions to Warranty (Labor and Material)**

- Damage of equipment due to an "Act of God" is not covered under warranty.
- Warranty void if the equipment is "tampered with" and/or serviced by anyone other than Beacon's representative(s) throughout the warranty period.

### **Terms of Engagement**

- Execution of a formal contract or issuance of a Purchase Order (PO) is a prerequisite prior to the initiation of any work or procurement of materials.
- Upon acceptance of the Scope of Work (Proposal), an initial payment of 40% of the total project cost shall become due.
- Progress Billing, equivalent to 55% of the project cost, shall be invoiced with a payment term of NET30.
- The final installment, representing 5% of the project cost, will be invoiced upon successful project completion, with a NET30 payment term.

- A late payment penalty of 1.5% per month will be assessed on all outstanding balances not settled within the NET30 timeframe.



**Confidentiality Agreement**

This proposal response is proprietary to Beacon and contains confidential business and technical information. It is intended for the use of Beacon and Client and their employees and agents only. This proposal is not to be shared with any third party without the prior written consent of Beacon.

**Limitation of Liability**

In no event shall either party's aggregate liability arising out of or related to this Agreement, whether in contract, tort or under any other theory of liability, exceed the amounts actually paid by and due from Client under this Agreement. In no event shall either party have any liability to the other party for any lost profits, loss of use, costs of procurement of substitute goods or services, or for any indirect, special, incidental, punitive, or consequential damages however caused and, whether in contract, tort or under any other theory of liability, whether the party has been advised of the possibility of the damage.

**Invalidity**

The invalidity, illegality, or unenforceability of any provision of this SOW will not affect the validity, legality, or enforceability of the remaining provisions. If any provision thereof is inapplicable to any person or circumstance, it will nevertheless remain applicable to all other persons and circumstances.

**Remedies**

In the event Client fails to pay Beacon as required under this contract or otherwise defaults under this contract, Beacon will have the right to take ONE OR MORE of the following actions, in addition to all other remedies that may be available to it under law.

- a. Beacon may cancel the contract without prior notice or warning to Client.
- b. Beacon may file a lawsuit against Client to collect all past due amounts, all amounts that will become due in the future during the unexpired term of the contract, all of Beacon's costs, including overhead for employee time spent on preparing for suit or attempting to collect payments and to mitigate Beacon's damages.
- c. Beacon may disable any of the Equipment.
- d. Beacon may repossess any of the Equipment or apply to a court for repossession. In this event, Client agrees that after the Equipment is repossessed, Client will have no further rights in the Equipment. Client agrees that Beacon may resell, release, or otherwise remarket the Equipment without notice to Client. Client agrees and waives any of its rights that may prevent Beacon from repossessing, reselling, releasing or otherwise remarketing the Equipment after Client's default under the contract.

**Attorney's Fees**

If Beacon pursues any of the above-referenced remedies because Client fails to pay Beacon as required under this contract or otherwise defaults under this contract, Beacon shall be entitled to recover from Client all costs and expenses Beacon incurs in enforcing its rights under the contract, including, but not limited to, attorney's fees.

**Non-Waiver**

Any failure of Beacon to pursue any of the above-referenced remedies after Client's default shall not be considered a waiver that would bar Beacon from pursuing any of the remedies for the same default or subsequent default in the future.

**Governing Law**

This contract shall be governed by the laws of the State of Tennessee, and any question arising hereunder shall be construed or determined according to such law.

**Signature Section** (Signing this Section Schedules the Scope of Work)

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Signature of Company Representative	Date
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April Zavisa	Director of Technology
Print Name	Print Title

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Signature of Beacon Representative	Date
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Chase Montgomery	President
Print Name	Print Title