

MUSEUM  
WORKS

## Cost

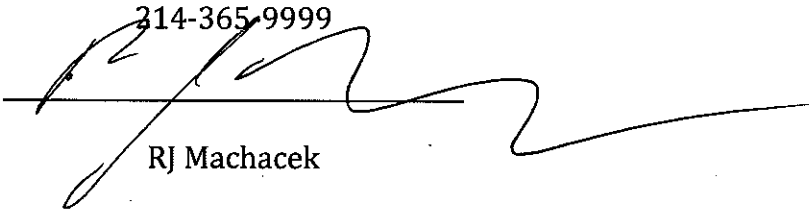
RFP #DCH10050

MuseumWorks Audio Tours

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## Section 5: Cost

### Primary Proposal Costs

This cost includes: West Virginia Division of Culture and History existing 36 point of interest tour installed on the players, creation of one Wayfinding/Introduction track, creation of 36 descriptive messages that will aid in the transitioning from each area to compliment the museum's existing tour, 50 Orpheo Classic Random Access Units, chargers, headphones, extra batteries (price includes installation of equipment and software), 2 IR spots (including parts, labor and installation), 4 days training, Orpheo Manager and Cubase.

MuseumWorks requires 50% of the total cost is due upon signing of contract. The remaining balance is due upon product delivery

### Primary Proposal Track Costs

<i>Description</i>	<i>Extended Price</i>
Tracks	\$29,000.00
<ul style="list-style-type: none"> <li>• Installation of Museum' current 36 point of interest tour on players</li> <li>• Creation of 36 Show Path area transitions</li> <li>• Creation of 1 WayFinding/Instruction track</li> </ul>	
<b>Primary Proposal Track Costs</b>	<b>\$29,000.00</b>

### Primary Proposal Equipment Costs

<i>Qty</i>	<i>Description</i>	<i>Unit Price</i>	<i>Extended Price</i>
50	Orpheo Classic 4 GB	\$465.00	\$23,250.00
2	Orpheo Classic 20 Charging Rack	\$1,260.00	\$2,520.00
50	Orpheo headphones	\$11.00	\$550.00
10	Induction Loops for Hearing Impaired	\$41.00	\$410.00
	<b>Primary Proposal Equipment Costs</b>		<b>\$26,730.00</b>

### Primary Proposal IR or RF Equipment and Installation Costs

<i>Description</i>	<i>Extended Price</i>
Installation of 2 IR or RF devices at exits (prices includes supplies, labor, and travel)	\$5,874.00
<b>Primary Proposal IR and RF Equipment and Installation Costs</b>	<b>\$5,874.00</b>

### Primary Proposal Software, Training and Travel Costs

<i>Description</i>	<i>Extended Price</i>
4 days Training (including travel)	\$6,354.00
Cubase Software for Audio Editing and Orpheo Manager	\$300.00
<b>Primary Proposal Training and Travel Costs</b>	<b>\$6,654.00</b>

### Summary

Primary Proposal Track Costs	\$29,000.00
Primary Proposal Equipment Costs	\$26,730.00
Primary Proposal IR Equipment and Installation Costs	\$5,874.00
Primary Proposal Training and Travel Costs	\$6,654.00
<b>Total Primary Proposal Costs</b>	<b>\$68,258.00</b>

## Add in/Alternate #1 Costs

In addition to the primary proposal MuseumWorks can also provide additional track or drill down for each of the 36 points of interest. Our equipment has available 3 drill down buttons from which the patrons choose or endless drill down with numerics.

Target priced based on 108 tracks fewer tracks can be negotiated at \$500.00 per track.

<i>Description</i>	<i>Extended Price</i>
Tracks <ul style="list-style-type: none"><li>• Based on 3 drill downs for 36 tracks/or a total of 108 tracks i.e. \$500.00 per track. (price is only valid if in conjunction with primary proposal)</li></ul>	\$54,000.00
<b>Add In/Alternate #1 Costs</b>	<b>\$54,000.00</b>

## Add in/Alternate #2 Costs

In addition to the primary proposal MuseumWorks proposes the Orpheo NEO II. It has a large color touch screen that provides video, pictures, text and menus. Two amplified loud speakers allow the visitor to listen comfortably and 2 headphone jacks are also included for the hearing impaired.

The ASL (American Sign Language) tour would be an interpretive video production of an ASL interpreter interpreting the tour for the hearing impaired.

<i>Qty</i>	<i>Description</i>	<i>Unit Cost</i>	<i>Extended Cost</i>
10	Orpheo Neo II	\$617.00	\$6,170.00
1	Orpheo Neo II Charging Rack	\$572.00	\$572.00
10	Orpheo Headphones	\$11.00	\$110.00
	Neo Software Installation and Training		\$4,700.00
	<b>Add In/Alternate #2 Costs</b>		<b>\$11,552.00</b>

**ASL (American Sign Language) Video Interpretive Tour**  
**\$2,200.00 per track**

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## Add in/Alternate #3 Costs

In addition to the primary proposal we can also provide 30 additional Orpheo Classic Random Access players at additional costs.

<i>Qty</i>	<i>Description</i>	<i>Unit Cost</i>	<i>Extended Cost</i>
30	Orpheo Classic 4 GB	\$465.00	\$13,950.00
1	Orpheo Classic 20 Charging Rack	\$1,260.00	\$1,260.00
1	Orpheo Classic 10 Charging Rack	\$940.00	\$940.00
30	Orpheo Headphones	\$11.00	\$330.00
	<b>Add In/Alternate #4 Costs</b>		<b>\$16,480.00</b>

## Add in/Alternate #4 Costs

In addition to the primary proposal we can also provide multiple language tours. Orpheo Classic Random units will support multiple languages with text and supporting fonts, therefore no additional equipment will be needed.

<i>Description</i>	<i>Extended Price</i>
Tracks Multiple Language track - <i>audio only</i> at \$710.00	
<b>Add In/Alternate #4 Costs</b>	<b>???????</b>