Project Estimate: Town of New Milford: Streaming, Capture & Archive System

Estimate Number: DNR-26-385-0

Our Info:
76 Westbury Park Road, Suite 101E
Watertown, CT 06795
info@dnrprod.com
203-263-0003

Client Info:
Town of New Milford
10 Main St #1,
New Milford,
CT 06776

Date Prepared: 11/16/2026
Estimate is Valid for 30 Days from the above date

Lead Time: TBD

Work Location: Main Room
On-site: 1 Business Days

Contact Phone: Office: 860-457-4195
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Contact Name: Victoria Carvalho

d&b audiotechnik
Certified Service Partner

dnr's Guarantee

Thank you for considering DNR Labs, a Watertown (CT) based, boutique audio visual company. We're a small business dedicated to **customer service** and end user experience; specializing in **quality** and **reliability**. DNR competes to provide the **highest value**, not the lowest price.

Celebrating our 20th anniversary, DNR has grown from humble beginnings. What started in a barn in Woodbury is now a 40,000 square foot shop, office, and logistics center in Watertown. And though we've grown rapidly, DNR keeps our origins in mind. We remain small enough to have **real people answer the phone** as calls come in, but big enough to work with the world's leaders in AV innovation; young enough to stay up to date on the latest technologies as they rapidly advance, but old enough to have our core team members going on their 15th year with us. Guaranteeing our product, we offer a **full 1 year warranty** on all craftsmanship and new technology. Superior **quality products, advanced programming,** and **clean installs** are where we shine. Everything we spec, bid, and install has been thoroughly tested for months and sometimes years. DNR creates **simple interfaces,** fit for any (and we mean any) user, but offers an advanced control access for power users. Our designs are **simple**. Our systems are **functional**. And our work is **meticulous**; laid out and labeled down to every last wire. Complete with **remote assistance** for troubleshooting and a **dedicated service team**; even after the job is done we're still there to help.

It's our mission to be your vendor of choice by providing **exemplary customer service**, the **highest quality systems and design**, and **cutting through the noise** of the increasingly complex world of AV technology.

Lauren Stanley **- Lauren Stanley, President**

Don Gamsjager **- Don Gamsjager, Owner >>>>**

Scope of Work:

FREIGHT COST NOTICE

Due to continued increases in transportation, fuel, and carrier costs, freight charges have increased beyond previous pricing levels. Our freight rates have been updated to reflect current shipping costs and carrier charges.

We have made every effort to keep these adjustments as limited as possible while ensuring that freight is accurately reflected in the quoted price.

Please note: Freight charges are subject to change based on current carrier rates, shipment size, weight, destination, and applicable fuel or accessorial charges.

TARIFF NOTICE

Certain materials included in this quotation may be subject to tariffs, duties, or other government-imposed fees. Any applicable tariff or duty costs associated with quoted materials will be passed through to the customer.

Project Overview

dnr labs proposes to expand the library's existing AV system with a professional, easy-to-use video streaming and archival recording system. This upgrade will allow the library to broadcast live events, presentations, lectures, community meetings, and educational programs while also creating high-quality video recordings for future viewing and archiving.

The system will be designed around two operating modes: a simple, one-touch mode for everyday library staff and an advanced production mode for more complex events requiring an operator.

Our goal is to provide a professional broadcast-quality solution that is reliable, requires minimal training for everyday operation, and integrates cleanly with the library's existing audio and video infrastructure.

1. Robotic PTZ Camera System
- Furnish and install two professional HD/4K-capable robotic PTZ (pan, tilt, zoom) cameras in the main presentation space.
- Cameras will be strategically positioned to capture presenters, audience interaction, panel discussions, and wide shots of the room.
- Install all required camera cabling back to the existing AV equipment rack.
- Provide camera control, positioning, zoom, and preset programming.
- Configure camera presets for commonly used views, including podium, stage, panel discussions, and room-wide coverage.
- Integrate the cameras with the new production and recording system.
- Configure supported automatic camera tracking functions to simplify operation during presentations.

2. Audio Processing and Streaming Integration
- Furnish and install a dedicated audio processor to properly manage audio feeds from the existing AV system into the new streaming and recording equipment.
- Integrate existing microphones and presentation audio sources into the streaming system.
- Optimize audio levels, equalization, dynamics, and overall signal quality for online viewers.
- Provide a consistent, intelligible audio feed for both live broadcasts and archived recordings.
- Ensure the new streaming audio functions without negatively affecting the existing in-room sound system.
- Test and commission all audio paths for reliable operation.

3. Datavideo HS-1650T Production, Streaming & Recording System

The HS-1650T is a professional all-in-one production system combining video switching, camera control, live streaming, audio mixing, and recording into a compact unit.
It features a 17.3-inch monitoring display, 14-inch touchscreen control, integrated PTZ joystick, and support for compatible auto-tracking cameras.
dnr will furnish, configure, and integrate this production system with the library's existing AV infrastructure.
Key capabilities include:
- Professional switching between multiple cameras and video sources.
- Built-in live streaming to YouTube Live, Facebook Live, and other compatible services.
- Simultaneous live streaming and local recording.
- Automatic presenter tracking with compatible Datavideo PTZ cameras.
- Touchscreen and joystick camera control with programmable camera presets.
- Picture-in-picture capability for more advanced presentations.
- Built-in monitoring so an operator can see and manage the production.
- Recording to removable media in standard MP4 format for easy transfer and archiving.

The system supports HD production up to 1080p60. While compatible camera models may offer 4K imaging, the HS-1650T itself is an HD production switcher.

4. Two Operating Modes

Mode 1 – Simple Recording & Live Streaming

This mode will be designed for everyday library staff with little or no video production experience.
- Select the simple recording and streaming mode.
- Start recording and/or live streaming with minimal operator interaction.
- Use one primary PTZ camera to capture the presentation.
- Enable automatic presenter tracking so the camera can follow a speaker moving around the presentation area.
- Automatically incorporate the professionally processed audio from the room's existing microphone system.
- Stream directly to the library's configured YouTube or Facebook account.
- Record the presentation locally for future use.
- Stop the stream and recording at the end of the event.

The goal is to make recording a library presentation nearly as simple as turning on the existing AV system.

Mode 2 – Advanced Production Mode

For larger events, panel discussions, special presentations, and productions requiring more control, the system will offer a fully operated production mode.
- An operator can sit at the designated control station and manage the entire video production.
- Manually control both robotic PTZ cameras, including pan, tilt, zoom, and positioning.
- Recall preset camera positions for different speakers and presentation areas.
- Switch live between cameras to create a more engaging broadcast.
- Use automatic camera tracking when appropriate, while maintaining the ability to take manual control.
- Incorporate picture-in-picture layouts for presentations and other video sources where supported.
- Monitor the live production and audio levels.
- Record the finished program while simultaneously broadcasting the event.

This provides the library with significantly more production capability without requiring dedicated camera operators throughout the room.

5. Recording and Video Archiving
- Configure the system to record completed presentations in a standard digital video format.
- Provide an easy process for staff to access and transfer recordings.
- Recordings can be saved to the library's designated archival storage system.
- Completed recordings can be uploaded to the library's website, YouTube channel, or other approved platforms.
- Configure appropriate recording quality settings to balance image quality and file storage requirements.
- Train library staff on retrieving recordings, transferring files, and managing recording media.

The library will retain ownership and control of all recorded content. Long-term archival storage capacity and retention procedures will be coordinated with library IT.

6. Installation, Programming & Commissioning

dnr will provide a complete turnkey installation of the quoted equipment, including:
- Mounting both robotic cameras with proper professional mounting hardware.
- Installing and terminating the required camera and control cabling.
- Integrating the new equipment into the existing AV rack and system.
- Setting up the streaming production station at the agreed-upon operator location.
- Coordinating with library IT for network connectivity and streaming access.
- Programming camera presets and automatic tracking functions.
- Configuring streaming and recording settings.
- Integrating and tuning the audio processor.
- Testing both simple and advanced operating modes.
- Performing live streaming tests and verifying archived recording quality.
- Providing system documentation and basic operating instructions.

7. Staff Training

dnr will provide hands-on training for library staff covering both operating modes.

Special emphasis will be placed on the simple recording mode so everyday staff can confidently record and stream library events without requiring a dedicated production technician.

Advanced training will cover camera operation, switching, tracking, monitoring, and recording management.

8. Warranty, Support & Documentation
The system will include dnr's standard installation warranty and support package.
- One-year dnr installation and labor warranty.
- Manufacturer hardware warranties as applicable.
- One year of dnr technical support for the installed system.
- Remote troubleshooting and support where network access permits.
- System programming and configuration backup.
- Basic system drawings and equipment documentation.
- Staff training and final system commissioning.

9. Long-Term Value
This upgrade will allow New Milford Public Library to extend the reach of its public programming well beyond the physical meeting room.

The library will be able to broadcast events to remote audiences, preserve important presentations for future viewing, and build a growing digital archive of educational and community content.

Most importantly, the system will remain simple enough for everyday staff to operate while offering professional production capabilities when needed.

dnr's design philosophy is simple: advanced technology behind the scenes, with straightforward and reliable operation for the people using it every day.

Materials For:

Description	Quantity	Price	Total	Model Number:
System Breakdown:				
M4250-10G2XF-POE++ MANAGED SWITCH	1	$1,408.00	$1,408.00	GSM4212UX-100NAS
Q-SYS Core Processor with 8 local audio I/O channels, 64x64 network I/O channels with 8x8 Software-based Dante license included, USB AV bridging, dual LAN ports, VoIP telephony, 8x8 GPIO, 8 AEC processors, Half-size 1RU. Includes Scripting/UCI functionality.	1	$2,787.00	$2,787.00	CORE 8 FLEX
Epiphan ESP1610 Pearl Nano All-In-One Video Production System - 12G-SDI/HDMI 2.0 Streamer and Recorder	1	$1,820.00	$1,820.00	ESP1610
Controller/Switcher Datavideo HS-1650T Portable 17in 4-Input Full 1080P HDBaseT Production Switcher w/ 14in Touch Controller & Auto-Tracking	1	$8,262.00	$8,262.00	HS-1650T
Datavideo DV-PTC-145T HDMI Auto AI Tracking Camera with 12x HDBaseT 4K-3G-SDI/Without Receiver, white	2	$1,936.00	$3,872.00	PTC-145TW
Datavideo WM-1 Professional Wall Mount for the PTC Series PTZ Cameras - White	2	$127.00	$254.00	WM-1W
Connectors, Custom Cabling, Labeling (Material LOT)	1	$203.00	$203.00	Stock, Assorted
System Breakdown Subtotal:			**$18,606.00**	
Freight			**$483.00**	

Work Summary

Total Phase Breakdown:

	Total
Material Total	$19,089.00
Total Material Cost:	**$19,089.00**

Total Labor Breakdown:

	Hours	Rate	Total	Notes
Engineering, Design, Specs, Documents/Drawings	2	$175.00	$350.00	
Programming - Control System, DSP, Network	2	$175.00	$350.00	
Integration - Offsite Prep/Onsite Install	8	$175.00	$1,400.00	
Training, Commissioning, Support	2	$175.00	$350.00	
Project Management	2	$175.00	$350.00	
Travel/Logistics/Lodging Fees (Proximity Based)	N/A	Totaled	$438.00	
Administration	N/A	Flat	$221.00	
Total Labor Hours:	**16**	**Total Labor Cost:**	**$3,459.00**	

CT Sales Tax/Status:	***Exempt***	**Exempt**	**$0.00**
Tariff			**$0.00**
Project Total:			**$22,548.00**

Though this estimate can be broken into PHASES, it is priced as one unified install; I.E. Lifts, ladders, wire, conduit/wiremold/rigging/piping, administration, project management, and freight are SHARED amongst all facets as it's more economical to do all work under a single contract proceeding. Please expect at least a 10-15% increase on a single area/section's subtotal should it be broken into multiple contracts/phases. We thank you for your understanding.

General Terms & Conditions:

1. Equipment may be substituted for functional equivalent in cases of supply chain issues or suitability for the job. Equipment will come with the same warranty and functions but could be a different model/version depending on availability from our suppliers. In the case of such, a written notice will be sent requesting client approval for the swap. DNR Laboratories will await formal written approval in order to proceed. A final list of equipment will be provided with the as built documentation at the close out of the project.
2. ALL DESIGNS, PLANS, AND IDEAS REPRESENTED BY THIS PROJECT ARE THE PROPERTY OF AND OWNED BY DNR LABORATORIES LLC. THEY HAVE BEEN DEVELOPED FOR USE ON THE SPECIFIED PROJECT ONLY. NO PERSON OR CORPORATION MAY USE ANY OF THE REPRESENTED DESIGNS, PLANS, OR IDEAS FOR ANY PURPOSE WITHOUT THE WRITTEN CONSENT OF DNR LABORATORIES LLC
3. Proposal is subject to change based on site conditions, electrical conditions, and changes to scope.
4. Proposal pricing is limited to 30 days, after 30 days a new quote will need to be issued. This due to frequent price increases from manufacturers, out of the control of DNR Laboratories.
5. Delays in project start, progress and completion due to supply chain issues or transportation issues is at no fault to dnr Laboratories.
6. All programing, codes and passwords are property of the client, dnr will not withhold any access to the system from client.
7. 1 year warranty on dnr labor & workmanship
8. Individual MFR warranties apply to hardware; client responsible for warranty registration with MFRs
9. All pricing presumes existing cabling and owner furnished equipment (OFE) is intact and fully functional according to specifications, pricing may be subject to change if existing equipment if found to be defective, and as project needs and construction plans evolve
10. Sustainable Refurbished Alternative Equipment (B-Stock) at DNR has been cleaned, checked for no damages, and tested to be in full working condition. DNR gives this option when possible to offer the client a lower cost for the same high quality product while helping reduce electronic waste in the environment. These items are sold "as-is", no warranty
11. The state of Connecticut and entire US is overtaxed and the power grid is suffering. This results in frequent black/brown outs and voltage variations within the power grid. Variations as much as 1V can fry delicate (and expensive) pieces of technology. For this reason all systems come standard with a Double Conversion, Power Conditioning Battery Backup per each AV headend location. Though these options can be passed up, DNR requires a waiver to be signed, voiding our 1 year all-included warranty of all provided new equipment, and the manufacturer warranty as none will cover power/power supply related issues (we've tried). This policy is born from the countless amounts of fried tech we've dealt with first hand throughout the last two years, and how the number of dead, not warrantied, pieces of equipment continues to climb at an alarming rate.
12. Clients are responsible for providing an internet handoff to the DNR router (if quoted). Failure to do so will result in a change order encompassing the labor cost for DNR technicians to pull wire to the network uplink location. DNR's service and warranty is voided by refusal of remote access (if quoted) as it allows DNR staff to identify the issue and send out the appropriate technician, or even fix the problem immediately. Remote service and diagnostics come free with DNR's 1 year warranty.
13. 1 year after system install is complete DNR's warranty expires. At this point DNR will offer a service contract to maintain priority scheduling and pricing for support both in person and remotely. Without a service contract DNR's support is billable hourly ***(at a four hour minimum)*** with availability on a first-come-first-serve basis. Furthermore after hours/weekend service is not guaranteed without a service contract, and subject emergency support pricing.
14. All support inquiries MUST go through the service@dnrprod.com email or be called into the office line @ (203)263-0003 both during and after business hours to be processed.

	To begin your project please fill out the short form below and submit it to office@dnrprod.com
APPROVAL DATE:	
DESIRED NEED BY DATE:	
SIGNATURE:	
NAME/TITLE:	

**APPROVAL LOCKS IN PROJECT PRICING*

**PRICING IS ALL INCLUSIVE AND SET TO SCOPE ABOVE*

*FORMAL CONTRACT DOCUMENTS TO FOLLOW WITHIN 20 DAYS

*DEPOSIT (50% OF TOTAL) TO BE INVOICED UPON RETURNED, SIGNED CONTRACT (IF REQUIRED)

*MATERIALS TO BE ORDERED UPON RECEPTION OF DEPOSIT/PO

*SCHEDULING FOR INSTALL DATES OCCURS AFTER GATHERING PRODUCT ETAs BASED ON ORDERING