# Webb County - Central Jury Room AV Upgrade

5/17/2022



DESIGNS THAT COMPUTE 1778 N. PLANO RD #211B RICHARDSON, TX 75081 PREPARED FOR:

WEBB COUNTY

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## THANK YOU FOR ALLOWING VISONALTY TO SUBMIT THIS PROPOSAL

Visionality has over a quarter century of experience as a provider and integrator of audiovisual systems for business, education, government and healthcare. We take the time to consult with each customer to ensure that we are designing and implementing a custom solution to meet their needs. We also provide support and training to ensure that the systems are working properly, and the staff understands how to get the most out of them.

We carry all the major manufacturers including Cisco, Polycom, LifeSize, Crestron, Extron, AMX, Vidyo and many more. As a full system integrator we can create a custom collaborate environment designed to meet the needs and budget of our customers, such as displays, projectors, screens, furniture, etc.

We take our customers' needs seriously. We have tried to capture your needs in this proposal and turn those needs into a working system. If you have any questions or suggesting which would make our proposal more closely meet your needs, we are happy to work with you.

Howard Barnett, President Visionality

Howard Karrett

#### STATEMENT OF CONFIDENTIALITY

This proposal is the work product of Visionality - Designs That Compute (DTC), and as a result remains the property of Visionality-DTC. This proposal has been given to **Webb County** for the express interest of offering products and services to **Webb County**. The particulars of this proposal must remain confidential between the personnel of **Webb County** and Visionality-DTC. This proposal may not be offered to others without the express written consent of Visionality-DTC.

## CORPORATE MISSION

Visionality partners with its customers. Our goal is to enable a communication between the customer and DTC to enhance the relationship and produce a result which meets or exceeds the needs of our customers.

Visionality was founded in 1985 and has been at the forefront of technological development. We are an Audio Visual integrator with an emphasis on video communications. Visionality has aligned with the leading manufacturers in the industry, enabling us to provide our customers the latest advancements in the industry at competitive prices. Visionality primarily focuses on its customer's needs. We work closely with our customers to examine the particular need of each customer and then design the best possible solution for their application.

# **OUR VALUE PROPOSITON:**

# VISONALITY OFFERS A UNIQUE SET OF SKILLS

## LONGEVITY

Visionality was incorporated in 1985. We are seasoned providers and integrators of audiovisual technology with hundreds of customers.

## **DIVERSITY OF PRODUCTS**

We offer numerous products that can provide unique value to our customers. We have a great understanding of the needs of Webb County. This allows us to contribute in a meaningful way to the overall design in this proposal.

# CONVERGENCE OF A/V AND IT

Visionality knows that the converged AV/IT world is here to stay. We understand network philosophies, infrastructure, and enterprise-based IT. We know how to intelligently discuss IT AV requirements, concerns, and deployment with your IT staff.

## INTEGRATION CAPABILITIES

We are an Infocomm certified provider, which means our personnel have passed industry standard certification tests in audio visual systems. Our personnel also hold certifications offered by our manufacturers' for implementation with their equipment.

# HISTORICALLY UNDERUTILIZED BUSINESS

We are a women-owned business in the state of Texas.

# **CUSTOMER SERVICE**

We excel at customer service and have programs in place to service our customers at all levels. We have many customers, some in the fortune 500 which use our tech support resources to assure that they have support for their existing equipment. Once your equipment is installed, we will provide the level of service that best meets your needs. Whether you require onsite support, phone support, remote diagnostics, or preventative maintenance, our tech support department will take care of you.

# **OUR PROCESS**

# FROM DESIGN TO IMPLEMENTATION, TRAINING, & SERVICE











# **CONSULTATION**

Visionality believes that each customer is unique, and therefore each design should be unique. For this reason, Visionality conducts a thorough consultation with each customer to ensure that we understand their individual needs as well as the layout and properties of the location in which the audiovisual technology will be used.

## **DESIGN**

Armed with the knowledge of the customer's needs and the environment in which it will be used, Visionality will create a tailored design that will allow for the optimal use of the technology. Our experienced designers hold manufacturer certifications and are Certified Technology Specialists, a prestigious industry designation.

#### IMPLEMENTATION AND PROGRAMMING

Once the design has received customer approval, our well-trained implementation team will make the design a reality. They will ensure that all of the equipment is installed according to the design specifications. Our programmers will make sure that the software works properly and to the customer's satisfaction.

# **TRAINING**

Training is a very important component to the success of a project, and Visionality will ensure that the customer has the proper training needed to get the most out of their new equipment and software. We will answer any questions, and provide documentation and training guides when necessary.

#### **SERVICE**

Once your equipment is installed, we will provide the level of service that best meets your needs. Whether you require onsite support, phone support, remote diagnostics, or preventative maintenance, our tech support department will take care of you.

## Statement of Work

This proposal responds with solutions upgrading the audio visual system in Webb County's central Jury Room.

## **Customer Request:**

Details elicited from discussion between Visionality sales staff and customer shows the following needs:

- 1. Central Jury Room:
  - a. Typical courtroom/chambers layout with dais/bench and gallery.
  - b. Client-Based Video Teleconferencing:
    - i. 1 x A/V Bridge connecting A/V system's audio and video to an OFE PC's client-based video teleconferencing client.
      - 1. 1 x wall-mounted camera for video pickup.
  - c. Per-station needs:
    - i. Judge's Bench:
      - 1. 1 System integrated tabletop gooseneck microphone with mute status indicator.
      - 2. 1 22" tabletop-mounted display for video reinforcement.
      - 3. HDMI cable-whip input.
      - 4. 17" touchpanel providing room/system control.

## ii.Clerk's Bench:

- 1. 1 System integrated tabletop gooseneck microphone with mute status indicator.
- 2. 2 x 22" tabletop-mounted displays for video reinforcement and OFE PC.
- 3. 1 x HDMI cable-whip input.
- 4. 1 x HDMI input for OFE PC.
- 5. 17" wall-mounted touchpanel behind table, providing room/system control.
- iii. Witness Bench:
  - 1. 1 System integrated tabletop gooseneck microphone with mute status indicator.
  - 2. 1 x 22" tabletop-mounted display for video reinforcement.
- iv. Left Counsel Table:
  - 1. 1 System integrated tabletop gooseneck microphone with mute status indicator.
  - 2. 1 x 22" tabletop-mounted display for video reinforcement.

#### v. Podium:

- 1. Connectivity from a floorplate inputs.
- 2. 1 System integrated mounted gooseneck microphone with mute status indicator.
- 3. 1 x HDMI cable-whip input that can also take an OFE document camera, when brought in.
- d. Video System:
  - i. Video Inputs:
    - Content Inputs:
      - a. Station cable-whips and inputs listed above.
  - ii. Video Outputs:
    - 1. 2 86" ceiling-mounted displays (mounted flush to ceiling) at front of room.
    - 2. 2 wall-mounted 86" displays.
- e. Audio:
  - i. Central audio digital signal processor:
    - 1. Provide ability to integrate gooseneck microphones push switches and LED (green and red status) functions with the audio system and the control system.
    - 2. Eliminate need for manual sound controls and redundant controls; provide a fully integrated system.
  - ii.Inputs:
    - 1. Microphone inputs at stations listed above.

- a. Must be system-integrated with colored LED feedback for push-to-talk and control booth reflection of status.
- 2. 2 wireless handheld/lavalier combo microphone systems.
- 3. 2 height adjustable (36" to 63") microphone stands.
- iii. Outputs:
  - 1. 15 ceiling-mounted in-tile speakers for gallery coverage.
- f. Control:
  - i. Primary control location with integrated control, that's fully automated, intuitive, and easy to use interfaces at the following locations:
    - 1. Touchpanel mounted on wall behind clerk's bench.
    - 2. Judge's bench.

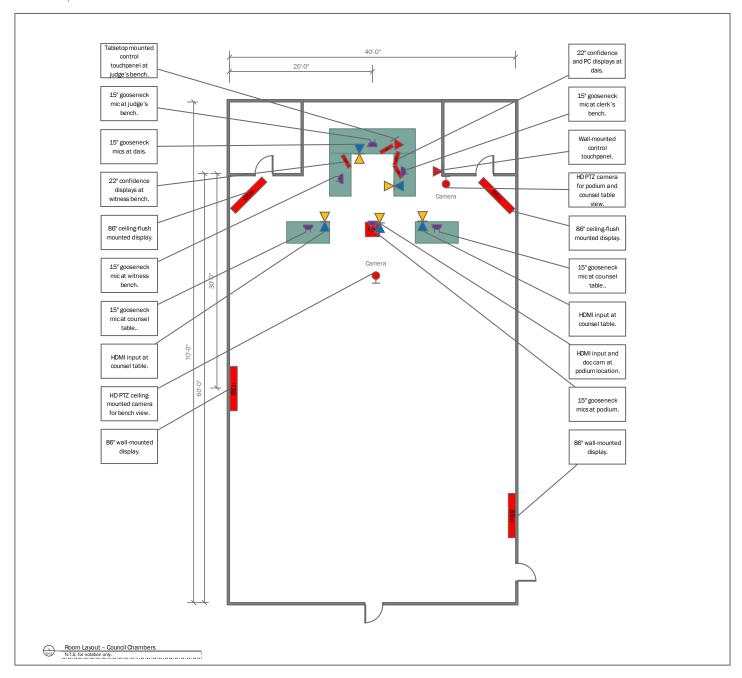
# Description of the project:

Project execution description provided at purchase.

# Approach:

**Installation:** Turnkey installation provided for project, with a professional project manager guiding pre-installation tasks, installation tasks, commissioning tasks, and handover to the service team. All cabling and system mounts included in pricing, with directly requested hardware, software, and licenses also delivered during installation. Visionality will place a lead technician onsite during the project, who along with Visionality's project manager, will manage communication, project progress, and issues. Project expected to take 5 days of installation with and an overlapping 3-4 days to commission.

# Room Layout:



Qty	Manufacturer Part Number	Description	Unit List Price	Discount Price	Total Price	
	This Quot	e is produced for the The Interlocal Purcha	sing System			
Т	his Quote is pro	oduced for the Texas DIR Contract DIR-TSO	-3889 (Visional	ity)	Dept. of Information Res	
***Vic	deo Conferen	ce Equipment***				
	*Video Conference System*					
	1 x OFE PC					
	1 x A/V Bridg	ge to Connect to Client-Based VTC				
1.00	999-8250-000	AV Bridge 2x1	\$2,804.00	\$2,425.46	\$2,425.4	
	*Video Confe	erence Cameras*				
	1 x Wall-Mou	nted HD PTZ Camera for Bench/Dais View				
1.00	999-99400-000	ROBOSHOT 12E HDMI WHT	\$2,826.00	\$2,444.49	\$2,444.4	
***Vi	deo Equipmer	nt***				
	*Video Inputs*					
	1 x HDMI Input at Judge's Bench					
	1 x HDMI Input at Clerk's Bench					
	2 x HDMI Inputs for Counsel Tables					
	1 x HDMI Input at Podium					
	1 x Document Camera at Podium					
6.00	TP-580T	4K60 4:2:0 HDMI HDCP 2.2 Transmitter with RS?232 & IR over Long?Reach HDBaseT	\$285.00	\$192.38	\$1,154.2	
5.00	TP-580R	4K60 4:2:0 HDMI HDCP 2.2 Receiver with RS?232 & IR over Long?Reach HDBaseT	\$285.00	\$192.38	\$961.9	
	*Video Outputs*					
	2 x 65" Ceiling-Mounted (Flush with ceiling) Displays					
	1 x 22" Confidence Display at Judge's Bench on articulating armature mounts.					
	2 x 22" (Confidence and PC) Displays at Clerk's Bench articulating armature mounts.					
	1 x 22" Confidence Display at Witness Bench on articulating armature mount.					
2.00	E658	65" 4K 3840 x 2160 LED TV 16/7 Tuner	\$1,299.00	\$1,169.10	\$2,338.2	
4.00	998-1329-00	PLN2200 22" widescreen Full HD LED backlit LCD monitor	\$179.99	\$170.99	\$683.9	

Qty	Manufacturer Part Number	Description	Unit List Price	Discount Price	Total Price
***Aι	udio System*	**			
	*Multichanr	nel Digital Signal Processor*			
	1 x Multicha	nnel Digital Signal Processor			
1.00	399.9	TesiraFORTE CI	\$2,685.89	\$2,014.42	\$2,014.4
1.00	315.9	Tesira EX-LOGIC	\$511.44	\$383.58	\$383.5
	*Audio Inpu	ts*			
	1 x 15" Goos	seneck Mic at Judge's Bench			
	1 x 15" Goos	seneck Mic at Witness Bench			
	2 x 15" Gooseneck Mics for Counsel Tables				
	1 x 15" Goos	1 x 15" Gooseneck Mic at Podium			
	2 x Wireless Handheld/Lavalier Rechargeable Microphons Kits				
5.00	MX415LPDF/C	15" Shock-Mounted Gooseneck Green/Red LED Ring at bottom Less Preamplifier Dual Flexible Cardioid	\$260.04	\$195.03	\$975.1
5.00	MX400DP	Small Desktop Base with input switched preamplifier programmable logic switch and LED. Supports standard and light ring microphones	\$266.75	\$200.06	\$1,000.3
2.00	QLXD124/85-G5	Bodypack and Vocal Combo System with WL185 and SM58®	\$1,859.00	\$1,394.25	\$2,788.5
4.00	SB900B	RECHARGEABLE BATTERY	\$122.16	\$91.62	\$366.4
1.00	SBC200-US	Dual Docking Charger with PS45US Power Supply	\$293.59	\$220.19	\$220.1
1.00	SBC200	Dual Docking Charger Power Supply NOT Included	\$214.75	\$161.06	\$161.0
1.00	UA221	Passive Antenna Splitter/Combiner Kit. Includes Two Splitter/Combiners Four Coaxial Cables and Attaching Hardware	\$179.17	\$134.38	\$134.3
	*Audio Outp	outs*			
	15 x 6.5" Ce	iling-Mounted In-Tile Speakers			
	1 x Modular	Power Amplifier			
15.00	AD-C6T-WH	6.5" Two-way ceiling speaker, 70/100V transformer with 16? bypass, 135° conical DMT coverage, includes C-ring and rails for blind mount installation, Ø245 mm cut-out.  Color - White Priced individually, sold only in pairs.	\$250.00	\$187.50	\$2,812.5
1.00	AMP-3210T	3x210W Commercial Power Amplifier 4/8Ω or 70/100V	\$1,706.00	\$963.89	\$963.8
	***All-In-One A/V Switching and Control System***				
	1 x All-In-One A/V Switching and Control System				

Qty	Manufacturer Part Number	Description	Unit List Price	Discount Price	Total Price
	1 x 7" Contr	ol Touchpanel, Tabletop or Wall Mounted			
1.00	4-Series	4-Series™ Control System	\$1,100.00	\$621.50	\$621.50
1.00	VS-84UT	All–in–One Presentation System with 8x4 4K60 4:2:0 HDMI/HDBaseT 2.0 Matrix Switching, Master Room Controller, PoE & Power Amplifier	\$6,995.00	\$4,721.63	\$4,721.63
1.00	VM-4HDT	1:4 4K60 4:2:0 HDMI to Long?Reach HDBaseT DA	\$1,125.00	\$759.38	\$759.38
1.00	VM-2DT	1:2 4K60 4:2:0 Long?Reach HDBaseT DA	\$975.00	\$658.13	\$658.13
5.00	TP-580R	4K60 4:2:0 HDMI HDCP 2.2 Receiver with RS?232 & IR over Long?Reach HDBaseT	\$285.00	\$192.38	\$961.90
1.00	TS-770-B-S	7 in. Tabletop Touch Screen Black Smooth	\$2,200.00	\$1,243.00	\$1,243.00
1.00	TSW-770-B-S	7 in. Wall Mount Touch Screen Black Smooth	\$1,980.00	\$1,118.70	\$1,118.70
1.00	Rack, Display Mounts, and Wallplates		\$6,812.88	\$4,521.75	\$4,521.75
1.00	Room Cabling a	and Materials	\$6,659.55	\$3,975.88	\$3,975.88
	USB Extende	ers			
1.00	Project Professional Services and Programming		\$9,061.50	\$5,890.08	\$5,890.08
1.00	Installation, Integration, and Comissioning		\$37,174.00	\$23,617.16	\$23,617.16
Servic	e				
1.00	VS-SLS-1	Silver Level Service Plan - One year Includes unlimited telephone and/or remote support, M-F, 8-5	\$3,285.87	\$3,121.58	\$3,121.58
	OPTIONAL - NOT INCULDED IN TOTAL				
0.00	Includes unlimi	· · · ·	\$13,815.87	\$9,258.10	\$0.00
				Total List	\$107,058.1
	Total Discount Price		count Price	\$73,039,4	

Total List \$107,058.19

Total Discount Price \$73,039.43

Shipping \$0.00

Sales Tax \$0.00

Grand Total \$73,039.43

# Notes:

Please contact me if I can be of further assistance.

Visionality has based this proposal on information provided by the customer and/or information that Visionality has discovered while on the customer site. To this extent the proposal is limited to this information. There may be factors that were hidden or not disclosed to Visionality at the time this quote was generated. Visionality retains the right to modify the proposal based on those factors.

Unless otherwise noted, all equipment furnished by the customer (CFE) that is to be integrate within this proposal is assumed to be in good working order loaded with the latest software release. If the proposal relies on existing wiring, pathways, or conduit, they are all assumed to be working correctly and as per diagram. Regardless, any issues in integrating the (CFE) or using existing structure provided by the customer will be billed on a time and material basis.

## **Responsibilities** (Unless otherwise specified above)

# Visionality Obligations

Visionality will be responsible for the following:

- Testing new system and making sure all is properly operational from both the hardware and software perspective.
- Visionality will provide drawings that call out power and network locations, which must be installed prior to installation.
- Note Drawings supplied are not-to-scale and often are estimates of actual room measurements.

# Company/Customer Obligations

The following items shall be provided by the Company and are not part of this scope or proposal:

- All 120V Electrical provisions must be present and hot at time of installation (Specifications and call-outs will be provided by Visionality after acceptance of the proposal).
- All conduit and raceway as required by local code.
- Conveyance (pathway) for AV cabling- includes any core drilling or structural modifications.
- "Hard Points" for mounting of equipment and structural supports will be provided and installed by the Company
  prior to Visionality deployment. The customer is responsible to ensure current sructures can sustain the weight
  any mounted equipment or displays. When in doubt the Company should contact a certified Structural Engineer
  for safety factors.
  - o For Displays other than video walls, Visionality will provide backing and blocking.
- Custom millwork, construction, or trim. Includes ceiling, floor and structural amendments or repairs.
- Required Local Permits and/or plan approvals.
- Required local inspection and compliance procedures.
- Hazardous material discovery and/or abatement.
- Ready Access to room. Unless otherwise stated, installation and commissioning are quoted as a single, contiguous period of days with unimpeded access 8 A.M 5 P.M. daily. Monday through Friday at a minimum.
- Security and Safety
  - Prior to installation, if equipment is to be shipped in advance, the customer is responsible for receiving and storing this equipment in a safe location.
  - o During installation, customer is responsible for making sure rooms can be secured and equipment is safe.
- Rooms are clean and ready for installation. All equipment, furniture, debris, or other objects need to be removed from the room for access or safety, prior to onset of installation.
- Sufficient on-site support, persons readily available to answer questions
- Prior to Visionality installation, Telephony, Computer and other Network connections are to be installed configured and tested.
  - Computer Network jacks are to be tested with information for connection readily available.
  - o Firewalls and routers will be confirured with proper ports opened.

*Visionality* 

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1778 N. Plano Rd. #211b

Richardson, TX 75081

- Switchports must be patched-in and correct VLAN, with network IP addresses, subnet mask, and gateway provided for specified equipment.
- Adequate bandwidth will be provided for the equipment chosen.
- IT staff will be available during the installation process if there is a connectivity issue
- Customer will assure that any customer furnished equipment is in working order.
- For maintenance purposes, customer will work with Visionality to create a mutually acceptable method that will allow remote access to installed equipment.

# **Project Management Procedures**

Each entity will appoint one designee as the prime project manager. These two people will ensure that the products are installed the way the project was envisioned. Any problems need to be funneled through these persons. For example, if there is a change in the room layout, this should be discussed between the two project managers and a change order written.

**Status Reviews.** Project implementation is taken seriously at Visionality. A weekly status meeting with management is held during all phases of the implementation to address issues early. Visionality Project Management is available to the customer for regular status meetings (via telephone or video) prior to the onset of installation. During the installation process, Visionality Project management will be available daily to discuss the status and needs of the installation with the customer designated representative.

**Payments.** Payment for the goods delivered is due when goods are shipped to site. If customer delays installation after goods have been ordered, customer will pay for goods and any shipping charge required to get goods to site, or customer will pay for goods and storge fee. Payment for installation is due when the installation is substantially complete. That is all work has been done and the equipment is operational. However there may be some tasks remaining (e.g. bug list).

**Change Orders.** All change orders must be submitted in writing from the customer designee to the Visionality project manager. If such a change is a material change of scope either in parts or labor, the project manager will provide an estimate of the change in price. Visionality will proceed with this change when the change order has been completed and approved by both parties.

## Integration, Commissioning, and Sign-Off:

Prior to Visionality programming, Visionality will meet with the customer's designated personnel to review the touchpanel and system operation. Additional feature requests beyond those scoped in this document and accepted during this meeting will require a change order.

A required walk-through with the customer's designated personnel will occur the day before commissioning completion, to evaluate system performance, create bug lists, and establish a final sign-off punchlist.

A final walk-through with customer's designated personnel will occur upon completion for final sign-off. Inability of key personnel attendance will not affect invoicing or signoff timelines, and additional walkthroughs will incur trip and/or change charges.

# Terms and Conditions

#### Disclaimers

Visionality - Designs That Compute (DTC) is a reseller of electronic equipment. Warranty and liability for use of any product sold is limited to what is stated by the manufacturer of these products. DTC creates no warranties express or implied beyond the manufacturer's warranty.

#### Limitations

The express obligation stated above is in lieu of all liabilities or obligations of DTC for damages, including but not limited to any liability due to or associated with infringement of a third party's intellectual property rights or any loss, damage, or injury, direct or consequential (including any loss of profits, use, business or the like, even if DTC has been advised of the possibility of same), arising out of or in connection with the delivery, use or performance of products resold by DTC, and it is agreed that repair or replacement, in accordance with the foregoing warranty, is DTC's sole liability and buyer's sole remedy for such liability, loss, damage, or injury. This limitation of DTC's liability will apply regardless of the form of action, whether in contract or tort (including negligence) or based on a warranty. Any action against DTC must be brought within 12 months after the cause of action arises. The parties expressly agree that the products are not consumer goods.

To the extent any limitation of liability contained herein is construed by a court of competent jurisdiction to be a limitation of liability in violation of state law, such limitation of liability shall be void, however the validity of the remaining parts, terms or provisions shall not be affected thereby, and said illegal or invalid part, term or provision shall be deemed not to be a part of this limitation of liability.

At times, the goods and services in this proposal may be purchased by a government entity under a specific purchasing contract and that contract may have a clause which conflicts with this clause. In that case the terms of the purchasing contract will take precedence.

#### Statement of Confidentiality

This proposal is the work product of DTC and as a result remains the property of DTC. This proposal has been submitted for the express interest of offering products and services. The particulars of this proposal must remain confidential between the receiving agency and DTC unless otherwise required by law. This proposal may not be offered to others without the express written consent of DTC. Where applicable, confidentiality is to be consistent with the Texas Public Information Act (TPIA) and the Freedom of Information Act. If there is a request for this document the customer will take II necessary steps to defend the confidentiality of the document, including an appeal to the Office of the Attorney General and also make a good faith attempt to inform DTC that their proprietary information is being requested from the governmental body.

## Installation (if applicable)

Installation prices are estimated based on the customers stated requirements. Unless otherwise noted, the customer is responsible for standard installation preparation and assistance; this include but is not limited to: Site security before and during the installation; free access to perform installation during business hours while scheduled on site; customer furnished installation or materials are ready prior to Visionality installation; and resources are available quickly to resolve issues. A full list of these requirements is in the proposal above. If these conditions are not met, additional charges may apply.

#### **Product Returns**

DTC does not accept product returns unless defective and only for replacement.

## Non-Solicitation.

Customer agrees that for a period of twelve (12) months immediately following the Effective Date of this Agreement or Last Date of Service on this Agreement, whichever comes later, Customer shall not either directly or indirectly solicit, induce, recruit or encourage any of Design That Compute's employees to leave their employment, or take away such employees, or attempt to solicit, induce, recruit, encourage, take away or hire employees of the Designs That Compute, either for the customer or any other person or entity. Should the Customer infringe on this, it will be seen as a referral of the employee and the client agrees to pay Designs that Compute a one-time referral fee of two hundred (200) percent of the candidates total annual starting compensation with a minimum referral fee of fifty-thousand dollars (\$50,000). Should the employee be hired as an hourly their annual compensation will be calculated at two thousand (2,000) times their hourly rate. Referral Fees will be invoiced immediately upon hiring of an employee by the Customer and will be due net thirty (30).

# **Payment Terms**

Prepayment may be required. If terms are extended, payment is due immediately upon receipt of goods. Any objections to delivery or installation by the customer that many delay payment must be submitted to DTC in writing with 15 day of delivery of invoice to purchasing. When DTC resolves the problem they will resubmit invoice to purchasing. At that time customer must respond within 15 days if there is a further problem. DTC fully expects any invoice to be paid within 30 days of submittal. Failure to pay in a timely manner will constitute charges at the rate of 2% per month from date of invoice submittal.

Products delivered for an installation, are billed and due at the time of delivery. Installation will be billed and due when substantial completion has occurred. DTC will work with the customer to assure the highest quality products and services are delivered and installed. At the customer's request a payment schedule can be designed that withholds a percentage of the invoice based upon successful installation.

Some equipment has service or warranty that starts at the time of delivery. If installation is delayed this may affect the time coverage of those products is in effect after installation.

At times, the goods and services in this proposal may be purchased by a government entity or under a specific purchasing contract. In the cases where be a law or contract has conflicts with the above terms, the terms of a purchasing contract or law will take precedence.

## Non-Taxable Entities

Please include a copy of your Sales Tax Exemption Form along with any Purchase Order sent to Designs That Compute dba Visionality