



**YARD NUMBER 61519131  
BUDGETARY SYSTEMS PROPOSAL**



**Quote YIP17-134 ENQ R2**

PRIVATE AND CONFIDENTIAL

Prepared by Yacht Intelligence ©2018 Systems Proposal. Ref: YIP17-134 ENQ Rev 2.doc

## Changes:

- R0. Original
- R1. Include shipyard comments
- R2. Include speakers in the Fore Peak  
Include speakers in the Garage  
Master Bedroom to have dynamic speaker switching  
Change Guest Cabins from soundbar solution to in ceiling  
Add games console to both Upper and Main Salon  
Include a storage case for the DJ mixer  
Include costs for field cable supply, shipyard to pull in  
Include Dune player in Upper salon free of charge  
Include a Crestron remote in Upper/Main Salon and Master Bedroom  
Party Mode to cover all exterior and internal public spaces

## 1. INTRODUCTION

Yacht Intelligence connects people with technology.

Our solutions streamline and simplify technology so our clients can fully enjoy the experience.

By allowing us to recommend products to best suit the yacht, the user gets to enjoy the very latest technology.

Today's tech should protect you, entertain you as well as being able to keep you comfortable. Our team of dedicated engineers work closely with you to make sure the installation happens at the right time and is integrated seamlessly into each area on board as well as understanding the interior design concept.

Our specialist programmers install the latest most intuitive control systems with very user friendly interfaces and provide a complete handover with the owner's representative to make sure everything is available at the touch of a button.

## 2. AUDIO/VISUAL SYSTEMS

### SKY DECK

#### SKY DECK

This is an Audio only zone with a total of 6 pairs of marine speakers and 2 marine performance subwoofers. An intelligent amplifier provides amplification. Control of all the sources (excluding DJ equipment) is done via a Crestron App run on an Apple iPad Mini.

#### AUDIO SOURCES

- Airplay
- Central Jukebox
- DJ input
- Party Mode



AIR - PLAY



JUKE BOX



DJ

#### AUDIO

- 12 x Marine in ceiling/bulkhead speakers
- 2 x Marine in ceiling/bulkhead subwoofers
- Amplification provided by an intelligent amplifier system

#### VIDEO

- None required

#### CONTROL

- Control of related devices will be from an Apple iPad Mini
- Control of a specific device connected via Airplay is not provisioned

### UPPER DECK

#### UPPER DECK: AFT

This is an Audio only zone with a total of 3 pairs of marine speakers and 2 marine performance subwoofers. An intelligent amplifier provides amplification. Control of all the sources is done via a Crestron App run on an Apple iPad Mini.

#### AUDIO SOURCES

- Airplay
- Central Jukebox
- Link to UD Salon
- Party Mode



AIR - PLAY



JUKE BOX



ROOM LINK

#### AUDIO

- 6 x Marine in ceiling/bulkhead speakers
- 2 x Marine in ceiling/bulkhead subwoofers
- Amplification provided by an intelligent amplifier system

#### VIDEO

- None required

#### CONTROL

- Control of related devices will be from an Apple iPad Mini
- Control of a specific device connected via Airplay is not provisioned

## UPPER DECK: SALON

This is an Audio and Video zone to include an 88" 4K QLED TV on a fixed bracket. The speaker system is a 5.2 Surround sound system comprising of 7 in ceiling speakers, 2 of which cover the bar area, with 2 in wall sub woofers. All amplification is provided by a local AVR. Control of all AV sources is via a Crestron App run on an Apple iPad mini. Apple iPad mini housed in an inductive charging case.

### AUDIO & VIDEO SOURCES

- Satellite TV
- 4K Apple TV
- Games Console
- Movie Server
- Airplay
- Central Jukebox
- Party Mode



SATTV



APPLETV



JUKE BOX



AIR - PLAY



PS4

### AUDIO

- 3 x high quality in wall full range speakers
- 4 x high quality in ceiling full range speakers
- 2 x high quality in wall active sub-woofer
- Amplification is provided by a local AVR

### VIDEO

- All distributed video signals will be received at a minimum of 1080i / 1080p

### CONTROL

- Control of all devices will be from an Apple iPad mini device running a Crestron App
- Control of all devices will also be from a Crestron touch panel at the bar and a Crestron remote
- Control is allowed for all AV sources
- Control is allowed for any available HVAC
- Control of a specific device connected via Airplay is not provisioned

## UPPER DECK: CAPTAIN'S CABIN

This is an Audio and Video zone to include a 32" HD TV fixed on a universal wall bracket. There is a single speaker system which is stereo sound, positioned in the ceiling. All amplification is provided via a local AVR. Control of all AV sources is via a Crestron App run on an Apple iPad Mini housed in an inductive charging case.

### AUDIO & VIDEO SOURCES

- Apple TV with Airplay
- Satellite TV



SAT TV



APPLE TV

#### AUDIO

- 1 x in ceiling stereo speaker
- Amplification provided by local AVR

#### VIDEO

- All distributed video signals will be received at a minimum of 1080i/1080p

#### CONTROL

- Control of all devices will be from an Apple iPad Mini
- Control is allowed for all AV sources
- Control of a specific device connected via Airplay is not provisioned

### UPPER DECK: BRIDGE

This is an Audio only zone with a total of 2 in ceiling speakers. An intelligent amplifier provides amplification. Control of all AV sources is via a Crestron in wall touch panel.

#### AUDIO SOURCES

- Airplay
- Central Jukebox



AIR - PLAY



JUKE BOX

#### AUDIO

- 2 x in ceiling speakers
- Amplification provided by an intelligent amplifier system

#### VIDEO

- None required

#### CONTROL

- Control of all devices will be from an in-wall touch panel
- Control of a specific device connected via Airplay is not provisioned

### UPPER DECK: FORE PEAK

This is an Audio only zone with a total of 3 pairs of marine speakers and 1 marine performance subwoofers. An intelligent amplifier provides amplification. Control of all AV sources is via a Crestron in wall touch panel & iPad mini located in the Bridge Area.

#### AUDIO SOURCES

- Airplay
- Central Jukebox
- Party Mode



AIR - PLAY



JUKE BOX

#### AUDIO

- 6 x Marine in ceiling/bulkhead speakers
- 1 x Marine in ceiling/bulkhead subwoofers
- Amplification provided by an intelligent amplifier system

#### VIDEO

- None required

#### CONTROL

- Control of all devices will be from an in-wall touch panel & iPad mini shared with the Bridge
- Control of a specific device connected via Airplay is not provisioned

### MAIN DECK

#### MAIN DECK: AFT

This is an Audio only zone with a total of 2 pairs of marine speakers and 1 marine performance subwoofers. An intelligent amplifier provides amplification. Control of all the sources is done via a Crestron App run on an Apple iPad Mini.

#### AUDIO SOURCES

- Airplay
- Central Jukebox
- Link to MD Salon
- Party Mode



AIR - PLAY



JUKE BOX



ROOM LINK

#### AUDIO

- 4 x Marine in ceiling/bulkhead speakers
- 1 x Marine in ceiling/bulkhead subwoofers
- Amplification provided by an intelligent amplifier system

#### VIDEO

- None required

#### CONTROL

- Control of related devices will be from an Apple iPad Mini
- Control of a specific device connected via Airplay is not provisioned

#### MAIN DECK: SALOON

This is an Audio and Video zone to include a 65"4K OLED TV motorised rise and fall TV lift. The speaker system is a 5.1 Surround sound system comprising of 5 in ceiling speakers, with 1 in wall sub woofers. All amplification is provided by a local AVR. Control of all AV sources is via a Crestron App run on an Apple iPad mini. Apple iPad mini housed in an inductive charging case.

#### AUDIO & VIDEO SOURCES

- Satellite TV
- 4K Apple TV
- Games Console
- Airplay
- Central Jukebox
- Party Mode



SATTV



APPLETV



JUKE BOX



AIR - PLAY



PS4

#### AUDIO

- 5 x high quality in ceiling full range speakers
- 1 x high quality in wall active sub-woofer
- Amplification is provided by a local AVR

#### VIDEO

- All distributed video signals will be received at a minimum of 1080i /1080p

#### CONTROL

- Control of all devices will be from an Apple iPad mini device running a Crestron App
- Control is allowed for all AV sources
- Control is allowed for any available HVAC
- Control of a specific device connected via Airplay is not provisioned

#### MAIN DECK: DINING

This is an Audio only zone. A total of 2 quality in ceiling speakers. Main Saloon AVR provides the amplification. Control is from in Wall touch panel and the Main Saloon iPad mini

#### AUDIO SOURCES

- Airplay shared with Main Saloon
- Central Jukebox shared with Main Saloon

AUDIO

- 2 x in ceiling speakers
- Amplification provided by the Main Saloon AVR

VIDEO

- None required

CONTROL

- Control of all devices will be from Main Salon iPad mini
- Control of all devices will be from an in-wall touch panel
- Control of a specific device connected via Airplay is not provisioned

**MAIN DECK: OWNERS CABIN**

This is an Audio and Video zone to include a 65"4K OLED TV fixed on a universal wall bracket fitted onto the wall. The speaker system is a 5.1 Surround sound system comprising of 3 in wall speakers (Front Left/Centre/Front Right) and 2 in ceiling rear speakers, with 1 in wall sub woofers. Intelligent amplifier/controller provides all amplification. Audio routing feature to allow for Airplay and Sat TV to play on different speakers. Control of all AV sources and HVAC is via a Crestron App run on an Apple iPad mini. Apple iPad mini housed in an inductive charging case.

AUDIO & VIDEO SOURCES

- Satellite TV
- 4K Apple TV
- Airplay



SATTV



APPLETV



AIR-PLAY

AUDIO

- 5 x high quality in ceiling/wall mount full range speakers
- 1 x high quality in wall active sub-woofer
- Amplification is provided by an intelligent AV controller & amplifier

VIDEO

- All distributed video signals will be received at a minimum of 1080i / 1080p

CONTROL

- Control of all devices will be from an Apple iPad mini device running a Crestron App
- Control is allowed for all AV sources
- Control is allowed for any available HVAC
- Control of a specific device connected via Airplay is not provisioned



## MAIN DECK: BATHROOM

This is an Audio only zone with a total of 2 x Single in ceiling speakers. All amplification via the Stateroom system. Control is via an in-Wall touch panel and the cabin iPad mini. A '*follow me*' function can be enabled to allow the audio from the Stateroom to be played in the bathroom.

### AUDIO SOURCES

- Airplay from Stateroom
- Central Jukebox from Stateroom
- Satellite TV Audio only from Stateroom

### AUDIO

- 2 x Stereo in ceiling speakers
- Amplification is provided via the Stateroom system

### VIDEO

- Not required

### CONTROL

- Control is via the Owners Cabin iPad mini
- Control of all devices will be from an in-wall touch panel

## LOWER DECK

### LOWER DECK: GUEST DOUBLE 1-2-3-4

This is an Audio and Video zone to include a 40" UHD LED TV. The speaker system is a stereo sound system. All amplification is provided by a local AVR amplifier. 2 cabins will have simple rise/fall lifts installed, the other 2 cabins will be fixed TV's. Control of all AV sources is via a Crestron App run on an Apple iPad Mini. Apple iPad Mini housed in an inductive charging case.

### AUDIO & VIDEO SOURCES

- Satellite TV
- Apple TV with Airplay



SATTV



APPLETV

### AUDIO

- 2 x in ceiling full range speakers, per cabin
- Amplification is provided by an AVR

### VIDEO

- All distributed video signals will be received at a minimum of 1080i / 1080p

#### CONTROL

- Control of all devices will be from an Apple iPad Mini device running a Creston App
- Control is allowed for all AV sources
- Control of a specific device connected via Airplay is not provisioned

#### LOWER DECK: CREW MESS

This is an Audio and Video zone to include a 40" UHD LED TV. The speaker system is a stereo sound system. All amplification is provided by a local AVR amplifier. Control of all AV sources via a Crestron App run on an Apple iPad Mini. Apple iPad Mini housed in an inductive charging case.

#### AUDIO & VIDEO SOURCES

- Satellite TV
- Apple TV with Airplay



SAT TV



APPLE TV

#### AUDIO

- 2 x in ceiling full range speakers
- Amplification is provided by an AVR

#### VIDEO

- All distributed video signals will be received at a minimum of 1080i / 1080p

#### CONTROL

- Control of all devices will be from an Apple iPad Mini device running a Creston App
- Control is allowed for all AV sources

#### LOWER DECK: GARAGE

This is an Audio only zone with a total of 2 pairs of marine speakers and 1 marine performance subwoofers. An intelligent amplifier provides amplification. Control of all AV sources is via a Crestron in wall touch panel.

#### AUDIO SOURCES

- Airplay
- Central Jukebox
- Party Mode



AIR - PLAY



JUKE BOX

#### AUDIO

- 4 x Marine in ceiling/bulkhead speakers
- 1 x Marine in ceiling/bulkhead subwoofers
- Amplification provided by an intelligent amplifier system

#### VIDEO

- None required

#### CONTROL

- Control of all devices will be from an in-wall touch panel
- Control of a specific device connected via Airplay is not provisioned

#### CONTROL SYSTEM

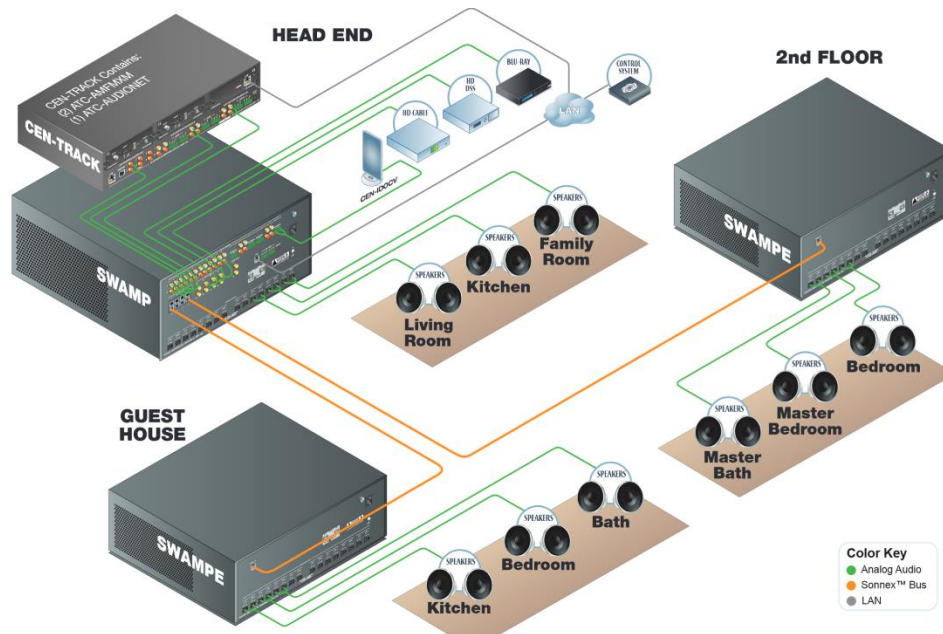
Crestron Automation

With Crestron LATEST series 3 processors you can easily control everything on board, room-by-room, using an app or using their proprietary touch screens and remotes



Crestron has been the industry leader in home automation and control for more than four decades. All Crestron products are designed, built, and guaranteed to work together flawlessly as a complete system, rather than a collection of unrelated **DISTRIBUTED AUDIO/CENTRAL SOURCES**

Crestron Multi Zone Audio distribution/amplifier



Central Audio Jukebox/iTunes Library/AirPlay



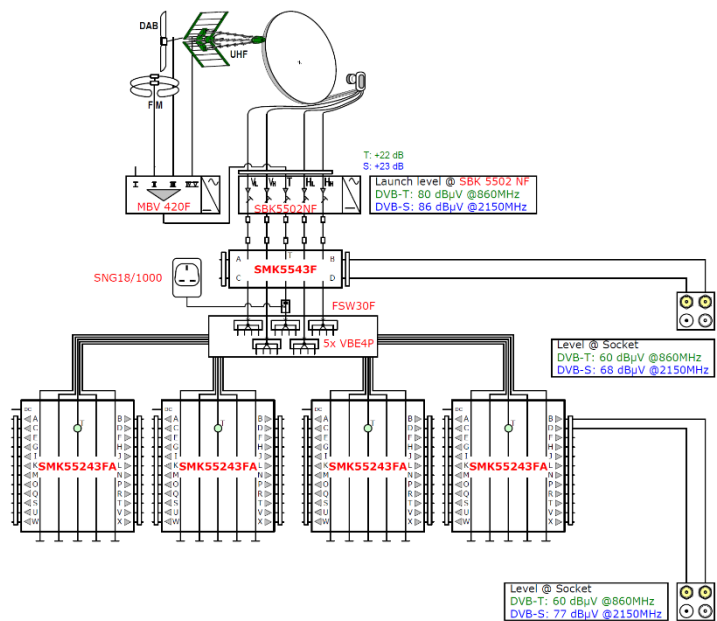
The MMS-5e Music Streamer is a solid-state, five-source music streamer, complete with the features and functionality expected from the Autonomic family of products. Seamlessly integrate the MMS-5e into any popular automation system, and deliver playback of pure, 24-bit/192kHz high-resolution audio, in addition to the most popular online music streaming services.



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**SAT TV DISTRIBUTION/FM DISTRIBUTION**



\* Provisions will be made to ensure that the infrastructure supports the latest SKY Q RF network as well as the latest Direct TV RF Network requirements.

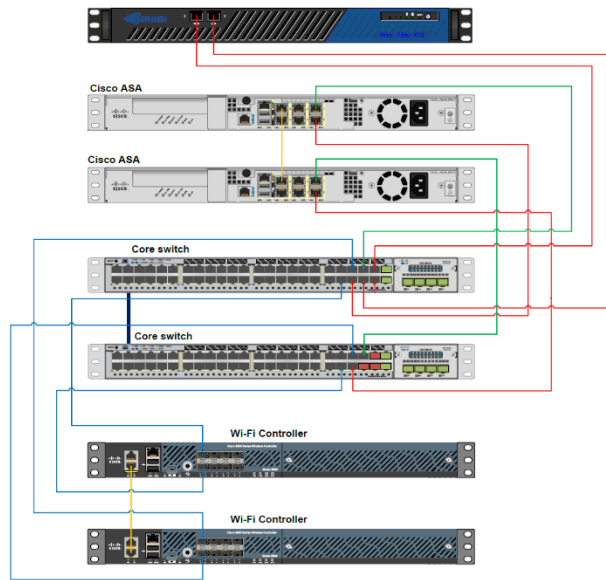
**3. IT NETWORK**

*Network Components*

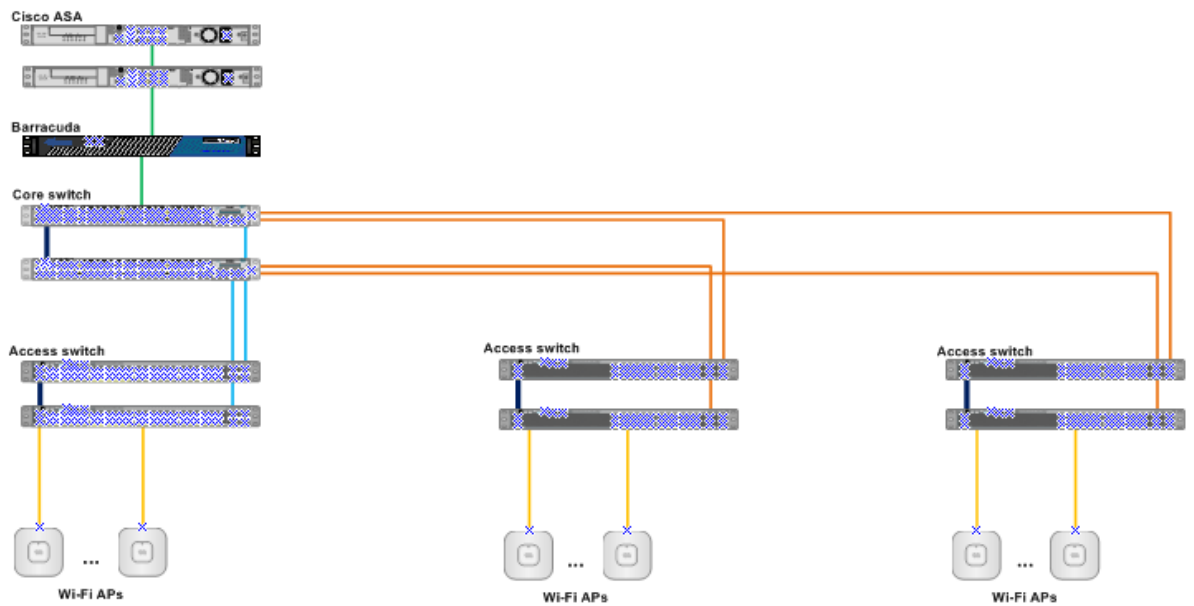
Yacht Intelligence assumes that BN61519131 requires an architecture that integrates voice, data, AV and control in a seamless, secure and robust environment. We are also aware of the requirement to not only manage the procurement and provisioning process, but to ensure that the project is predictable, controllable and manageable during and after the completed installation and handover.

The delivery of the converged solution can broadly be broken down into three areas:

- The Wired LAN Solution
- Traffic Management/Routing
- The Wireless LAN Solution



*\* An illustration/sample of a core network by Yi*



*\* An illustration/sample of a complete network topology by Yi*

#### 4. MAST/COM

##### COBHAM/SEATEL TVRO



##### SEATEL 120 TVHD

The Sea Tel 120 TVHD antenna system features a new triple port feed and LNB that are capable of simultaneously receiving all three of the main satellites that DIRECTV® broadcasts their High Definition and Standard Definition programming on.

The Sea Tel 120 TVHD is also capable of receiving worldwide Ku-Band High Definition and Standard Definition programming without having to make adjustments to the hardware.

##### COBHAM/SAILOR 900/20W HP VSAT



##### SAILOR 900 VSAT

SAILOR 900 VSAT is an easy and quick to deploy three axis stabilized VSAT antenna with the highest RF performance in the 1m antenna class. Verified by extensive Eutelsat tests, you can trust that SAILOR 900 VSAT works with any leading VSAT platforms in the market.

Every SAILOR 900 VSAT antenna system comes factory-tested, equipped ready-to-go with standardized top-quality RF components (8W BUC, LNBS, OMT/diplexer) - and only one cable between antenna and below-deck

This proposal makes a provision for the supply of 2 SAILOR 900/8W unit. The systems are contract free with no modems.

#### **PABX SYSTEM (TELEPHONE EXCHANGE)-PANSONIC NS700**

Scope: The VoIP telephone system including costs for special cables, hook up and commissioning

The VoIP telephone system will be integrated with the IT system.

Telephone model to be agreed in accordance with D&A schedule.

An assumption/provision has been made for up to 2 V Sat Lines, 1 GSM Lines & 1 Shore lines



#### **5. PAYMENT TERMS**

N/A

#### **6. ORDER ACCEPTANCE**

N/A

#### **7. BUDGETS**

- AV & Control system, Supplied and Installed
- Network Equipment(wired/wireless)/Voice Capable/Control System/AV System, Supplied and Installed
- RF Distribution System, Supplied and Installed

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- TVRO/AM-FM Systems, Supplied and Installed
- VSAT Antenna, Supplied and Installed
- PABX System, Supplied and Installed
- GSM Voice/4G Data System, Supplied and Installed
- Rack System, IEC power distribution, Supplied and Installed
- Rack Cabling, Patch Panels, Terminations, connectors, cable labelling
- Field Cable estimate
- HDMI/Local In-Room Cabling
- Expenses and shipping, estimates until a full and more detailed proposal is completed

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Please quote reference YIP17-134 ENQ Rev R2 in any correspondence or order.