### **RESOLUTION**

### ROCK COUNTY BOARD OF SUPERVISORS

Brent Sutherland INITIATED BY



7/29/2022 DATE DRAFTED

### Awarding the Contract for the Audio and Visual Equipment and Installation for the IT/911 Renovation Project

WHEREAS, the 2022 budget included funds for the audio and visual equipment as part of the IT addition and 911 renovation project; and

WHEREAS, the cost for this equipment, installation, and support agreement is \$301,254.17; and

**WHEREAS**, Rock County is piggy back UW- State Contract #22-5174 through AVI Systems of Madison WI to take advantage of volume pricing.

**NOW, THEREFORE, BE IT RESOLVED**, that the Rock County Board of Supervisors duly assembled this <u>11th</u> day of <u>August</u>, 2022 does hereby approve and authorize awarding a contract in the amount of \$301,254.17, to AVI Systems of Madison WI, for the Audio Visual equipment and installation at the new Information Technology Department building and the 911 Communications Center.

### FISCAL NOTE:

This project is being funded with a combination of sales tax revenue and debt.

Sherry Oja Finance Director

### **LEGAL NOTE:**

The County Board is authorized to take this action pursuant to §§ 59.01 and 59.51, Wis. Stats. In addition, § 59.52(29), Wis. Stats., requires the project to be let to the lowest responsible bidder.

Richard Greenlee Corporation Counsel

### ADMINISTRATIVE NOTE:

Recommended.

Randy Terronez

Assistant to the County Administrator

### **Committee Action**

**General Services Committee** 

The General Services Committee recommended this resolution for approval by a unanimous voice vote.

### Rock County, Wisconsin 51 South Main Street Janesville WI 53545



General Services
Facilities Management
Maintenance
(608) 757-5527

# **Executive Summary**

Awarding the contract for the audio and visual equipment, installation and support agreement at the new Information Technology department building and the 911 Communication Center.

To take advantage of volume pricing, we are piggybacking UW contract #22-5174 with AVI Systems of Madison WI in the amount of \$301,254.17

These funds were included in the budget for the IT/911 addition and renovation project.



# **STAR Piggybacking Request**

Instructions: Send the completed form via e-mail to: doadlprocplan@wisconsin.gov

Section 1: Agency Red	questing Piggyback					
Agency Requesting Pi	ggyback:				Agency Business Uni	t Number:
Agency Contact Name	2:		Phone Number:	E-Mail	Address:	
My agency has no contract and they	otified the Originating/Cor have agreed.	ntra	cting Agency identific	ed in Sec	ction 2 below that we in	ntend to use their
Section 2: Originating						
Originating/Contraction UW Madison Purchas					Agency Business Unit 28500	t Number:
Originating/Contraction  Marty Rostermundt	ng Agency Contact Name:		Phone Number: <b>608-262-1526</b>		Address: rostermundt@wisc.edu	1
Section 3: Contract In	formation					
Contract Number	:	Sup	plier Name			Supplier ID Number
22-5174		SYS <sup>.</sup> TEC FEA SYS <sup>.</sup>	P CREATIVIT LLC; ARR TEMS INC.; AVI-SPL I HNOLOGIES INC.; EP RING'S AUDIO VIDEO TEMS; ONE DIVERSIF RNEY BROTHERS INC	LLC; CON A AUDIC O SECUR FIED; PRO	IFERENCE D VISUAL, INC.; ITY; FULL COMPASS	
Commodity/Service C	odes: <b>840-00, 880-00,</b>	880	)-11	Estim	ated Annual Spend:	\$
Is the purchase of sof	tware included in this req	uest	t? If "yes", complete	Section	5 below. Yes	No N/A
Section 4: Eligibility C						
	lidated the following, in c	om	pliance with the requ	uirement	s of the State Procurer	ment Manual, PRO-D-
Contract is Open	Contract Effective Dates	s:	03/10/22 - 02/28/	/25	Renewal Options: 2	years
Competitively Bid	Request for Bid/Proposa	al N	umber:	22-5	5174	
Supplier(s) is/are r	not on the Certification fo	r Co	ollection of Sales and	Use Tax	Ineligible Vendor Direc	ctory
Supplier(s) is/are r	not on the Contract Comp	lian	ce Ineligible Vendor	Director	у	
Impact, if any, on any	minority business enterp	rise	, disabled veteran-ov	wned bu	siness or work center:	
Contract scope ma	atches my agency's need.					
Description of the sco	pe of the original procure	eme	nt and how it corresp	oonds to	the commodity/servic	e to be purchased:

	St	ate Bureau of Procurement	Use Only	
Request Approved:	Date:	Approved By (Initia	I): If U	W, STAR Contract Number Assigned:
Yes No				
		<u> </u>	•	
Section 5: Software	Purchase Impact on	STAR System		
• .	•	•		chasing Policy (see PIM 17-001 and
		•		ftware purchases and include a
technical contact tha	it can be reached for	questions related to your ag	ency's requ	iest.
Agency Technical Co	ntact Name:	Phone Number:		E-Mail Address:
My agency has re	eviewed the in-scope	modules of the STAR System	n and we <b>d</b>	o not consider the requested
software to overlap	or conflict with system	n functionality.		
My agency has re	eviewed the in-scope	modules of the STAR System	n and the r	equested software does appear to
overlap or conflict, ir	n whole or in part, wi	th system functionality. We h	nereby requ	uest that approval be granted to
make the purchase.				
Provide a rationale for	or approval of the red	quest where there appears to	be a confl	lict or overlap with the STAR System:

TIERNEY

BROTHERS INC.

% Discount

5%

5% 5%

10%

15%

10%

FULL COMPASS

SYSTEMS

% Discount

16%

16%

12%

10%

ONE

DIVERSIFIED

% Discount

5%

5%

15%

12%

18%

15%

PRO SOUND,

INC.

% Discount

10% 10%

10%

12%

12%

11%

18%

	4.0. DICITAL VIDEO CANAEDAS	ACP CREATIVIT	ARROW AUDIO	AVI SYSTEMS	A) (I CD) 11 C	CONFERENCE	EPA AUDIO	FEARING'S
	1.0 DIGITAL VIDEO CAMERAS	LLC	INC.	INC.	AVI-SPL LLC	TECHNOLOGIES INC.	VISUAL, INC.	AUDIO VIDEO SECURITY
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount
	Canon	2%	70 Discount	5%	5%	70 Discourie	70 Discourie	70 Discount
	Grass Valley	10%		370	370	24%		
	JVC	10/0		5%		10%		
	Marshall Electronics	11%	20%	18%		25%	15%	7%
	Panasonic	6%	10%	10%		10%	13/0	7 /0
		0%	10%	10%		10%		
	Samsung	F0/	120/	20%			15%	
	Sony	5%	13% 20%	20%	150/	240/	18%	200/
	Vaddio	18%	20%	20%	15%	21%		20%
Write-In	AVER	6%					7%	
Write-In	BIRDDOG	10%						
Write-In	HUDDLY	15%	16%					
Write-In	PTZ OPTICS	17%		14%				
Write-In	LUMENS	25%		40%				
Write-In	LOGITECH		10%					
Write-In	HUDDLECAM		17%					
Write-In	JABRA		8%					
Write-In	BLACK MAGIC DESIGN					11%		
Write-In	PANASONIC PTZ CAMERAS					10%		
Write-In	1BEYOND			7%			5%	
Write-In	QSC			30%				
		ACD CDEATIVIT	ADDOM/ AUDIO		CONFERENCE	ONE	DDO COUND	TIERNEY
	1.0 DIGITAL VIDEO CAMERA Lenses	ACP CREATIVIT	ARROW AUDIO INC.	AVI-SPL LLC	TECHNOLOGIES INC.	ONE DIVERSIFIED	PRO SOUND, INC.	BROTHERS INC.
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount
1.1	Canon	2%		5%		5%	10%	
1.2	Grass Valley				10%	5%	15%	
1.3	JVC				10%		10%	
1.4	Marshall Electronics	11%	20%		25%		10%	5%
1.5	Panasonic	6%			5%			F0/
1.6					370		10%	5%
	Samsung				370		10%	5%
1.7	Samsung Sony	5%			370		8%	
				15%	21%			5%
1.8	Sony Vaddio	5%		15%				5% 10%
1.8 Write-In	Sony Vaddio AVER	5% 18% 6%		15%				5% 10%
1.8 Write-In Write-In	Sony Vaddio AVER BIRDDOG	5% 18% 6% 10%		15%				5% 10%
1.8 Write-In Write-In Write-In	Sony Vaddio AVER BIRDDOG HUDDLY	5% 18% 6% 10% 15%		15%				5% 10% 15%
1.8 Write-In Write-In Write-In Write-In	Sony Vaddio AVER BIRDDOG HUDDLY PTZ OPTICS	5% 18% 6% 10% 15% 17%		15%				5% 10%
1.8 Write-In Write-In Write-In Write-In	Sony Vaddio AVER BIRDDOG HUDDLY PTZ OPTICS LUMENS	5% 18% 6% 10% 15%		15%	21%			5% 10% 15%
1.8 Write-In Write-In Write-In Write-In	Sony Vaddio AVER BIRDDOG HUDDLY PTZ OPTICS LUMENS BLACK MAGIC DESIGN	5% 18% 6% 10% 15% 17% 25%						5% 10% 15%
1.8 Write-In Write-In Write-In Write-In	Sony Vaddio AVER BIRDDOG HUDDLY PTZ OPTICS LUMENS BLACK MAGIC DESIGN 2.0 DIGITAL STILL CAMERAS	5% 18% 6% 10% 15% 17% 25%	FULL COMPASS	PRO SOUND,	21%			5% 10% 15%
1.8 Write-In Write-In Write-In Write-In	Sony Vaddio AVER BIRDDOG HUDDLY PTZ OPTICS LUMENS BLACK MAGIC DESIGN	5% 18% 6% 10% 15% 17% 25%	FULL COMPASS SYSTEMS		21%			5% 10% 15%
1.8 Write-In Write-In Write-In Write-In	Sony Vaddio AVER BIRDDOG HUDDLY PTZ OPTICS LUMENS BLACK MAGIC DESIGN 2.0 DIGITAL STILL CAMERAS	5% 18% 6% 10% 15% 17% 25%		PRO SOUND,	21%			5% 10% 15%
1.8 Write-In Write-In Write-In Write-In Write-In Write-In Item	Sony Vaddio AVER BIRDDOG HUDDLY PTZ OPTICS LUMENS BLACK MAGIC DESIGN 2.0 DIGITAL STILL CAMERAS Prof/Ind/Comm Grade	5% 18% 6% 10% 15% 17% 25%  ACP CREATIVIT	SYSTEMS	PRO SOUND, INC.	21%			5% 10% 15%
1.8 Write-In Write-In Write-In Write-In Write-In Write-In Item	Sony Vaddio AVER BIRDDOG HUDDLY PTZ OPTICS LUMENS BLACK MAGIC DESIGN 2.0 DIGITAL STILL CAMERAS Prof/Ind/Comm Grade Manufacturer Name:	5% 18% 6% 10% 15% 17% 25%  ACP CREATIVIT LLC % Discount	SYSTEMS % Discount	PRO SOUND, INC. % Discount	21%			5% 10% 15%
1.8 Write-In Write-In Write-In Write-In Write-In Write-In Write-In Write-In 2.1	Sony Vaddio AVER BIRDDOG HUDDLY PTZ OPTICS LUMENS BLACK MAGIC DESIGN  2.0 DIGITAL STILL CAMERAS Prof/Ind/Comm Grade  Manufacturer Name: Canon Samsung	5% 18% 6% 10% 15% 25%  ACP CREATIVIT LLC  Discount 2%	SYSTEMS % Discount	PRO SOUND, INC. % Discount 6%	21%			5% 10% 15%
1.8 Write-In Write-In Write-In Write-In Write-In Write-In Write-In Write-In 2.1	Sony Vaddio AVER BIRDDOG HUDDLY PTZ OPTICS LUMENS BLACK MAGIC DESIGN 2.0 DIGITAL STILL CAMERAS Prof/Ind/Comm Grade Manufacturer Name: Canon	5% 18% 6% 10% 15% 17% 25%  ACP CREATIVIT LLC % Discount	SYSTEMS % Discount	PRO SOUND, INC. % Discount	21%			5% 10% 15%
1.8 Write-In Write-In Write-In Write-In Write-In Write-In Write-In Write-In 2.1 2.2	Sony Vaddio AVER BIRDDOG HUDDLY PTZ OPTICS LUMENS BLACK MAGIC DESIGN  2.0 DIGITAL STILL CAMERAS Prof/Ind/Comm Grade  Manufacturer Name: Canon Samsung Sony	5% 18% 6% 10% 15% 17% 25%  ACP CREATIVIT LLC % Discount 2%	SYSTEMS % Discount	PRO SOUND, INC. % Discount 6%	21%			5% 10% 15%
1.8 Write-In Write-In Write-In Write-In Write-In Write-In Write-In Write-In 2.1 2.2	Sony Vaddio AVER BIRDDOG HUDDLY PTZ OPTICS LUMENS BLACK MAGIC DESIGN  2.0 DIGITAL STILL CAMERAS Prof/Ind/Comm Grade  Manufacturer Name: Canon Samsung Sony NIKON	5% 18% 6% 10% 15% 17% 25%  ACP CREATIVIT LLC % Discount 2% 2% ACP CREATIVIT	% Discount 30%	PRO SOUND, INC. % Discount 6% 5% PRO SOUND,	21%			5% 10% 15%

2.1	Canon	2%	25%	10%								
2.2	Samsung											
2.3	Sony	2%		5%								
WRITE-IN	NIKON	2%										
	2.0 DIGITAL STILL CAMERAS Lens	ACP CREATIVIT LLC	PRO SOUND, INC.									
Item	Manufacturer Name:	% Discount	% Discount									
	Canon	2%	12%									
	Samsung											
	Sony	2%	8%									
WRITE-IN	NIKON	2%										
	2.0 DIGITAL STILL CAMERAS Other accessories	ACP CREATIVIT LLC	PRO SOUND, INC.									
Item	Manufacturer Name:	% Discount	% Discount									
	Canon	2%	5%									
	Samsung											
	Sony	2%	8%									
WRITE-IN		2%	CONFEDENCE				1					
	3.0 CAMERA ACCESSORIES (Cases, tripods, arms/brackets/bars, etc)	ACP CREATIVIT LLC	CONFERENCE TECHNOLOGIES INC.	FULL COMPASS SYSTEMS	ONE DIVERSIFIED	PRO SOUND, INC.						
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	1					
	Anton Bauer	5%	15%			13%	1					
	Manfrotto	20%		21%	5%	10%	1					
	Sachtler	5%	25%			13%	1					
Write-In	SKB	45%					1					
	PROMASTER	20%					1					
Write-In	PORTA-BRACE	5%					1					
Write-In	PELICAN	5%					1					
Write-In	VADDIO ACCESSORIES		18%				ı					
	4.0 AV Production Equipment (Switchers, Processors, Recorders, etc)	ACP CREATIVIT LLC	ARROW AUDIO INC.	AVI SYSTEMS INC.	AVI-SPL LLC	CONFERENCE TECHNOLOGIES INC.	EPA AUDIO VISUAL, INC.	FEARING'S AUDIO VIDEO SECURITY	FULL COMPASS SYSTEMS	ONE DIVERSIFIED	PRO SOUND, INC.	TIERNEY BROTHERS INC.
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount
	AJA Video	5%		10%		18%			15%	5%	15%	10%
	Blackmagic Design	5%		5%		11%		5%	5%	10%	10%	15%
	Broadcast Pix			10%							10%	5%
	Chyron			10%		5%						
	Data Video	7%	12%			15%		10%		6%	11%	
	Ensemble Designs - Avenue	1%		10%		18%						
	Ensemble Designs - Brighteye	1%		10%		18%					5%	
	Evertz			12%		18%				5%		
	Grass Valley	10%		10%		24%				5%		
	Harris											
4.11				10%		10%					12%	
	Kramer Electronics	30%	35%	35%	38%	24%	30%		30%	30%	20%	35%
	Roland	15%	18%	10%		15%	15%		15%		15%	
	Ross Video	10%		10%		25%				5%	20%	
	Sony	10%	13%	15%		12%				5%	12%	10%
	ATEN	25%										
	ATLONA	20%										
Write-In	ALENATEK	4.00/				4				4		4
Write-In	NEWTEK ROLAND	10% 10%										

	LEIGHTRONIX	5%		5%								
Write-In Write-In	TVONE	370	20%	3/0								
	NEWTEK		20%			150/						
Write-In						15%	100/					
Write-In	VADDIO 5.0 TVs (LCD, LED, Plasma)					CONFERENCE	18%	FEARING'S				
	Prof/Industrial/Commercial Grade	ACP CREATIVIT LLC	ARROW AUDIO INC.	AVI SYSTEMS INC.	AVI-SPL LLC	TECHNOLOGIES INC.	EPA AUDIO VISUAL, INC.	AUDIO VIDEO SECURITY	FULL COMPASS SYSTEMS	ONE DIVERSIFIED	PRO SOUND, INC.	TIERNEY BROTHERS INC.
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount
5.1	LG	12%	12%	16%	20%	17%	10%	12%		4%	17%	15%
	NEC	15%	16%	20%	20%	1%		14%		15%	21%	10%
	Panasonic	18%	19%	18%	25%	24%		14%	16%	15%	19%	12%
	Planar	10%	10%	12%	22%	8%	10%	10%		10%		15%
	Samsung	15%	20%	25%	20%	41%	20%	15%		18%	20%	25%
	Sharp	26%	17%	20%	28%	23%	20%	14%		20%	17%	20%
	Sony	15%	6%	16%	18%	17%	15%	10%		15%	18%	15%
Write-In	NEWLINE	35%	070	22%	1070	1770	1370	1070		1370	1070	1370
Write-In	VIEWSONIC	15%	17%	24%								
Write-In	SEURA	10%	1770	2470								
Write-In	PHILIPS	10%	25%	25%								
write-iii	5.0 TVs (LCD, LED, Plasma)											
	Consumer Grade	ACP CREATIVIT LLC	ONE DIVERSIFIED	PRO SOUND, INC.								
Item	Manufacturer Name:	% Discount	% Discount	% Discount								
5.1	LG		4%									
	NEC		10%									
5.3	Panasonic		10%									
	Planar		10%									
5.5	Samsung		10%	8%								
	Samsung Sharn		10% 10%	8%								
5.6	Sharp		10%									
5.6 5.7	Sharp Sony			8% 5%								
5.6 5.7 Write-In	Sharp Sony NEWLINE		10%									
5.6 5.7 Write-In Write-In	Sharp Sony NEWLINE VIEWSONIC	10%	10%									
5.6 5.7 Write-In	Sharp Sony NEWLINE VIEWSONIC SEURA	10%	10%		CONFERENCE		FEARING'S					ı
5.6 5.7 Write-In Write-In	Sharp Sony NEWLINE VIEWSONIC	ACP CREATIVIT LLC	10%		CONFERENCE TECHNOLOGIES INC.	EPA AUDIO VISUAL, INC.	FEARING'S AUDIO VIDEO SECURITY	FULL COMPASS SYSTEMS	ONE DIVERSIFIED	PRO SOUND, INC.	TIERNEY BROTHERS INC.	
5.6 5.7 Write-In Write-In	Sharp Sony NEWLINE VIEWSONIC SEURA	ACP CREATIVIT	10% 10%	5%	TECHNOLOGIES		AUDIO VIDEO					
5.6 5.7 Write-In Write-In Write-In	Sharp Sony NEWLINE VIEWSONIC SEURA 6.0 Test Equipment	ACP CREATIVIT LLC	10% 10% AVI SYSTEMS INC.	5% AVI-SPL LLC	TECHNOLOGIES INC.	VISUAL, INC.	AUDIO VIDEO SECURITY	SYSTEMS	DIVERSIFIED	INC.	BROTHERS INC.	
5.6 5.7 Write-In Write-In Write-In	Sharp Sony NEWLINE VIEWSONIC SEURA 6.0 Test Equipment Manufacturer Name:	ACP CREATIVIT LLC % Discount	10% 10% AVI SYSTEMS INC. % Discount	5%  AVI-SPL LLC  % Discount	TECHNOLOGIES INC. % Discount	VISUAL, INC. % Discount	AUDIO VIDEO SECURITY % Discount	SYSTEMS	DIVERSIFIED % Discount	INC. % Discount	% Discount	
5.6 5.7 Write-In Write-In Write-In Item 6.1	Sharp Sony NEWLINE VIEWSONIC SEURA 6.0 Test Equipment  Manufacturer Name: Crestron	ACP CREATIVIT LLC % Discount	10% 10% AVI SYSTEMS INC. % Discount	5%  AVI-SPL LLC  % Discount	TECHNOLOGIES INC. % Discount	VISUAL, INC. % Discount	AUDIO VIDEO SECURITY % Discount	SYSTEMS	DIVERSIFIED % Discount	INC. % Discount	% Discount	
5.6 5.7 Write-In Write-In Write-In Item 6.1	Sharp Sony NEWLINE VIEWSONIC SEURA 6.0 Test Equipment  Manufacturer Name: Crestron Harris Kramer Electronics	ACP CREATIVIT LLC % Discount 40%	10% 10% AVI SYSTEMS INC. % Discount 40%	AVI-SPL LLC % Discount 46%	TECHNOLOGIES INC. % Discount 45%	VISUAL, INC. % Discount	AUDIO VIDEO SECURITY % Discount	% Discount	M Discount 41%	% Discount 44%	% Discount 40%	
5.6 5.7 Write-In Write-In Write-In Item 6.1 6.2 6.3	Sharp Sony NEWLINE VIEWSONIC SEURA 6.0 Test Equipment  Manufacturer Name: Crestron Harris Kramer Electronics	ACP CREATIVIT LLC % Discount 40%	10% 10% AVI SYSTEMS INC. % Discount 40%	AVI-SPL LLC % Discount 46%	TECHNOLOGIES INC. % Discount 45%	VISUAL, INC. % Discount	AUDIO VIDEO SECURITY % Discount	% Discount	M Discount 41%	% Discount 44%	% Discount 40%	
5.6 5.7 Write-In Write-In Write-In Item 6.1 6.2 6.3	Sharp Sony NEWLINE VIEWSONIC SEURA 6.0 Test Equipment  Manufacturer Name: Crestron Harris Kramer Electronics Tektronix	ACP CREATIVIT LLC  % Discount 40%	10% 10% AVI SYSTEMS INC. % Discount 40%	5%  AVI-SPL LLC  % Discount 46%  38%	TECHNOLOGIES INC. % Discount 45% 24% 10%	VISUAL, INC.  % Discount  42%	AUDIO VIDEO SECURITY % Discount 40%	% Discount	% Discount 41% 30%	NC.  % Discount 44%  20% 10%	% Discount 40% 35%	
5.6 5.7 Write-In Write-In Write-In Item 6.1 6.2 6.3 6.4 6.5 Write-In	Sharp Sony NEWLINE VIEWSONIC SEURA 6.0 Test Equipment  Manufacturer Name: Crestron Harris Kramer Electronics Tektronix Extron HALL RESEARCH	ACP CREATIVIT LLC  % Discount 40%	10% 10% AVI SYSTEMS INC. % Discount 40% 30%	5%  AVI-SPL LLC  % Discount 46%  38%	TECHNOLOGIES INC. % Discount 45% 24% 10% 47%	VISUAL, INC.  % Discount  42%	AUDIO VIDEO SECURITY % Discount 40%	% Discount	% Discount 41% 30%	NC.  % Discount 44%  20% 10%	% Discount 40% 35%	
5.6 5.7 Write-In Write-In Write-In Item 6.1 6.2 6.3 6.4	Sharp Sony NEWLINE VIEWSONIC SEURA 6.0 Test Equipment  Manufacturer Name: Crestron Harris Kramer Electronics Tektronix Extron	ACP CREATIVIT LLC  % Discount 40%	10% 10% AVI SYSTEMS INC. % Discount 40% 30%	5%  AVI-SPL LLC  % Discount 46%  38%	TECHNOLOGIES INC. % Discount 45% 24% 10%	VISUAL, INC.  % Discount  42%	AUDIO VIDEO SECURITY % Discount 40%	SYSTEMS % Discount 28%  FEARING'S AUDIO VIDEO	% Discount 41% 30%	NC.  % Discount 44%  20% 10%	% Discount 40% 35%	
5.6 5.7 Write-In Write-In Write-In Item 6.1 6.2 6.3 6.4 6.5 Write-In	Sharp Sony NEWLINE VIEWSONIC SEURA 6.0 Test Equipment  Manufacturer Name: Crestron Harris Kramer Electronics Tektronix Extron HALL RESEARCH TELESTREAM	ACP CREATIVIT LLC  % Discount 40% 30% 45% ACP CREATIVIT	10% 10% 10% AVI SYSTEMS INC. % Discount 40% 30% 42% 25%	AVI-SPL LLC  % Discount 46%  38%  45%	TECHNOLOGIES INC. % Discount 45%  24% 10% 47%	VISUAL, INC.  % Discount 42%  42%  CONFERENCE TECHNOLOGIES	AUDIO VIDEO SECURITY % Discount 40% 40%	SYSTEMS  % Discount  28%  FEARING'S	DIVERSIFIED  % Discount  41%  30%  40%	INC.  % Discount 44%  20% 10% 41%  PRO SOUND,	BROTHERS INC.  % Discount 40% 35% 43%	
5.6 5.7 Write-In Write-In Write-In  Item 6.1 6.2 6.3 6.4 6.5 Write-In Write-In	Sharp Sony NEWLINE VIEWSONIC SEURA 6.0 Test Equipment  Manufacturer Name: Crestron Harris Kramer Electronics Tektronix Extron HALL RESEARCH TELESTREAM 7.0 Blu-Ray Players, Recorders & Streamers	ACP CREATIVIT LLC  % Discount 40%  30%  45%  ACP CREATIVIT LLC	10% 10% 10%  AVI SYSTEMS INC. % Discount 40% 30% 42% 25%  ARROW AUDIO INC.	AVI-SPL LLC  % Discount 46%  38%  45%  AVI SYSTEMS INC.	TECHNOLOGIES INC.  % Discount 45%  24% 10% 47%  10% AVI-SPL LLC	VISUAL, INC.  % Discount 42%  42%  CONFERENCE TECHNOLOGIES INC.	AUDIO VIDEO SECURITY % Discount 40% 40%  EPA AUDIO VISUAL, INC.	SYSTEMS % Discount  28%  FEARING'S AUDIO VIDEO SECURITY	DIVERSIFIED  % Discount 41%  30%  40%  ONE DIVERSIFIED	INC.  % Discount 44%  20% 10% 41%  PRO SOUND, INC.	BROTHERS INC.  % Discount 40% 35% 43% TIERNEY BROTHERS INC.	
5.6 5.7 Write-In Write-In Write-In  Item 6.1 6.2 6.3 6.4 6.5 Write-In Write-In  Item T.1	Sharp Sony NEWLINE VIEWSONIC SEURA 6.0 Test Equipment  Manufacturer Name: Crestron Harris Kramer Electronics Tektronix Extron HALL RESEARCH TELESTREAM 7.0 Blu-Ray Players, Recorders & Streamers  Manufacturer Name:	ACP CREATIVIT LLC  % Discount 40%  30%  45%  ACP CREATIVIT LLC  % Discount	10% 10% 10% AVI SYSTEMS INC. % Discount 40% 30% 42% 25%  ARROW AUDIO INC. % Discount	AVI-SPL LLC  % Discount 46%  38%  45%  AVI SYSTEMS INC.  % Discount	TECHNOLOGIES INC.  % Discount 45%  24% 10% 47%  10% AVI-SPL LLC  % Discount	VISUAL, INC.  % Discount 42%  42%  CONFERENCE TECHNOLOGIES INC. % Discount	AUDIO VIDEO SECURITY  % Discount 40%  40%  40%  EPA AUDIO VISUAL, INC.  % Discount	SYSTEMS  % Discount  28%  FEARING'S AUDIO VIDEO SECURITY % Discount	DIVERSIFIED  % Discount 41%  30%  40%  ONE DIVERSIFIED  % Discount	INC.  % Discount 44%  20% 10% 41%  PRO SOUND, INC.  % Discount	BROTHERS INC.  % Discount 40% 35% 43% TIERNEY BROTHERS INC. % Discount	
5.6 5.7 Write-In Write-In Write-In  Item 6.1 6.2 6.3 6.4 6.5 Write-In Write-In  Item 7.1 7.2	Sharp Sony NEWLINE VIEWSONIC SEURA 6.0 Test Equipment  Manufacturer Name: Crestron Harris Kramer Electronics Tektronix Extron HALL RESEARCH TELESTREAM 7.0 Blu-Ray Players, Recorders & Streamers  Manufacturer Name: Denon	ACP CREATIVIT LLC  % Discount 40%  30%  45%  ACP CREATIVIT LLC  % Discount	10% 10% 10% AVI SYSTEMS INC. % Discount 40% 30% 42% 25%  ARROW AUDIO INC. % Discount	AVI-SPL LLC  % Discount 46%  38%  45%  AVI SYSTEMS INC.  % Discount	TECHNOLOGIES INC.  % Discount 45%  24% 10% 47%  10% AVI-SPL LLC  % Discount	VISUAL, INC.  % Discount 42%  42%  CONFERENCE TECHNOLOGIES INC. % Discount 20%	AUDIO VIDEO SECURITY  % Discount 40%  40%  40%  EPA AUDIO VISUAL, INC.  % Discount	SYSTEMS  % Discount  28%  FEARING'S AUDIO VIDEO SECURITY % Discount	DIVERSIFIED  % Discount 41%  30%  40%  ONE DIVERSIFIED  % Discount	INC.  % Discount 44%  20% 10% 41%  PRO SOUND, INC.  % Discount	BROTHERS INC.  % Discount 40% 35% 43% TIERNEY BROTHERS INC. % Discount	
5.6 5.7 Write-In Write-In Write-In  Item 6.1 6.2 6.3 6.4 6.5 Write-In Write-In  Item 7.1 7.2 7.3	Sharp Sony NEWLINE VIEWSONIC SEURA 6.0 Test Equipment  Manufacturer Name: Crestron Harris Kramer Electronics Tektronix Extron HALL RESEARCH TELESTREAM 7.0 Blu-Ray Players, Recorders & Streamers  Manufacturer Name: Denon JVC Pro Samsung	ACP CREATIVIT LLC  % Discount 40%  30%  45%  ACP CREATIVIT LLC  % Discount	10% 10% 10% AVI SYSTEMS INC. % Discount 40% 30% 42% 25%  ARROW AUDIO INC. % Discount	AVI-SPL LLC  % Discount 46%  38%  45%  AVI SYSTEMS INC.  % Discount	TECHNOLOGIES INC.  % Discount 45%  24% 10% 47%  10% AVI-SPL LLC  % Discount	VISUAL, INC.  % Discount 42%  42%  CONFERENCE TECHNOLOGIES INC. % Discount 20%	AUDIO VIDEO SECURITY  % Discount 40%  40%  40%  EPA AUDIO VISUAL, INC.  % Discount	SYSTEMS  % Discount  28%  FEARING'S AUDIO VIDEO SECURITY % Discount	DIVERSIFIED  % Discount  41%  30%  40%  ONE DIVERSIFIED  % Discount  8%	INC.  % Discount 44%  20% 10% 41%  PRO SOUND, INC.  % Discount	BROTHERS INC.  % Discount 40% 35% 43% TIERNEY BROTHERS INC. % Discount	
5.6 5.7 Write-In Write-In Write-In  Item 6.1 6.2 6.3 6.4 6.5 Write-In Write-In  Item 7.1 7.2 7.3	Sharp Sony NEWLINE VIEWSONIC SEURA 6.0 Test Equipment  Manufacturer Name: Crestron Harris Kramer Electronics Tektronix Extron HALL RESEARCH TELESTREAM 7.0 Blu-Ray Players, Recorders & Streamers  Manufacturer Name: Denon JVC Pro Samsung Sharp	ACP CREATIVIT LLC  % Discount 40%  30%  45%  ACP CREATIVIT LLC  % Discount 5%	10% 10% 10% AVI SYSTEMS INC. % Discount 40% 30% 42% 25%  ARROW AUDIO INC. % Discount	AVI-SPL LLC  % Discount 46%  38%  45%  AVI SYSTEMS INC.  % Discount	TECHNOLOGIES INC.  % Discount 45%  24% 10% 47%  10%  AVI-SPL LLC  % Discount 16%	VISUAL, INC.  % Discount 42%  42%  CONFERENCE TECHNOLOGIES INC. % Discount 20% 10%	AUDIO VIDEO SECURITY  % Discount 40%  40%  EPA AUDIO VISUAL, INC.  % Discount 18%	SYSTEMS  % Discount  28%  FEARING'S AUDIO VIDEO SECURITY % Discount	DIVERSIFIED  % Discount  41%  30%  40%  ONE DIVERSIFIED  % Discount  8%	INC.  % Discount 44%  20% 10% 41%  PRO SOUND, INC.  % Discount	BROTHERS INC.  % Discount 40% 35% 43%  TIERNEY BROTHERS INC. % Discount 15%	
5.6 5.7 Write-In Write-In Write-In  Item 6.1 6.2 6.3 6.4 6.5 Write-In Write-In  Item 7.1 7.2 7.3 7.4	Sharp Sony NEWLINE VIEWSONIC SEURA 6.0 Test Equipment  Manufacturer Name: Crestron Harris Kramer Electronics Tektronix Extron HALL RESEARCH TELESTREAM 7.0 Blu-Ray Players, Recorders & Streamers  Manufacturer Name: Denon JVC Pro Samsung Sharp Sony	ACP CREATIVIT LLC  % Discount 40%  30%  45%  ACP CREATIVIT LLC  % Discount	10% 10% 10% AVI SYSTEMS INC. % Discount 40% 30% 42% 25%  ARROW AUDIO INC. % Discount	AVI-SPL LLC  % Discount 46%  38%  45%  AVI SYSTEMS INC.  % Discount	TECHNOLOGIES INC.  % Discount 45%  24% 10% 47%  10% AVI-SPL LLC  % Discount	VISUAL, INC.  % Discount 42%  42%  CONFERENCE TECHNOLOGIES INC. % Discount 20%	AUDIO VIDEO SECURITY  % Discount 40%  40%  40%  EPA AUDIO VISUAL, INC.  % Discount	SYSTEMS  % Discount  28%  FEARING'S AUDIO VIDEO SECURITY % Discount	DIVERSIFIED  % Discount  41%  30%  40%  ONE DIVERSIFIED  % Discount  8%	INC.  % Discount 44%  20% 10% 41%  PRO SOUND, INC.  % Discount	BROTHERS INC.  % Discount 40% 35% 43% TIERNEY BROTHERS INC. % Discount	
5.6 5.7 Write-In Write-In Write-In  Item 6.1 6.2 6.3 6.4 6.5 Write-In Write-In  Item 7.1 7.2 7.3 7.4 7.5	Sharp Sony NEWLINE VIEWSONIC SEURA 6.0 Test Equipment  Manufacturer Name: Crestron Harris Kramer Electronics Tektronix Extron HALL RESEARCH TELESTREAM 7.0 Blu-Ray Players, Recorders & Streamers  Manufacturer Name: Denon JVC Pro Samsung Sharp	ACP CREATIVIT LLC  % Discount 40%  30%  45%  ACP CREATIVIT LLC  % Discount 5%	10% 10% 10% AVI SYSTEMS INC. % Discount 40% 30% 42% 25%  ARROW AUDIO INC. % Discount 8%	AVI-SPL LLC  % Discount 46%  38%  45%  AVI SYSTEMS INC.  % Discount 15%	TECHNOLOGIES INC.  % Discount 45%  24% 10% 47%  10%  AVI-SPL LLC  % Discount 16%	VISUAL, INC.  % Discount 42%  42%  42%  CONFERENCE TECHNOLOGIES INC. % Discount 20% 10%	AUDIO VIDEO SECURITY  % Discount 40%  40%  EPA AUDIO VISUAL, INC.  % Discount 18%	SYSTEMS  % Discount  28%  FEARING'S AUDIO VIDEO SECURITY % Discount	DIVERSIFIED  % Discount  41%  30%  40%  ONE DIVERSIFIED  % Discount  8%	INC.  % Discount 44%  20% 10% 41%  PRO SOUND, INC.  % Discount 13%	BROTHERS INC.  % Discount 40% 35% 43%  TIERNEY BROTHERS INC. % Discount 15%	

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	8.0 DVD Players (multiformat, stand alone, combo and/or recorders)	AVI SYSTEMS INC.	AVI-SPL LLC	CONFERENCE TECHNOLOGIES INC.	EPA AUDIO VISUAL, INC.	FEARING'S AUDIO VIDEO SECURITY	PRO SOUND, INC.	TIERNEY BROTHERS INC.				
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount				
	Denon	15%	16%	20%	18%	15%	10%	15%				
	JVC			10%								
	Samsung											
	Sony		16%		5%		10%	10%				
	Tascam	19%	2070	22%	20%		10%	1070				
Write-In	LG	1570		18%	2070		1070					
Wille III	9.0 Document Cameras/Projectors	ACP CREATIVIT	ARROW AUDIO	AVI SYSTEMS INC.	AVI-SPL LLC	CONFERENCE TECHNOLOGIES INC.	EPA AUDIO VISUAL, INC.	FEARING'S AUDIO VIDEO SECURITY	ONE DIVERSIFIED	PRO SOUND, INC.	TIERNEY BROTHERS INC.	
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	
9.1	Avermedia	8%	9%	13%					10%	12%	15%	
9.2	Lumens	30%	30%	40%		42%		35%	10%	39%	35%	
9.3	Qomo			30%		30%				28%		
	Elmo	28%		30%		30%	28%	15%	15%		20%	
	Vaddio	18%	20%	21%	15%	21%	20%	20%	15%	18%	15%	
	Wolf Vision	8%	10%	13%		15%			20%		20%	
Write-In	HOVERCAM	20%	15%	15%		1370			2070		5%	
Write-In	EPSON	2070	1370	7%							370	
Write-In	ELMO OX SERIES			7 /0		15%						
write-iii	10.0 Audio Amplifiers, Mixers, Processors & Related	ACP CREATIVIT	ARROW AUDIO	AVI SYSTEMS INC.	AVI-SPL LLC	CONFERENCE TECHNOLOGIES INC.	EPA AUDIO VISUAL, INC.	FEARING'S AUDIO VIDEO SECURITY	FULL COMPASS SYSTEMS	ONE DIVERSIFIED	PRO SOUND, INC.	TIERNEY BROTHERS INC.
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount
10.1	AMX	40%	40%		45%	51%		40%		40%	35%	45%
10.2	Biamp	42%	40%	40%	40%	45%	38%	45%		35%	37%	40%
10.3	Bogen	40%		45%	40%						37%	45%
	Bosch	32%		35%						30%	36%	30%
	Clearone	22%	25%	25%		28%				30%		20%
	Crestron	40%	40%	40%	46%	45%	42%	40%		41%	44%	40%
	Crown	40%	40%	40%	35%	48%	35%	40%	30%	40%	34%	35%
	EAW	25%	4070	4070	3370	35%	3370	4070	3070	4070	28%	30%
	Electrovoice	30%				32%				30%	25%	30%
	Extron	45%	40%	42%	45%	47%	42%	40%		40%	41%	40%
	Kramer Electronics	30%	35%	35%	38%	24%	42/0	4076	200/	30%		35%
	Lab Gruppen	23%	25%	25%	3670	24%	22%		30%	30%	20%	30%
	Mackie	10%	23/0	10%		18%	22/0			5%		13%
10.14		31%	30%	30%	34%	35%		30%	26%	30%	32%	30%
							200/					
	Shure	30%	25%	25%	25%	35%	28%	33%	20%	28%	32%	12%
	Sony	10%	200/	250/		260/	200/			450/	15%	200/
10.18		20%	29%	25%		36%	28%		250/	15%	25%	30%
	Yamaha	15%	19%			35%			26%	15%	27%	20%
Write-In	ALLEN & HEATH	20%										
	ATLONG	20%										
Write-In	ATLAS	22%		35%								
Write-In	DANLEY	20%										
Write-In	ATEN	25%										
Write-In	BSS	40%	40%	40%								
Write-In	LEA PRO		40%									
Write-In	BOSE			42%								
Write-In	JBL			35%								
	L											

	_					IS PER VENDOR	•					
Write-In	LEA			35%								
Write-In	RDL			25%								15%
Write-In	STEWART AUDIO			30%								
Write-In	SYMETRIX			30%								
Write-In	CAMBRIDGE SOUND					45%						
Write-In	LECTROSONICS					22%						
				A1 // C1/CTT1 4C		CONFERENCE		FEARING'S			222 221112	======
		ACP CREATIVIT	ARROW AUDIO	AVI SYSTEMS	AVI-SPL LLC	TECHNOLOGIES	EPA AUDIO	AUDIO VIDEO	FULL COMPASS	ONE DIVERSIFIED	PRO SOUND,	TIERNEY
	11.0 Microphone Systems - Wired	LLC	INC.	INC.		INC.	VISUAL, INC.	SECURITY	SYSTEMS	DIVERSIFIED	INC.	BROTHERS INC.
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount
11.1	AKG	32%	30%	35%	48%	42%	29%	40%	30%		32%	35%
11.2	Audio Technica	15%	20%	20%	15%	15%	18%		30%	10%	26%	20%
11.3	Califone	30%										25%
11.4	Clearone	22%	25%	25%		12%				30%		27%
11.5	Clock Audio	1%		25%		32%				20%		
11.6	Crown	40%	40%		35%	48%		40%		40%	NOW AKG	35%
	Electro-Voice	30%				32%			28%	30%	35%	30%
	Revolabs		23%			15%	23%			15%		20%
	Sennheiser	17%	20%	25%	22%	10%			19%	20%	30%	24%
	Shure	32%	25%	27%	20%	35%	26%	33%	20%	28%	34%	12%
	Sony	3270	13%	25%	20,0	15%	20,0	3373	2070	20/0	15%	12/0
Write-In	EARTHWORKS	15%	10/0	30%		2570					2570	
Write-In	PANASONIC	5%		3070								
Write-In	BEYERDYNAMIC	370	20%									
Write-In	NUREVA		10%									10%
-	AUDIX		10%	20%								35%
Write-In				30%								33%
Write-In	BOSCH						150/					
Write-In	VADDIO			14%		220/	15%					
Write-In	LECTROSONICS					22%	200/					
Write-In	BIAMP					CONFERENCE	38%	FFADINGIS				
		ACP CREATIVIT	ARROW AUDIO	AVII CVCTERAC				FEARING'S	FULL CONADACC			TIERNEY
				AVI SYSTEMS	AVII CDI LLC		EPA AUDIO	ALIDIO VIDEO	FULL COMPASS	ONE	PRO SOUND,	HERINET
	12.0 Microphone Systems - Wireless	LLC	INC.	INC.	AVI-SPL LLC	TECHNOLOGIES	EPA AUDIO VISUAL, INC.	AUDIO VIDEO	SYSTEMS	ONE DIVERSIFIED	PRO SOUND, INC.	BROTHERS INC.
Iltem	12.0 Microphone Systems - Wireless  Manufacturer Name		INC.	INC.		TECHNOLOGIES INC.	VISUAL, INC.	SECURITY	SYSTEMS	DIVERSIFIED	INC.	BROTHERS INC.
Item 12.1	Manufacturer Name:	% Discount	% Discount	INC. % Discount	% Discount	TECHNOLOGIES INC. % Discount		SECURITY % Discount	SYSTEMS % Discount		% Discount	% Discount
12.1	Manufacturer Name:	% Discount 32%	% Discount	% Discount	% Discount	TECHNOLOGIES INC. % Discount 42%	VISUAL, INC.  % Discount	SECURITY	% Discount 30%	% Discount	% Discount	% Discount 35%
12.1 12.2	Manufacturer Name: AKG Audio Technica	% Discount 32% 15%	## NC.  ## Discount    30%   15%	## NC.  ## Discount  ## 30%  ## 20%	% Discount	TECHNOLOGIES INC. % Discount 42% 15%	VISUAL, INC.	SECURITY % Discount	SYSTEMS % Discount	M Discount  10%	## NC.  ## Discount  ## 30%  ## 26%	% Discount 35% 20%
12.1 12.2 12.3	Manufacturer Name: AKG Audio Technica Audix	% Discount 32% 15% 27%	% Discount	% Discount	% Discount	TECHNOLOGIES INC. % Discount 42%	VISUAL, INC.  % Discount	SECURITY % Discount	% Discount 30%	% Discount	% Discount	BROTHERS INC.  % Discount 35% 20% 35%
12.1 12.2 12.3 12.4	Manufacturer Name: AKG Audio Technica Audix Califone	% Discount 32% 15% 27% 30%	## NC.  ## Discount  30%  15%  28%	## NC.  ## Discount  30%  20%  25%	% Discount	TECHNOLOGIES INC.  % Discount 42% 15% 22%	VISUAL, INC.  % Discount	SECURITY % Discount	% Discount 30%	% Discount  10% 15%	## NC.  ## Discount  ## 30%  ## 26%	## BROTHERS INC.  ## Discount  ## 35%  ## 20%  ## 35%  ## 25%
12.1 12.2 12.3 12.4 12.5	Manufacturer Name: AKG Audio Technica Audix Califone Clearone	% Discount 32% 15% 27%	## NC.  ## Discount    30%   15%	## INC.  ## Discount  30%  20%  25%	% Discount	TECHNOLOGIES INC.  % Discount 42% 15% 22%	VISUAL, INC.  % Discount	SECURITY % Discount	% Discount 30%	% Discount  10% 15%	## NC.  ## Discount  ## 30%  ## 26%	BROTHERS INC.  % Discount 35% 20% 35%
12.1 12.2 12.3 12.4 12.5 12.6	Manufacturer Name: AKG Audio Technica Audix Califone Clearone Clock Audio	% Discount 32% 15% 27% 30% 22%	## NC.  ## Discount  30%  15%  28%	## NC.  ## Discount  30%  20%  25%	% Discount 15% 26%	TECHNOLOGIES INC.  % Discount 42% 15% 22%  12% 32%	VISUAL, INC.  % Discount	SECURITY % Discount 40%	% Discount 30%	10% 15% 30% 20%	INC.  % Discount  30%  26%  20%	## BROTHERS INC.  ## Discount    35%     20%     35%     25%     27%
12.1 12.2 12.3 12.4 12.5 12.6	Manufacturer Name:  AKG Audio Technica Audix Califone Clearone Clock Audio	% Discount 32% 15% 27% 30% 22%	## NC.  ## Discount  30%  15%  28%	## INC.  ## Discount  30%  20%  25%	% Discount	TECHNOLOGIES INC.  % Discount 42% 15% 22%  12% 32% 48%	VISUAL, INC.  % Discount	SECURITY % Discount	% Discount 30%	DIVERSIFIED  % Discount  10% 15%  30% 20% 40%	INC.  % Discount  30%  26%  20%  NOW AKG	BROTHERS INC.  % Discount  35% 20% 35% 25% 27% 35%
12.1 12.2 12.3 12.4 12.5 12.6 12.7	Manufacturer Name:  AKG Audio Technica Audix Califone Clearone Clock Audio Crown Electro-Voice	% Discount 32% 15% 27% 30% 22%	INC.  % Discount  30%  15%  28%  20%	## INC.  ## Discount  30%  20%  25%	% Discount 15% 26%	TECHNOLOGIES INC.  % Discount 42% 15% 22%  12% 32% 48% 32%	VISUAL, INC.  % Discount	SECURITY % Discount 40%	% Discount 30%	10% 15% 30% 20%	NC.  % Discount  30%  26%  20%  NOW AKG  35%	BROTHERS INC.  % Discount  35% 20% 35% 25% 27%  35% 30%
12.1 12.2 12.3 12.4 12.5 12.6 12.7 12.8	Manufacturer Name:  AKG Audio Technica Audix Califone Clearone Clock Audio Crown Electro-Voice Lectosonics	% Discount 32% 15% 27% 30% 22% 40% 30%	INC.  % Discount  30%  15%  28%  20%	## INC.  ## Discount  30%  20%  25%	% Discount 15% 26%	TECHNOLOGIES INC.  % Discount 42% 15% 22%  12% 32% 48% 32% 22%	VISUAL, INC.  % Discount	SECURITY % Discount 40%	% Discount 30%	DIVERSIFIED  % Discount  10% 15%  30% 20% 40%	INC.  % Discount  30%  26%  20%  NOW AKG	BROTHERS INC.  % Discount 35% 20% 35% 25% 27% 35% 30% 10%
12.1 12.2 12.3 12.4 12.5 12.6 12.7 12.8 12.9	Manufacturer Name:  AKG Audio Technica Audix Califone Clearone Clock Audio Crown Electro-Voice Lectosonics MiPro	% Discount 32% 15% 27% 30% 22% 40% 30% 37%	INC.  % Discount  30%  15%  28%  20%	## INC.  ## Discount  30%  20%  25%	% Discount 15% 26%	TECHNOLOGIES INC.  % Discount 42% 15% 22%  12% 32% 48% 32%	VISUAL, INC.  % Discount	SECURITY % Discount 40%	% Discount 30%	DIVERSIFIED  % Discount  10% 15%  30% 20% 40%	NC.  % Discount  30%  26%  20%  NOW AKG  35%  5%	BROTHERS INC.  % Discount  35% 20% 35% 25% 27%  35% 30%
12.1 12.2 12.3 12.4 12.5 12.6 12.7 12.8 12.9 12.10	Manufacturer Name:  AKG Audio Technica Audix Califone Clearone Clock Audio Crown Electro-Voice Lectosonics MiPro Rode	% Discount 32% 15% 27% 30% 22% 40% 30%	INC.  % Discount  30%  15%  28%  20%  23%  30%	## INC.  ## Discount  30%  20%  25%	% Discount 15% 26%	TECHNOLOGIES INC.  % Discount 42% 15% 22%  12% 32% 48% 32% 48% 32% 43%	VISUAL, INC. % Discount 15%	SECURITY % Discount 40%	% Discount 30%	DIVERSIFIED  % Discount  10% 15%  30% 20% 40% 30%	NC.  % Discount  30%  26%  20%  NOW AKG  35%	BROTHERS INC.  % Discount 35% 20% 35% 25% 27% 35% 30% 10% 50%
12.1 12.2 12.3 12.4 12.5 12.6 12.7 12.8 12.9 12.10 12.11	Manufacturer Name:  AKG Audio Technica Audix Califone Clearone Clock Audio Crown Electro-Voice Lectosonics MiPro Rode Revolabs	% Discount 32% 15% 27% 30% 22% 40% 30% 37% 20%	INC.  % Discount  30%  15%  28%  20%  23%  30%  13%	INC.  % Discount  30%  20%  25%  25%  25%	% Discount  15% 26%  35%	TECHNOLOGIES INC.  % Discount 42% 15% 22%  12% 32% 48% 32% 48% 32% 22% 43%	VISUAL, INC.  % Discount	SECURITY % Discount 40%	SYSTEMS  % Discount 30% 30%	DIVERSIFIED  % Discount  10% 15%  30% 20% 40% 30%  15%	NC.  % Discount  30%  26%  20%  NOW AKG  35%  5%	BROTHERS INC.  % Discount 35% 20% 35% 25% 27% 35% 30% 10% 50%
12.1 12.2 12.3 12.4 12.5 12.6 12.7 12.8 12.9 12.10 12.11 12.12	Manufacturer Name:  AKG Audio Technica Audix Califone Clearone Clock Audio Crown Electro-Voice Lectosonics MiPro Rode Revolabs Sennheiser	% Discount 32% 15% 27% 30% 22% 40% 30% 20%	INC.  % Discount  30%  15%  28%  20%  23%  30%  13%  20%	INC.  % Discount 30% 20% 25% 25% 25% 15%	% Discount  15% 26%  35%	TECHNOLOGIES INC.  % Discount 42% 15% 22%  12% 32% 48% 32% 48% 32% 22% 43% 15% 10%	VISUAL, INC.  % Discount  15%	SECURITY % Discount 40% 40%	\$YSTEMS  % Discount 30% 30%	DIVERSIFIED  % Discount  10% 15%  30% 20% 40% 30%  15% 20%	NC.  % Discount 30% 26% 20%  NOW AKG 35% 5%  10%	BROTHERS INC.  % Discount  35% 20% 35% 25% 27%  35% 30% 10% 50%  20% 24%
12.1 12.2 12.3 12.4 12.5 12.6 12.7 12.8 12.9 12.10 12.11 12.12 12.13	Manufacturer Name:  AKG  Audio Technica  Audix  Califone Clearone Clock Audio Crown Electro-Voice Lectosonics MiPro MiPro Rode Revolabs Sennheiser Shure	% Discount 32% 15% 27% 30% 22% 40% 30% 37% 20%	INC.  % Discount  30%  15%  28%  20%  23%  30%  13%	INC.  % Discount  30%  20%  25%  25%  25%	% Discount  15% 26%  35%	TECHNOLOGIES INC.  % Discount 42% 15% 22%  12% 32% 48% 32% 22% 43% 15% 10% 35%	VISUAL, INC. % Discount 15%	SECURITY % Discount 40%	SYSTEMS  % Discount 30% 30%	DIVERSIFIED  % Discount  10% 15%  30% 20% 40% 30%  15%	NC.  % Discount 30% 26% 20%  NOW AKG 35% 5%  10%	BROTHERS INC.  % Discount 35% 20% 35% 25% 27% 35% 30% 10% 50%
12.1 12.2 12.3 12.4 12.5 12.6 12.7 12.8 12.9 12.10 12.11 12.12 12.13 12.14	Manufacturer Name:  AKG  Audio Technica  Audix  Califone Clearone Clock Audio Crown Electro-Voice Lectosonics MiPro MiPro Rode Revolabs Sennheiser Shure Sony	% Discount 32% 15% 27% 30% 22% 40% 30% 20% 17% 35%	INC.  % Discount  30%  15%  28%  20%  23%  30%  13%  20%	INC.  % Discount 30% 20% 25% 25% 25% 15% 30%	% Discount  15% 26%  35%	TECHNOLOGIES INC.  % Discount 42% 15% 22%  12% 32% 48% 32% 48% 32% 22% 43% 15% 10%	VISUAL, INC.  % Discount  15%	SECURITY % Discount 40% 40%	\$YSTEMS  % Discount 30% 30%	DIVERSIFIED  % Discount  10% 15%  30% 20% 40% 30%  15% 20%	NC.  % Discount 30% 26% 20%  NOW AKG 35% 5%  10%	BROTHERS INC.  % Discount  35% 20% 35% 25% 27%  35% 30% 10% 50%  20% 24%
12.1 12.2 12.3 12.4 12.5 12.6 12.7 12.8 12.9 12.10 12.11 12.12 12.13 12.14 12.15 Write-In	Manufacturer Name:  AKG Audio Technica Audix Califone Clearone Clock Audio Crown Electro-Voice Lectosonics MiPro Rode Revolabs Sennheiser Shure Sony YAMAHA	% Discount 32% 15% 27% 30% 22% 40% 30% 17% 35%	INC.  % Discount  30%  15%  28%  20%  23%  30%  13%  20%	INC.  % Discount 30% 20% 25% 25% 25% 15%	% Discount  15% 26%  35%	TECHNOLOGIES INC.  % Discount 42% 15% 22%  12% 32% 48% 32% 22% 43% 15% 10% 35%	VISUAL, INC.  % Discount  15%	SECURITY % Discount 40% 40%	\$YSTEMS  % Discount 30% 30%	DIVERSIFIED  % Discount  10% 15%  30% 20% 40% 30%  15% 20%	NC.  % Discount 30% 26% 20%  NOW AKG 35% 5%  10%	BROTHERS INC.  % Discount  35% 20% 35% 25% 27%  35% 30% 10% 50%  20% 24%
12.1 12.2 12.3 12.4 12.5 12.6 12.7 12.8 12.9 12.10 12.11 12.12 12.13 12.14 12.15 Write-In	Manufacturer Name:  AKG  Audio Technica  Audix  Califone Clearone Clock Audio Crown Electro-Voice Lectosonics MiPro MiPro Rode Revolabs Sennheiser Shure Sony	% Discount 32% 15% 27% 30% 22% 40% 30% 20% 17% 35%	INC.  % Discount  30%  15%  28%  20%  23%  30%  13%  20%	INC.  % Discount 30% 20% 25% 25% 25% 15% 30%	% Discount  15% 26%  35%	TECHNOLOGIES INC.  % Discount 42% 15% 22%  12% 32% 48% 32% 22% 43% 15% 10% 35%	VISUAL, INC.  % Discount  15%	SECURITY % Discount 40% 40%	\$YSTEMS  % Discount 30% 30%	DIVERSIFIED  % Discount  10% 15%  30% 20% 40% 30%  15% 20%	NC.  % Discount 30% 26% 20%  NOW AKG 35% 5%  10%	BROTHERS INC.  % Discount  35% 20% 35% 25% 27%  35% 30% 10% 50%  20% 24%
12.1 12.2 12.3 12.4 12.5 12.6 12.7 12.8 12.9 12.10 12.11 12.12 12.13 12.14 12.15 Write-In	Manufacturer Name:  AKG Audio Technica Audix Califone Clearone Clock Audio Crown Electro-Voice Lectosonics MiPro Rode Revolabs Sennheiser Shure Sony YAMAHA	% Discount 32% 15% 27% 30% 22% 40% 30% 17% 35%	INC.  % Discount  30%  15%  28%  20%  23%  30%  13%  20%	INC.  % Discount 30% 20% 25% 25% 25% 15% 30%	% Discount  15% 26%  35%	TECHNOLOGIES INC.  % Discount 42% 15% 22%  12% 32% 48% 32% 22% 43% 15% 10% 35%	VISUAL, INC.  % Discount  15%	SECURITY % Discount 40% 40%	\$YSTEMS  % Discount 30% 30%	DIVERSIFIED  % Discount  10% 15%  30% 20% 40% 30%  15% 20%	NC.  % Discount 30% 26% 20%  NOW AKG 35% 5%  10%	BROTHERS INC.  % Discount  35% 20% 35% 25% 27%  35% 30% 10% 50%  20% 24%
12.1 12.2 12.3 12.4 12.5 12.6 12.7 12.8 12.9 12.10 12.11 12.12 12.13 12.14 12.15 Write-In Write-In	Manufacturer Name:  AKG  Audio Technica  Audix  Califone Clearone Clock Audio Crown Electro-Voice Lectosonics MiPro Rode Revolabs Sennheiser Shure Sony YAMAHA PANASONIC	% Discount 32% 15% 27% 30% 22% 40% 30% 17% 35%	## INC.  ## Discount  30%  15%  28%  20%  23%  30%  13%  20%  25%	INC.  % Discount 30% 20% 25% 25% 25% 15% 30%	% Discount  15% 26%  35%	TECHNOLOGIES INC.  % Discount 42% 15% 22%  12% 32% 48% 32% 22% 43% 15% 10% 35%	VISUAL, INC.  % Discount  15%	SECURITY % Discount 40% 40%	\$YSTEMS  % Discount 30% 30%	DIVERSIFIED  % Discount  10% 15%  30% 20% 40% 30%  15% 20%	NC.  % Discount 30% 26% 20%  NOW AKG 35% 5%  10%	BROTHERS INC.  % Discount  35% 20% 35% 25% 27%  35% 30% 10% 50%  20% 24%
12.1 12.2 12.3 12.4 12.5 12.6 12.7 12.8 12.9 12.10 12.11 12.12 12.13 12.14 12.15 Write-In Write-In Write-In	Manufacturer Name:  AKG Audio Technica Audix Califone Clearone Clock Audio Crown Electro-Voice Lectosonics MiPro Rode Revolabs Sennheiser Shure Sony YAMAHA PANASONIC BEYERDYNAMIC	% Discount 32% 15% 27% 30% 22% 40% 30% 17% 35%	## INC.  ## Discount  30%  15%  28%  20%  23%  30%  13%  20%  25%	INC.  % Discount 30% 20% 25% 25% 25% 35% 30%	% Discount  15% 26%  35%	TECHNOLOGIES INC.  % Discount  42%  15%  22%  12%  32%  48%  32%  22%  43%  15%  10%  35%	VISUAL, INC.  % Discount  15%	SECURITY % Discount 40% 40%	\$YSTEMS  % Discount 30% 30%	DIVERSIFIED  % Discount  10% 15%  30% 20% 40% 30%  15% 20%	NC.  % Discount 30% 26% 20%  NOW AKG 35% 5%  10%	BROTHERS INC.  % Discount  35% 20% 35% 25% 27%  35% 30% 10% 50%  20% 24%

	T			T KICING /	AND DISCOUN	IS PER VENDOR	`					
Write-In	LECTROSONICS					22%						
Write-In	FRONT ROW											5%
Write-In	AUDIO ENHANCEMENT											5%
	13.0 Audio Speakers & Mounting Hardware	ACP CREATIVIT LLC	ARROW AUDIO INC.	AVI SYSTEMS INC.	AVI-SPL LLC	CONFERENCE TECHNOLOGIES INC.	EPA AUDIO VISUAL, INC.	FEARING'S AUDIO VIDEO SECURITY	FULL COMPASS SYSTEMS	ONE DIVERSIFIED	PRO SOUND, INC.	TIERNEY BROTHERS INC.
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount
	Atlas Sound	22%	30%	36%	36%	40%	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	30%	/x = xx = xx = x	10%	34%	35%
	Bogen	40%		43%		1070		30,1			40%	43%
	Bose	5%		42%		45%				40%	20%	10%
	Brown Innovations	370		1270		1570				1070	2070	38%
	Community	40%	40%	40%		45%	36%	40%	28%	30%	40%	28%
	Crestron	40%	40%	40%	46%	45%	42%	40%	2070	41%	44%	40%
	Z EAW	25%	4070	30%	4070	35%	4270	4070	28%	41/0	28%	28%
	B Electro-Voice	30%		3070		32%			28%	30%	34%	28%
	Extron	45%	40%	42%	45%	47%	42%	40%	2870	40%	41%	43%
13.10		40%	30%	36%	24%	38%	27%	40%	28%	20%	28%	35%
	Klipsch	40/0	30/0	25%	24/0	40%	21/0	4070	20/0	20/0	2070	3370
	Mackie	10%		10%		18%			28%	5%	15%	11%
	B OWI	10/0	45%	45%		49%			20/0	J/0	44%	33%
13.14		31%	30%	29%	34%	35%		30%	28%	30%	32%	30%
	Soundtube	28%	30%	30%	34/0	18%	27%	10%	20/0	25%	32/0	28%
		20/0	25%	23%		26%	22%	10%		35%		20%
	Tannoy TOA	20%	29%	30%		36%	22%		20%	35%	200/	30%
			29%	30%		30%			20%		29%	30%
Write-In	MARTIN AUDIO	25% 20%	400/									
Write-In	DANLEY	20%	40%									
Write-In	FULCRUM		30%									
Write-In	K-ARRAY		30%	100/								
Write-In	BIAMP			40%								
Write-In	YAMAHA					25%						
Write-In	ANCHOR					CONFERENCE	25%	FEARING'S				
	14.0 System Components (Switchers, distribution amps, scalers, converters, power, equipment racks	ACP CREATIVIT	ARROW AUDIO	AVI SYSTEMS	AVI-SPL LLC	TECHNOLOGIES	EPA AUDIO	AUDIO VIDEO	FULL COMPASS	ONE	PRO SOUND,	TIERNEY
	and related)	LLC	INC.	INC.	AVI-3FL LLC	INC.	VISUAL, INC.	SECURITY	SYSTEMS	DIVERSIFIED	INC.	BROTHERS INC.
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount
14.1	Altinex					23%			20%		10%	
14.2	AMX	40%	40%	50%	53%	51%	40%	40%		40%	35%	45%
14.3	Atlona	20%	30%	30%		32%	27%			18%	22%	30%
14.4	Atlas Sound	22%	30%	36%	36%	40%		30%		10%	31%	35%
14.5	Barco	10%		25%		24%					27%	12%
	Blackmagic Designs	5%		5%		11%		5%		10%	10%	15%
	7 Crestron	40%	40%	40%	46%	45%	42%	40%		41%	44%	40%
	Ensemble Designs - Avenue	1%				18%						
	Ensemble Designs - Brighteye	1%				18%					5%	
	Evertz			25%		18%				5%	15%	
	Extron	45%	40%	42%	45%	47%	42%	40%		40%	41%	43%
14.12		15%	20%	23%		20%		10%	18%	15%	12%	15%
	Furman	38%	40%	38%		50%			32%	14%	40%	35%
	Intelix by Liberty AV Solutions	23,0	40%	35%		20%	35%		22%	/.	40%	35%
	Kramer Electronics	30%	35%	35%	38%	24%	30%		33%	30%	20%	35%
	Littlite	32%	5570	3370	55/0	_ +/0	3370		30%	3370	12%	5570
	Middle Atlantic	45%	45%	43%	37%	50%	38%	35%	3070	35%	42%	40%
	Raxxess	13/0	43/0	13/0	3770	33/0	33/0	33/0		33/0	12/0	40%
14.19		28%	28%	28%		40%	25%	23%			29%	15%
14.20	ווער	2070	20%	2070		40%	23%	2370			2570	15%

				PRICING	AND DISCOUN	TS PER VENDOR	₹					
14.21	Sierra	20%			23%	24%						
14.22	Sony	5%	13%			15%					10%	
14.23	Tripplite	30%	20%	25%	25%	39%				5%	28%	30%
14.24	Winsted	15%				28%					10%	10%
Write-In	ATEN	25%										
Write-In	HALL RESEARCH	20%	25%	25%								
Write-In	INOGENIE	10%										
Write-In	MAGEWELL	10%										
Write-In	JUICE GOOSE	8%										
Write-In	SURGEX	15%										
Write-In	TIGHTROPE	5%										
Write-In	BRIGHTSIGN	15%										
Write-In	LEIGHTRONIX	5%										
Write-In	XANTECH	5%										
Write-In	STARTECH	10%										
Write-In	ZEEVEE	10/0	20%									
-	VISIONARY SOLUTIONS		23%									
Write-In			23%	45%								
Write-In	AVPRO EDGE											
Write-In	GEFEN			30%								
Write-In	QSC			30%								
Write-In	SOUND CONTROL			23%								
Write-In	VADDIO			20%								
Write-In	CTI CUSTOM SYSTEMS					10%						
	15.0 Accessibility Technology (assisted listening,	ACP CREATIVIT	ARROW AUDIO	AVI SYSTEMS	AVI-SPL LLC	CONFERENCE	EPA AUDIO	FEARING'S	FULL COMPASS	ONE	PRO SOUND,	TIERNEY
	captioning and related):	LLC	INC.	INC.	AVI-SPL LLC	TECHNOLOGIES INC.	VISUAL, INC.	AUDIO VIDEO SECURITY	SYSTEMS	DIVERSIFIED	INC.	BROTHERS INC.
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount
	Califone	30%	70 Discount	70 Discourit	70 Discourit	70 Discourit	25%	70 Discourie	70 Discourit	70 Discourit	70 Discourie	25%
_	Listen Technology	25%	30%	22%	30%	25%	2370	24%	22%	25%	30%	25%
	Sennheiser	15%	25%	30%	22%	10%		2470	22/0	20%	31%	24%
	Williams Sound	25%	25%	25%	22/0	30%			22%	25%	25%	25%
Write-In	WILLIAMS AV	25%	23/0	23/0		30/0			22/0	23/0	23/0	23/0
write-iii						CONFERENCE		FEARING'S				
	16.0 Presentation Tools (lecture recorders and	ACP CREATIVIT		AVI SYSTEMS	AVI-SPL LLC	TECHNOLOGIES	EPA AUDIO	AUDIO VIDEO	FULL COMPASS	ONE	PRO SOUND,	TIERNEY
	related)	LLC	INC.	INC.		INC.	VISUAL, INC.	SECURITY	SYSTEMS	DIVERSIFIED	INC.	BROTHERS INC.
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount
16.1	AJA	5%		10%		20%			15%		15%	10%
	Barco	10%	5%			24%	10%			20%	25%	12%
	Blackmagic	5%		5%		11%		5%		10%	10%	10%
16.4		40%	40%	40%	11%	45%	42%	40%		41%	44%	40%
	Haivision	5%									2%	
	N Cast	5%		20%								20%
	Sonic Foundry	5%		20%						5%		10%
16.8		45%	40%	42%	45%	47%	42%	40%		40%	41%	43%
Write-In	HOVERCAM Eglass	.0,0	.0,0	2%	.5,0	.,,,	,	1070		.0,0	, 2,0	.570
Write-In	LUMENS			40%								20%
Write-In	MATROX			10%								2070
WINCE III						CONFERENCE		FEARING'S				
	17.0 Signal Amplification, Distribution & Fiber	ACP CREATIVIT	ARROW AUDIO	AVI SYSTEMS	AVI-SPL LLC	TECHNOLOGIES	EPA AUDIO	AUDIO VIDEO	FULL COMPASS	ONE	PRO SOUND,	TIERNEY
	Transmission	LLC	INC.	INC.		INC.	VISUAL, INC.	SECURITY	SYSTEMS	DIVERSIFIED	INC.	BROTHERS INC.
	1141131111331011											
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount
Item 17.1	Manufacturer Name:		% Discount	% Discount 10%	% Discount	% Discount 20%	% Discount	% Discount	% Discount 15%	% Discount	% Discount 15%	% Discount 10%
17.1	Manufacturer Name:	% Discount	% Discount		% Discount		% Discount	% Discount		% Discount		

17.4												
	4 Ensemble Designs - Avenue	1%				18%						
17.5	Ensemble Designs - Brighteye	1%				18%					5%	
17.6	6 Evertz			12%		18%				5%		
17.7	7 Grass Valley	10%				24%				5%	10%	
17.8	B Harris	5%										
	Kramer	30%	35%	35%	38%	24%	30%		28%	30%	20%	35%
	D Ross	10%				25%				5%	20%	
	1 AMX	40%	40%	50%	53%	51%	40%	40%		40%	35%	45%
	2 Extron	45%	40%	42%	45%	47%	42%	40%		40%	41%	43%
	Biamp	42%	40%	4270	40%	45%	38%	40%		35%	39%	40%
Write-In	HALL RESEARCH	20%	4070		4070	4370	3070	4070		3370	3370	4070
Write-In	ZEEVEE	20%										
	ł	20%					270/					
Write-In	ATLONA						27%					
Write-In	ATEN	25%		.==/								
Write-In	AVPRO EDGE			45%								
Write-In	CABLES TO GO			40%								
Write-In	LIBERTY			40%								
Write-In	TRIPPLITE			25%								
Write-In	SOUND CONTROL			23%								
Write-In	TECHLOGIX											
Write-In	CISCO											10%
		ARROW AUDIO	AVII CVCTENAC		CONFERENCE	EPA AUDIO	FEARING'S	ONE	DDO COUND	TIEDNEY		
	18.0 Cables & Connectors		AVI SYSTEMS	AVI-SPL LLC	TECHNOLOGIES		AUDIO VIDEO	ONE	PRO SOUND,	TIERNEY		
		INC.	INC.		INC.	VISUAL, INC.	SECURITY	DIVERSIFIED	INC.	BROTHERS INC.		
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount		
18.1	1 AMX	40%	50%	45%	51%			40%	35%	45%		
18.2	2 Belkin								10%	5%		
18.3	Cables To Go	40%	30%		48%	38%		12%	30%	35%		
18.4	4 Comprehensive	23%	35%		10%			5%	18%	36%		
	5 Crestron	40%	40%	46%	45%	42%	40%	41%	44%	40%		
	5 Extron	40%	42%	45%	47%	42%	40%	40%	41%	43%		
	7 Liberty	40%	40%		15%	38%		20%	40%	35%		
Write-In	BELDEN	10,10	10%		5%	55/1						
Write-In	GEFEN		30%		370							
Write-In	WEST PENN		3070		5%							
-	TECHLOGIX				370							
Write-In	TECHLOGIX											
						CONFEDENCE		EEADING'S				
		ACP CREATIVIT	ARROW AUDIO	AVI SYSTEMS	AVISDLUC	CONFERENCE	EPA AUDIO	FEARING'S	FULL COMPASS	ONE	PRO SOUND,	TIERNEY
	19.0 Video Projectors - Portable (all types)	ACP CREATIVIT LLC	ARROW AUDIO INC.	AVI SYSTEMS INC.	AVI-SPL LLC	TECHNOLOGIES	EPA AUDIO VISUAL, INC.	AUDIO VIDEO	FULL COMPASS SYSTEMS	ONE DIVERSIFIED	PRO SOUND, INC.	TIERNEY BROTHERS INC.
Item	19.0 Video Projectors - Portable (all types)	LLC	INC.	INC.		TECHNOLOGIES INC.	VISUAL, INC.	AUDIO VIDEO SECURITY	SYSTEMS	DIVERSIFIED	INC.	BROTHERS INC.
Item	Manufacturer Name:	% Discount	INC. % Discount		AVI-SPL LLC % Discount	TECHNOLOGIES INC. % Discount		AUDIO VIDEO			% Discount	BROTHERS INC. % Discount
19.1	Manufacturer Name:  1 BenQ	LLC	% Discount 20%	% Discount		TECHNOLOGIES INC. % Discount 22%	VISUAL, INC.	AUDIO VIDEO SECURITY	SYSTEMS	DIVERSIFIED	% Discount	% Discount 15%
19.1 19.2	Manufacturer Name: 1 BenQ 2 Canon	% Discount	INC. % Discount	INC.		TECHNOLOGIES INC. % Discount	VISUAL, INC.	AUDIO VIDEO SECURITY	SYSTEMS	DIVERSIFIED	% Discount	BROTHERS INC. % Discount
19.1 19.2 19.3	Manufacturer Name:  1 BenQ 2 Canon 3 Casio	% Discount	% Discount 20% 18%	% Discount		TECHNOLOGIES INC. % Discount 22% 35%	VISUAL, INC.	AUDIO VIDEO SECURITY	SYSTEMS	% Discount	% Discount 11% 24%	BROTHERS INC.  % Discount 15% 10%
19.1 19.2 19.3 19.4	Manufacturer Name:  1 BenQ 2 Canon 3 Casio 4 Christie	% Discount	% Discount 20%	% Discount		TECHNOLOGIES INC. % Discount 22%	VISUAL, INC.	AUDIO VIDEO SECURITY	SYSTEMS	DIVERSIFIED	## NC.    % Discount	BROTHERS INC.  % Discount 15% 10%
19.1 19.2 19.3 19.4 19.5	Manufacturer Name:  1 BenQ 2 Canon 3 Casio 4 Christie 5 Eiki	% Discount 5%	INC. % Discount 20% 18%	NC. % Discount 25% 32%		TECHNOLOGIES INC. % Discount 22% 35%	% Discount	AUDIO VIDEO SECURITY % Discount	% Discount	DIVERSIFIED  % Discount  25%	% Discount 11% 24%	## BROTHERS INC.  ## Discount  15%  10%  10%  15%
19.1 19.2 19.3 19.4 19.5	Manufacturer Name:  1 BenQ 2 Canon 3 Casio 4 Christie 5 Eiki 6 Epson	% Discount	INC.  % Discount 20% 18% 28%	% Discount		TECHNOLOGIES INC.  % Discount 22% 35%  18%	VISUAL, INC.	AUDIO VIDEO SECURITY	SYSTEMS	% Discount	## NC.    % Discount	BROTHERS INC.  % Discount 15% 10%
19.1 19.2 19.3 19.4 19.5 19.6	Manufacturer Name:  1 BenQ 2 Canon 3 Casio 4 Christie 5 Eiki 6 Epson 7 Hitachi	% Discount 5%	INC. % Discount 20% 18%	NC. % Discount 25% 32%		TECHNOLOGIES INC. % Discount 22% 35%	% Discount	AUDIO VIDEO SECURITY % Discount	% Discount	DIVERSIFIED  % Discount  25%	## NC.    % Discount	## BROTHERS INC.  ## Discount  15%  10%  10%  15%
19.1 19.2 19.3 19.4 19.5 19.6 19.7	Manufacturer Name:  1 BenQ 2 Canon 3 Casio 4 Christie 5 Eiki 6 Epson 7 Hitachi 8 Infocus	% Discount 5%	INC.  % Discount 20% 18% 28%	NC. % Discount 25% 32%		TECHNOLOGIES INC.  % Discount 22% 35%  18%	% Discount	AUDIO VIDEO SECURITY % Discount	% Discount	DIVERSIFIED  % Discount  25%	## NC.    % Discount	## BROTHERS INC.  ## Discount  15%  10%  10%  15%
19.1 19.2 19.3 19.4 19.5 19.6 19.7	Manufacturer Name:  1 BenQ 2 Canon 3 Casio 4 Christie 5 Eiki 6 Epson 7 Hitachi	% Discount 5%	INC.  % Discount 20% 18% 28%	NC. % Discount 25% 32%		TECHNOLOGIES INC.  % Discount 22% 35%  18%	% Discount	AUDIO VIDEO SECURITY % Discount	% Discount	DIVERSIFIED  % Discount  25%	## NC.    % Discount	## BROTHERS INC.  ## Discount  15%  10%  10%  15%
19.1 19.2 19.3 19.4 19.5 19.6 19.7	Manufacturer Name:  1 BenQ 2 Canon 3 Casio 4 Christie 5 Eiki 6 Epson 7 Hitachi 8 Infocus	% Discount 5% 7%	INC.  % Discount 20% 18% 28%  10% 40%	1NC.  % Discount  25%  32%  2%		TECHNOLOGIES INC.  % Discount 22% 35%  18%  10% 50%	% Discount	AUDIO VIDEO SECURITY % Discount	% Discount	% Discount  25%  22%	INC.  % Discount  11%  24%  10%  24%	## BROTHERS INC.  ## Discount  15%  10%  10%  15%  20%
19.1 19.2 19.3 19.4 19.5 19.6 19.7 19.8	Manufacturer Name:  1 BenQ 2 Canon 3 Casio 4 Christie 5 Eiki 6 Epson 7 Hitachi 8 Infocus 9 NEC	% Discount 5% 7%	INC.  % Discount 20% 18% 28%  10% 40%	INC.  % Discount  25%  32%  2%		TECHNOLOGIES INC.  % Discount 22% 35%  18%  10% 50%	% Discount	AUDIO VIDEO SECURITY % Discount	% Discount	% Discount  25%  22%	INC.  % Discount  11%  24%  10%  24%  35%	BROTHERS INC.  % Discount 15% 10%  10% 20% 30%
19.1 19.2 19.3 19.4 19.5 19.6 19.7 19.8 19.10	Manufacturer Name:  1 BenQ 2 Canon 3 Casio 4 Christie 5 Eiki 6 Epson 7 Hitachi 8 Infocus 9 NEC 0 Optoma 1 Panasonic	### Company of the co	INC.  % Discount 20% 18% 28%  10% 40%  25% 35%	1NC.  % Discount  25%  32%  2%  44%  40%		TECHNOLOGIES INC.  % Discount 22% 35%  18%  10% 50%  1% 40%	% Discount	AUDIO VIDEO SECURITY % Discount 5%	% Discount	DIVERSIFIED  % Discount  25%  22%  15%	INC.  % Discount  11%  24%  10%  24%  35%  10%	## BROTHERS INC.  ## Discount  15%  10%  10%  20%  30%  15%
19.1 19.2 19.3 19.4 19.5 19.6 19.7 19.8 19.10 19.11	Manufacturer Name:  1 BenQ 2 Canon 3 Casio 4 Christie 5 Eiki 6 Epson 7 Hitachi 8 Infocus 9 NEC 0 Optoma 1 Panasonic 2 Sony	7% 40% 36% 36%	INC.  % Discount 20% 18% 28%  10% 40%  25% 35%	1NC.  % Discount  25%  32%  2%  44%  40%  36%	% Discount	TECHNOLOGIES INC.  % Discount 22% 35%  18%  10% 50%  1% 40%	VISUAL, INC.  % Discount  7%	AUDIO VIDEO SECURITY % Discount 5% 35% 43%	% Discount  12%  40%	25% 22% 15% 20%	10% 24% 10% 24% 35% 10% 40%	BROTHERS INC.  % Discount 15% 10%  10% 20% 30% 15% 30%
19.1 19.2 19.3 19.4 19.5 19.6 19.7 19.8 19.10	Manufacturer Name:  1 BenQ 2 Canon 3 Casio 4 Christie 5 Eiki 6 Epson 7 Hitachi 8 Infocus 9 NEC 0 Optoma 1 Panasonic	### Company of the co	INC.  % Discount 20% 18% 28%  10% 40%  25% 35%	1NC.  % Discount  25%  32%  2%  44%  40%  36%	% Discount	TECHNOLOGIES INC.  % Discount 22% 35%  18%  10% 50%  1% 40%	VISUAL, INC.  % Discount  7%	AUDIO VIDEO SECURITY % Discount 5% 35% 43%	% Discount  12%  40%	25% 22% 15% 20%	10% 24% 10% 24% 35% 10% 40%	BROTHERS INC.  % Discount 15% 10%  10% 20% 30% 15% 30%

20.1 Ba 20.2 Be 20.3 Ca 20.4 Ca 20.5 Ch 20.6 Ei 20.7 Ep 20.8 Hi	BenQ Canon Casio Christie	ACP CREATIVIT LLC % Discount 10% 5%	ARROW AUDIO INC.  % Discount 18% 20% 18%	AVI SYSTEMS INC.  % Discount 20%	AVI-SPL LLC  % Discount	CONFERENCE TECHNOLOGIES INC. % Discount	EPA AUDIO VISUAL, INC.  % Discount	FEARING'S AUDIO VIDEO SECURITY % Discount	FULL COMPASS SYSTEMS  % Discount	ONE DIVERSIFIED	PRO SOUND, INC.	BROTHERS INC.
20.1 Ba 20.2 Ba 20.3 Ca 20.4 Ca 20.5 Cl 20.6 Ei 20.7 Ep 20.8 Hi 20.9 In 20.10 Ni 20.11 Op 20.12 Pa	Barco BenQ Canon Casio Christie Ciki	10%	18% 20%	20%	% Discount	% Discount	% Discount	% Discount	% Discount	0/ Di	0/ 0:	0/ D:-
20.2 Be 20.3 Cc 20.4 Cc 20.5 Cl 20.6 Ei 20.7 Ep 20.8 Hi 20.9 In 20.10 NI 20.11 Op 20.12 Pe	BenQ Canon Casio Christie Ciki Epson		20%							% Discount	% Discount	% Discount
20.3 Cc 20.4 Cc 20.5 Cl 20.6 Ei 20.7 Eg 20.8 Hi 20.9 In 20.10 NI 20.11 Op 20.12 Pc	Canon Casio Christie Ciki Epson					24%				20%	28%	5%
20.3 Cc 20.4 Cc 20.5 Cl 20.6 Ei 20.7 Eg 20.8 Hi 20.9 In 20.10 NI 20.11 Op 20.12 Pc	Canon Casio Christie Ciki Epson		18%			22%					25%	15%
20.4 Ca 20.5 Ch 20.6 Ei 20.7 Eg 20.8 Hi 20.9 In 20.10 Ni 20.11 Op 20.12 Pa	Casio Christie Ciki Epson			25%		35%					25%	10%
20.5 CH 20.6 Ei 20.7 Eg 20.8 Hi 20.9 In 20.10 NI 20.11 Op 20.12 Pa	Christie Ciki Epson	_										
20.6 Ei 20.7 Eg 20.8 Hi 20.9 In 20.10 NI 20.11 Og 20.12 Pa	pson		18%	32%		18%				25%	30%	10%
20.7 Ep 20.8 Hi 20.9 In 20.10 Ni 20.11 Op 20.12 Pa	pson										20%	15%
20.8 Hi 20.9 In 20.10 NI 20.11 O <sub>I</sub> 20.12 Pa		15%	10%	2%		10%	37%	5%	16%	22%		20%
20.9 In 20.10 NI 20.11 Op 20.12 Pa			40%			50%						
20.10 NI 20.11 O <sub>I</sub> 20.12 Pa	nfocus											
20.11 Op 20.12 Pa		30%	27%	38%		1%		35%		15%	36%	30%
20.12 Pa		55,1	39%	40%		40%		2272			10%	15%
	•	47%	40%	48%		40%		43%	40%	20%	30%	30%
		38%	38%	42%	33%	45%	40%	30%	30%	25%	41%	15%
	/IEWSONIC	25%	2370	. 2,0	23/0	.3,0	. 370		23,0	_3/0	.2,0	=570
	/IVITEK	2070	15%									
	DIGITAL PROJECTION		1370	15%								
	.G			15%								
	PSON BRIGHTER FUTURES			1370	3%	10%						
WIICE III	. SON BRIGHTER FOTORES				CONFERENCE							
21	1.0 Video Projectors - LAMPS (all types)	ACP CREATIVIT LLC	ARROW AUDIO INC.	AVI-SPL LLC	TECHNOLOGIES INC.	EPA AUDIO VISUAL, INC.	ONE DIVERSIFIED	PRO SOUND, INC.	TIERNEY BROTHERS INC.			
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount			
21.1 Be	BenQ				9%			5%	5%			
21.2 Ca	Canon		22%		28%			30%				
21.3 Ch	Christie		10%		18%		25%	14%	5%			
21.4 Ei	iki							24%	5%			
21.5 Ep	pson		10%		10%	10%	22%	24%	20%			
21.6 Hi	litachi		50%		60%							
21.7 ln	nfocus											
21.8 M	Mitsubishi											
21.9 NI	NEC		10%		1%		15%	15%	30%			
21.10 O	Optoma		10%		15%				10%			
21.11 Pa	Panasonic	15%	10%		15%		20%	15%	30%			
21.12 Sh	harp											
21.13 Sc	ony		10%	18%	15%	10%	25%	12%	15%			
Write-In BA	BARCO							20%				
22	22.0 Video Projectors - LENSES (all types)	ACP CREATIVIT	ARROW AUDIO INC.	AVI SYSTEMS INC.	AVI-SPL LLC	CONFERENCE TECHNOLOGIES INC.	EPA AUDIO VISUAL, INC.	FEARING'S AUDIO VIDEO SECURITY	FULL COMPASS SYSTEMS	ONE DIVERSIFIED	PRO SOUND, INC.	TIERNEY BROTHERS INC.
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount
22.1 Be	BenQ	5%	20%			9%					15%	5%
22.2 Ca	Canon		29%	29%		28%					22%	
22.3 Ch	Christie		10%	10%		18%				25%	15%	5%
22.4 Ei	iki										20%	5%
22.5 Ep	pson	15%	10%	25%		10%	10%		12%	22%	18%	20%
22.6 Hi			48%			60%						
	nfocus											
	/itsubishi											
	NEC	10%	10%	10%		1%		5%		15%	11%	30%
	Optoma		45%			55%						10%

#### 22-5174

30%

#### AUDIOVISUAL EQUIPMENT PRICING AND DISCOUNTS PER VENDOR 15% 15% 16% 22.11 Panasonic 18% 5% 20% 20% 10% 22.12 Sharp

22.12	Sharp											
22.13	Sony	11%	10%	10%	18%	8%	10%	6%	16%	25%	14%	15%
Write-In	VIEWSONIC	15%										
Write-In	VIVITEK											
Write-In	BARCO			25%								
Write-In	DIGITAL PROJECTION			15%								
	23.0 Interactive Displays (whiteboards and related)	ACP CREATIVIT	ARROW AUDIO	AVI SYSTEMS INC.	AVI-SPL LLC	CONFERENCE TECHNOLOGIES INC.	EPA AUDIO VISUAL, INC.	FEARING'S AUDIO VIDEO SECURITY	ONE DIVERSIFIED	PRO SOUND, INC.	TIERNEY BROTHERS INC.	
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	
23.1	BenQ	25%	20%			35%				26%	5%	
23.2	Da-Lite	30%	30%		45%	33%	25%				10%	
23.3	Hitachi											
23.4	InFocus											
23.5	NewLine Interactive	25%	10%	20%		25%		17%	12%	31%	20%	
23.6	Panasonic	25%	19%	18%				14%		31%	10%	
23.7	Planar	15%	5%	10%		9%	10%	5%		9%	5%	
	Promethian			30%								
	Samsung	25%	20%	22%			20%	16%	18%	23%	5%	
	Sharp Aquous Board	35%	30%	32%		35%	27%	18%	20%	30%	5%	
	Smart Technologies			15%		22%					20%	
Write-In	VIEWSONIC	20%	20%	20%							10%	
Write-In	ELO	10%										
Write-In	CLEARTOUCH	18%		15%								
Write-In	HOVERCAM Eglass	2%		2070							10%	
Write-In	ELO TOUCH		9%								==//	
Write-In	PHILIPS		25%									
Write-In	HOVERCAM		5%									
Write-In	AVOCOR		3,0	12%			5%				5%	
Write-In	LG			10%			370				370	
Write-In	T1V			5%								
Write-In	SMART TECHNOLOGIES EXT WARRANTY			370		10%						
Write-In	CLEVERTOUCH					1070					10%	
Write-In	DTEN										5%	
Write iii	24.0 Screens - Manual	ACP CREATIVIT	ARROW AUDIO	AVI SYSTEMS INC.	AVI-SPL LLC	CONFERENCE TECHNOLOGIES INC.	EPA AUDIO VISUAL, INC.	FEARING'S AUDIO VIDEO SECURITY	FULL COMPASS SYSTEMS	ONE DIVERSIFIED	PRO SOUND, INC.	TIERNEY BROTHERS INC.
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount
	Da-Lite	30%	30%	35%	40%	33%	25%	33%	28%	27%	40%	15%
	Draper	25%	30%	30%	33%	35%		30%		20%	17%	25%
24.3	Hamilton Buhl										10%	
24.4	Screen Innovations	25%		30%								15%
	25.0 Screens - Electric	ACP CREATIVIT LLC	INC.	AVI SYSTEMS INC.	AVI-SPL LLC	CONFERENCE TECHNOLOGIES INC.	EPA AUDIO VISUAL, INC.	FEARING'S AUDIO VIDEO SECURITY	FULL COMPASS SYSTEMS	ONE DIVERSIFIED	PRO SOUND, INC.	TIERNEY BROTHERS INC.
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount
	Da-Lite	30%	30%	30%	40%	33%	35%	33%	28%	27%	35%	15%
	Draper	25%	30%	30%	33%	35%		30%		20%	15%	25%
	Hamilton Buhl											
25.4	Stewart			20%								
25.5	Screen Innovations	20%		30%								15%
	26.0 Mounting Hardware	ACP CREATIVIT LLC	ARROW AUDIO INC.	AVI SYSTEMS INC.	AVI-SPL LLC	CONFERENCE TECHNOLOGIES INC.	EPA AUDIO VISUAL, INC.	FEARING'S AUDIO VIDEO SECURITY	FULL COMPASS SYSTEMS	ONE DIVERSIFIED	PRO SOUND, INC.	TIERNEY BROTHERS INC.

% Discount 25% 43% 35% 35% 30%

5%

Demot												
2-2.5   Display Devices   10%   40%   42%   45%   47%   38%   40%   40%   22%   40%   22	em	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount
26.5   Perceires	26.1 C	Chief	38%	40%	40%	45%	35%	35%	32%	20%	30%	36%
2-6.   Pereires	26.2 D	Display Devices	10%				22%					
2-6.6   Premier   30%   33%   40%   45%   50%   35%	26.3 E	Extron	45%	40%	42%	45%	47%		40%		40%	41%
256   Middle Atlantic	26.4 P	Peerless	40%	35%	42%		45%	38%		26%	25%	39%
MYRICENT   MACKES   SW   William   STECKER   SW   SW   SW   SW   SW   SW   SW   S												
Writte-In   BADXESS	26.6 N	Middle Atlantic	45%	45%	43%		50%	35%			35%	40%
Write-In   HECKER												
Write-In   STCH			8%									
Write-in   ESI				30%								
Write-in   AVED												
Write-in   SR					35%							
Write-in   TRIPPLITE												
Write-in												
Manufacturer Name:   Molscount   Molscou					2370		20%					
The contract   The							20/0					
ACP CREATIVIT   ARROW AUDIO   AVI SYSTEMS   INC.   No.   AVI SPELLE   TECHNOLOGIES   EPA AUDIO   MORE SPEURITY   MORESIPED   No.   AVI SYSTEMS   No.   AVI SPELLE   No.   No.   SECURITY   MORESIPED   No.   AVI SYSTEMS   NO.	/IIICE-III D	330					CONFERENCE		FEARING'S			
No.	2:	27.0 Room Controls				AVI-SPL LLC						TIERNEY
27.1   AMX			LLC	INC.	INC.			VISUAL, INC.		DIVERSIFIED	INC.	BROTHERS INC.
27.2   Crestron   40%   40%   40%   40%   45%   45%   45%   42%   40%   41%   44%   27.3   Extron   45%   40%   42%   45%   47%   42%   40%   40%   41%   44%   42%   45%   47%   42%   40%   40%   41%   44%   42%   45%   47%   42%   40%   40%   41%   44%   42%   45%   45%   47%   42%   40%   40%   41%   44%   42%   45%   46%   45%   45%   40%   41%   44%   45%   46%   45%   45%   46%   45%   45%   46%   45%   45%   46%   45%   45%   46%   45%   45%   46%   45%   45%   46%   45%   46%   45%   45%   46%   45%   45%   46%   46%   45%   46%   45%   46%   46%   45%   46%   46%   46%   45%   46%   46%   45%   46%   46%   45%   46%   46%   45%   46%	em	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount
27.3   Extron	27.1 A	XMX	40%	40%	50%	53%	51%	40%	40%	40%	35%	45%
27.4   Atlona   20%   30%   30%   30%   32%   18%   19%	27.2 C	Crestron	40%	40%	40%	11% / 46%	45%	42%	40%	41%	44%	40%
27.5 RT	27.3 E	Extron	45%	40%	42%	45%	47%	42%	40%	40%	41%	43%
Write-In   URC	27.4 A	Atlona	20%	30%	30%		32%			18%	19%	30%
Write-In   URC   1%	27.5 R	RTI										20%
Write-In   URC   1%	/rite-In Q	QSC	30%		30%							
Write-In   EVOKO   28.0 AV Related Furniture (Lectern, carts and related)   ACP CREATIVIT   LIC   ARROW AUDIO   AVI SYSTEMS   INC.   AVI-SPLILC   CONFERENCE   TECHNOLOGIES   INC.   Molicount   Mol												
28.0 AV Related Furniture (Lectern, carts and related)												5%
ILC   INC.   I		OO O AV Balatad Francisco / Lastana and and	ACD CDEATHUE	ADDOM: AUDIO	AVII CVCTERAC		CONFERENCE	EDA ALIDIO	FEARING'S	ONE	DDO COUND	
Tem						AVI-SPL LLC	TECHNOLOGIES		AUDIO VIDEO		7	TIERNEY BROTHERS INC.
28.1   AVTEQ   20%   30%   20%   40%   33%   28%   27%   25%   25%   28.3   Middle Atlantic   45%   45%   45%   46%   37%   50%   38%   40%   35%   35%   38%   284   50%   35%	16	,										
28.2   Da-Lite   30%   30%   40%   33%   28%   27%   25%						% Discount		% Discount	% Discount	% Discount	% Discount	% Discount
28.3   Middle Atlantic	28.1 A	AVTEQ		30%	20%							30%
28.4   Spectrum												15%
28.5   Video Furniture International (VFI)   30%   40%   NOW AVFI   25%   28%   36%   35%   15%	28.3 N	Middle Atlantic										30%
Write-In         AVFI         35%         Image: Control of the control of t	28.4 S	Spectrum					50%					40%
Write-In         MARSHALL         30%         Inc.		• • •	30%	40%		25%		28%	36%	35%	15%	35%
Write-In         SALAMANDER DESIGN         10%												
Write-In         WINSTED         15% <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>10%</td></t<>												10%
Write-In         AVTEQ - MOTORIZED DISPLAYS         15%         15%         15%           Write-In         AVF         46%         46%         46%           Write-In         IAV FURNITURE         40%         40%         40%           Write-In         MOORECO         ACP CREATIVIT LLC         ARROW AUDIO INC.         AVI-SPL LLC         CONFERENCE TECHNOLOGIES INC.         FEARING'S AUDIO VIDEO VISUAL, INC.         ONE DIVERSIFIED INC.           Item         Manufacturer Name:         % Discount         44%         45%         42%         40	/rite-In S	SALAMANDER DESIGN			10%							
Write-In         AVF         46%         46%         8%         8%         9%					15%							
Write-In MOORECO  ACP CREATIVIT LLC INC.  Wareless Presentation Devices  Manufacturer Name:  Manufacturer												
Write-In MOORECO  ACP CREATIVIT LLC INC.  No.  ACP CREATIVIT LLC INC.  AVI SYSTEMS INC.  AVI-SPL LLC TECHNOLOGIES INC.  AUDIO VIDEO SECURITY ADIO VIDEO SECURITY	/rite-In A	AVF										
ACP CREATIVIT   ARROW AUDIO   INC.   AVI-SPL LLC   TECHNOLOGIES   INC.   AVI-SPL LLC   TECHNOLOGIES   INC.   INC.   TECHNOLOGIES   INC.   INC.   TECHNOLOGIES   INC.   I	/rite-In IA	AV FURNITURE					40%					
ARROW AUDIO   AVI-SPL LLC   TECHNOLOGIES   LLC   TECHNOLOGIES   LNC.   AUDIO VISUAL, INC.   AUDIO VISUAL, INC.   LLC	/rite-In N	MOORECO										25%
LLC   INC.   INC.   TECHNOLOGIES   INC.   TECHNOLOGIES   INC.   AVI-SPL LLC   TECHNOLOGIES   INC.   AVI-SPL LLC   TECHNOLOGIES   INC.   INC.   AVI-SPL LLC   TECHNOLOGIES   INC.   INC.   INC.   AVI-SPL LLC   TECHNOLOGIES   INC.   INC.   INC.   INC.   AVI-SPL LLC   TECHNOLOGIES   INC.   INC.   INC.   INC.   INC.   AVI-SPL LLC   TECHNOLOGIES   INC.			ACP CREATIVIT	ARROW AUDIO	AVI SYSTEMS			EPA AUDIO		ONE	PRO SOUND	TIERNEY
29.1 Crestron     40%     40%     40%     46%     45%     42%     40%     41%     44%       29.2 Extron     45%     40%     42%     45%     47%     42%     40%     40%     41%       29.3 Barco     10%     10%     5%     15%     21%     10%     14%     20%     11%	2:	29.0 Wireless Presentation Devices				AVI-SPL LLC						BROTHERS INC.
29.2 Extron     45%     40%     42%     45%     47%     42%     40%     40%     41%       29.3 Barco     10%     10%     5%     15%     21%     10%     14%     20%     11%	em	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount
29.3 Barco 10% 10% 5% 15% 21% 10% 14% 20% 11%	29.1 C	Crestron	40%	40%	40%	46%	45%	42%	40%	41%	44%	40%
	29.2 E	Extron	45%	40%	42%	45%	47%	42%	40%	40%	41%	43%
29.4 NEC 10% 10% 1% 1% 25%	29.3 B	Barco	10%	10%	5%	15%	21%	10%	14%	20%	11%	20%
	29.4 N	NEC	10%	10%			1%				25%	
29.5 Mersive 18% 17% 21% 15% 18% 10% 10%	29.5 N	Mersive	18%		17%		21%	15%	18%	10%	10%	17%

	Kramer	30%	35%	35%	38%	24%	30%		30%	20%	35%	
29.70	Atlona	20%	30%	30%		32%				27%	30%	
Write-In	WOLFVISION CYNAP	10%										
Write-In	PANASONIC	5%										
Write-In	POLY			35%								1
Write-In	T1V			5%								
Write-In	WOLFVISION			5%					15%		20%	
Write-In	MERSIVE SUBSCRIPTION LICENSE			370		10%			1070		2070	
Write-In	BENQ					35%						
Write-In	AIRTAME					33/0	5%					
write-iii	AINTAIVIE					CONFERENCE	3/0	FEARING'S				
			ARROW AUDIO	AVI SYSTEMS	AVI-SPL LLC	TECHNOLOGIES	EPA AUDIO	AUDIO VIDEO	ONE	PRO SOUND,	TIERNEY	
	30.0 Room Scheduling Panels	LLC	INC.	INC.	7101 01 2 220	INC.	VISUAL, INC.	SECURITY	DIVERSIFIED	INC.	BROTHERS INC.	
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	
	Crestron	40%	40%	40%	11%	45%	42%	40%	41%	44%	40%	
Write-In	EXTRON	45%	10/1	42%		47%	42%	10,12	1=71		1071	
Write-In	VISIX	5%		5%		1770	1270				10%	
Write-In	LOGITECH	10%		12%							1070	
Write-In	AMX	10%		50%		51%		40%				
						51%		40%				
Write-In	ATLONA			30%								
Write-In	EVOKO			5%								
Write-In	STEELCASE			40%								
		ACP CREATIVIT	ARROW AUDIO	AVI SYSTEMS	AV# 601 116	CONFERENCE	EPA AUDIO	FEARING'S	FULL COMPASS	ONE	PRO SOUND,	TIERNEY
	31.0 Ceiling Microphones	LLC	INC.	INC.	AVI-SPL LLC	TECHNOLOGIES	VISUAL, INC.	AUDIO VIDEO	SYSTEMS	DIVERSIFIED	INC.	BROTHERS INC.
Item	Manufacturer Name:	% Discount	0/ Discount	0/ Discount	0/ Discount	INC.	% Discount	SECURITY  % Discount	0/ Discount	0/ Dissount	0/ Dissount	% Discount
			% Discount	% Discount	% Discount	% Discount		% Discount	% Discount	% Discount	% Discount	
	Shure	25%	25%	20%	28%	34%	26%	18%	20%	28%	24%	23%
	Sennheiser	17%	20%	40%	35%	10%			18%	20%	40%	24%
	Audix	20%	28%	33%		22%			15%	15%	33%	35%
	Earthworks		20%								15%	
	Audio Technica	15%	20%	25%		15%	18%			10%	28%	20%
31.6	Ace Backstage					33%						
Write-In	BIAMP	42%			40%		38%					
Write-In	NUREVA	5%		5%								
Write-In	CLEARONE			27%								
Write-In	SONY			15%								
Write-In	STEM AUDIO			15%								
Write-In	VADDIO			15%			15%					
Write-In	YAMAHA			20%								
Wille III					CONFERENCE		FEARING'S					
			ARROW AUDIO	AVI SYSTEMS	TECHNOLOGIES	EPA AUDIO	AUDIO VIDEO	ONE	PRO SOUND,	TIERNEY		
	32.0 Direct Video LED	LLC	INC.	INC.	INC.	VISUAL, INC.	SECURITY	DIVERSIFIED	INC.	BROTHERS INC.		
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount		
	Samsung	5%	23%	25%	41%	25%		18%	28%	10%		
32.2	_	2%	24%	25%	18%	10%		10%	15%	10%		
	Sony	2%	.,.	15%	18%	14%		25%	10%	5%		
Write-In	DAKTRONICS	5%		14%	23/0	2170			2070	570		
Write-In	SNA	5%		14/0								
		3/0	220/				200/					
Write-In	ABSEN		32%				30%					
Write-In	PHILIPS		25%	4.67.1								
Write-In	BARCO			16%								
Write-In	DESIGNLED			14%								
Write-In	NEC			5%								
Write-In	PLANAR					10%						
	-											

				TIMEINO	AND DISCOUN	ISTER VENDO				
Write-In	MAXHUB						28%			10%
Write-In	PRIMEVIEW								18%	
Write-In	NANOLUMENS									10%
	33.0 Web Conferencing Solutions	ACP CREATIVIT LLC	AVI SYSTEMS INC.	AVI-SPL LLC	CONFERENCE TECHNOLOGIES INC.	EPA AUDIO VISUAL, INC.	TIERNEY BROTHERS INC.			
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount			
Write-In	Logitech	12%	10%			8%	5%			
Write-In	Yamaha	10%								
Write-In	Wolfvision	10%								
Write-In	BOSE PROFESSIONAL	10%								
Write-In	EXTRON	45%								
Write-In	CISCO	20%								
Write-In	OWL LABS	5%	5%				5%			
Write-In	CRESTON	40%	40%	11%		42%	40%			
Write-In	POLY	10%	15%			10%	10%			
Write-In	AVER		2%							
Write-In	BOSE		5%							
Write-In	CISCO - ROOM KITS		49%							
Write-In	CISCO - STAND ALONE/PERIPHERALS		30%							
Write-In	VADDIO		16%			15%	15%			
Write-In	YEALINK		18%							
Write-In	HUDDLY		15%			12%				
Write-In	JABRA		30%				5%			
Write-In	CTI CONNECT				20%					
Write-In	BIAMP						40%			
Item	34.0 Installation Services - Hourly Rate:	ACP CREATIVIT LLC	ARROW AUDIO INC.	AVI SYSTEMS INC.	AVI-SPL LLC	CONFERENCE TECHNOLOGIES INC.	EPA AUDIO VISUAL, INC.	FEARING'S AUDIO VIDEO SECURITY	TIERNEY BROTHERS INC.	
29.1	Back Office (quoting, engineering, CAD, Project Mgmnt, and related)	\$165.00	\$135.00	\$140.00	\$90.00	\$130.00	\$125.00	\$89.00	\$85.00	
29.2	Onsite Installation (installation, system verification, and related)	\$110.00	\$85.00	\$115.00	\$90.00	\$103.00	\$120.00	\$89.00	\$85.00	
	Please indicate if you are qualified to install Hearing Loops	YES	YES	YES	QUALIFIED	YES	N/A	YES	SEE BID	
29.3	System Programming	\$165.00	\$135.00	\$150.00	\$115.00	\$130.00	\$125.00	\$110.00	\$115.00	
29.4	System Design Services	\$165.00	\$135.00	\$152.00	\$90.00	\$103.00	\$125.00	\$99.00	\$95.00	
	Servicing equipment on campus during regular	\$110.00	\$85.00	\$129.00	\$115.00	\$153.00	\$135.00	\$115.00	\$115.00	
29.6	Emergency service on campus	\$330.00	\$127.50	\$194.00	\$145.00	\$306.00	\$200.00	\$145.00	\$170.00	
	Service at contractor's shop	\$110.00	\$85.00	\$129.00	\$100.00	\$103.00	\$100.00	\$89.00	\$90.00	