

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 11th day of August, 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 Requesting Piggyback		
Agency Requesting Piggyback:		Agency Business Unit Number:
Agency Contact Name:	Phone Number:	E-Mail Address:
<input checked="" type="checkbox"/> My agency has notified the Originating/Contracting Agency identified in Section 2 below that we intend to use their contract and they have agreed.		

Section 2: Originating/Contracting Agency		
Originating/Contracting Agency: UW Madison Purchasing Services		Agency Business Unit Number: 28500
Originating/Contracting Agency Contact Name: Marty Rostermundt	Phone Number: 608-262-1526	E-Mail Address: marty.rostermundt@wisc.edu

Section 3: Contract Information		
Contract Number	Supplier Name	Supplier ID Number
22-5174	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.	
Commodity/Service Codes: 840-00, 880-00, 880-11		Estimated Annual Spend: \$
Is the purchase of software included in this request? If "yes", complete Section 5 below. Yes <input type="checkbox"/> No <input type="checkbox"/> N/A <input type="checkbox"/>		

Section 4: Eligibility Check		
<input checked="" type="checkbox"/> My agency has validated the following, in compliance with the requirements of the State Procurement Manual, PRO-D-29.		
<input checked="" type="checkbox"/> Contract is Open	Contract Effective Dates: 03/10/22 – 02/28/25	Renewal Options: 2 years
<input checked="" type="checkbox"/> Competitively Bid	Request for Bid/Proposal Number: 22-5174	
<input type="checkbox"/> Supplier(s) is/are not on the Certification for Collection of Sales and Use Tax Ineligible Vendor Directory		
<input type="checkbox"/> Supplier(s) is/are not on the Contract Compliance Ineligible Vendor Directory		
Impact, if any, on any minority business enterprise, disabled veteran-owned business or work center:		
<input type="checkbox"/> Contract scope matches my agency's need.		
Description of the scope of the original procurement and how it corresponds to the commodity/service to be purchased:		

State Bureau of Procurement Use Only

Request Approved: <input type="checkbox"/> Yes <input type="checkbox"/> No	Date:	Approved By (Initial):	If UW, STAR Contract Number Assigned:
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Section 5: Software Purchase Impact on STAR System

State agency software purchases must be compliant with the STAR Software Purchasing Policy (see PIM 17-001 and additional reference material attached therein). Please complete Section 5 for software purchases and include a technical contact that can be reached for questions related to your agency's request.

Agency Technical Contact Name:	Phone Number:	E-Mail Address:
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My agency has reviewed the in-scope modules of the STAR System and we **do not** consider the requested software to overlap or conflict with system functionality.

My agency has reviewed the in-scope modules of the STAR System and the requested software does appear to overlap or conflict, in whole or in part, with system functionality. We hereby request that approval be granted to make the purchase.

Provide a rationale for approval of the request where there appears to be a conflict or overlap with the STAR System:

22-5174
AUDIOVISUAL EQUIPMENT
PRICING AND DISCOUNTS PER VENDOR

	1.0 DIGITAL VIDEO CAMERAS	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
1.1	Canon	2%		5%	5%				16%	5%	10%	
1.2	Grass Valley	10%				24%				5%	10%	
1.3	JVC			5%		10%					10%	
1.4	Marshall Electronics	11%	20%	18%		25%	15%	7%	16%	15%	12%	5%
1.5	Panasonic	6%	10%	10%		10%			12%	12%	12%	5%
1.6	Samsung											5%
1.7	Sony	5%	13%	20%			15%		10%	18%	11%	10%
1.8	Vaddio	18%	20%	20%	15%	21%	18%	20%		15%	18%	15%
Write-In	AVER	6%					7%					
Write-In	BIRDDOG	10%										
Write-In	HUDDLY	15%	16%									
Write-In	PTZ OPTICS	17%		14%								10%
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%								
	1.0 DIGITAL VIDEO CAMERA Lenses	ACP CREATIVIT LLC	ARROW AUDIO INC.	AVI-SPL LLC	CONFERENCE TECHNOLOGIES INC.	ONE DIVERSIFIED	PRO SOUND, INC.	TIERNEY 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%		10%	5%				
1.6	Samsung							5%				
1.7	Sony	5%					8%	10%				
1.8	Vaddio	18%		15%	21%			15%				
Write-In	AVER	6%										
Write-In	BIRDDOG	10%										
Write-In	HUDDLY	15%										
Write-In	PTZ OPTICS	17%										
Write-In	LUMENS	25%										
Write-In	BLACK MAGIC DESIGN				11%							
	2.0 DIGITAL STILL CAMERAS Prof/Ind/Comm Grade	ACP CREATIVIT LLC	FULL COMPASS SYSTEMS	PRO SOUND, INC.								
Item	Manufacturer Name:	% Discount	% Discount	% Discount								
2.1	Canon	2%	30%	6%								
2.2	Samsung											
2.3	Sony	2%		5%								
Write-In	NIKON	2%										
	2.0 DIGITAL STILL CAMERAS Consumer grade	ACP CREATIVIT LLC	FULL COMPASS SYSTEMS	PRO SOUND, INC.								
Item	Manufacturer Name:	% Discount	% Discount	% Discount								

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AUDIOVISUAL EQUIPMENT
PRICING AND DISCOUNTS PER VENDOR

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									
2.1	Canon	2%	12%									
2.2	Samsung											
2.3	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									
2.1	Canon	2%	5%									
2.2	Samsung											
2.3	Sony	2%	8%									
WRITE-IN	NIKON	2%										
	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						
3.1	Anton Bauer	5%	15%			13%						
3.2	Manfrotto	20%		21%	5%	10%						
3.3	Sachtler	5%	25%			13%						
Write-In	SKB	45%										
Write-In	PROMASTER	20%										
Write-In	PORTA-BRACE	5%										
Write-In	PELICAN	5%										
Write-In	VADDIO ACCESSORIES		18%									
	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
4.1	AJA Video	5%		10%		18%			15%	5%	15%	10%
4.2	Blackmagic Design	5%		5%		11%		5%	5%	10%	10%	15%
4.3	Broadcast Pix			10%							10%	5%
4.4	Chyron			10%		5%						
4.5	Data Video	7%	12%			15%		10%		6%	11%	
4.6	Ensemble Designs - Avenue	1%		10%		18%						
4.7	Ensemble Designs - Brighteye	1%		10%		18%					5%	
4.8	Evertz			12%		18%				5%		
4.9	Grass Valley	10%		10%		24%				5%		
4.10	Harris											
4.11	JVC			10%		10%					12%	
4.12	Kramer Electronics	30%	35%	35%	38%	24%	30%		30%	30%	20%	35%
4.13	Roland	15%	18%	10%		15%	15%		15%		15%	
4.14	Ross Video	10%		10%		25%				5%	20%	
4.15	Sony	10%	13%	15%		12%				5%	12%	10%
Write-In	ATEN	25%										
Write-In	ATLONA	20%										
Write-In	NEWTEK	10%										
Write-In	ROLAND	10%										

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AUDIOVISUAL EQUIPMENT
PRICING AND DISCOUNTS PER VENDOR

Write-In	LEIGHTRONIX	5%		5%								
Write-In	TVONE		20%									
Write-In	NEWTEK					15%						
Write-In	VADDIO						18%					
	5.0 TVs (LCD, LED, Plasma) Prof/Industrial/Commercial Grade	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
5.1	LG	12%	12%	16%	20%	17%	10%	12%		4%	17%	15%
5.2	NEC	15%	16%	20%	20%	1%		14%		15%	21%	10%
5.3	Panasonic	18%	19%	18%	25%	24%		14%	16%	15%	19%	12%
5.4	Planar	10%	10%	12%	22%	8%	10%	10%		10%		15%
5.5	Samsung	15%	20%	25%	20%	41%	20%	15%		18%	20%	25%
5.6	Sharp	26%	17%	20%	28%	23%	20%	14%		20%	17%	20%
5.7	Sony	15%	6%	16%	18%	17%	15%	10%		15%	18%	15%
Write-In	NEWLINE	35%		22%								
Write-In	VIEWSONIC	15%	17%	24%								
Write-In	SEURA	10%										
Write-In	PHILIPS		25%	25%								
	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%									
5.2	NEC		10%									
5.3	Panasonic		10%									
5.4	Planar		10%									
5.5	Samsung		10%	8%								
5.6	Sharp		10%									
5.7	Sony		10%	5%								
Write-In	NEWLINE											
Write-In	VIEWSONIC											
Write-In	SEURA	10%										
	6.0 Test Equipment	ACP CREATIVIT LLC	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
6.1	Crestron	40%	40%	46%	45%	42%	40%		41%	44%	40%	
6.2	Harris											
6.3	Kramer Electronics	30%	30%	38%	24%			28%	30%	20%	35%	
6.4	Tektronix				10%					10%		
6.5	Extron	45%	42%	45%	47%	42%	40%		40%	41%	43%	
Write-In	HALL RESEARCH		25%									
Write-In	TELESTREAM				10%							
	7.0 Blu-Ray Players, Recorders & Streamers	ACP CREATIVIT LLC	ARROW AUDIO INC.	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	% Discount
7.1	Denon	5%	8%	15%	16%	20%	18%	15%	8%	13%	15%	
7.2	JVC Pro					10%						
7.3	Samsung								18%			
7.4	Sharp											
7.5	Sony	5%			16%	15%	5%				10%	
7.6	Tascom	5%	29%	19%		22%	20%			10%		
Write-In	EXTRON						42%					

AUDIOVISUAL EQUIPMENT

PRICING AND DISCOUNTS PER VENDOR

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							
8.1	Denon	15%	16%	20%	18%	15%	10%	15%							
8.2	JVC			10%											
8.3	Samsung														
8.4	Sony		16%		5%		10%	10%							
8.5	Tascam	19%		22%	20%		10%								
Write-In	LG			18%											
9.0 Document Cameras/Projectors		ACP CREATIVIT LLC	ARROW AUDIO INC.	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%					
9.4	Elmo	28%		30%		30%	28%	15%	15%		20%				
9.5	Vaddio	18%	20%	21%	15%	21%	20%	20%	15%	18%	15%				
9.6	Wolf Vision	8%	10%	13%		15%			20%		20%				
Write-In	HOVERCAM	20%	15%	15%							5%				
Write-In	EPSON			7%											
Write-In	ELMO OX SERIES					15%									
10.0 Audio Amplifiers, Mixers, Processors & Related		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	% Discount		
10.1	AMX	40%	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%			
10.4	Bosch	32%		35%						30%	36%	30%			
10.5	Clearone	22%	25%	25%		28%				30%		20%			
10.6	Crestron	40%	40%	40%	46%	45%	42%	40%		41%	44%	40%			
10.7	Crown	40%	40%	40%	35%	48%	35%	40%	30%	40%	34%	35%			
10.9	EAW	25%				35%					28%	30%			
10.10	Electrovoice	30%				32%				30%	25%	30%			
10.11	Extron	45%	40%	42%	45%	47%	42%	40%		40%	41%	40%			
10.12	Kramer Electronics	30%	35%	35%	38%	24%			30%	30%	20%	35%			
10.13	Lab Gruppen	23%	25%	25%		26%	22%			30%		30%			
10.14	Mackie	10%		10%		18%				5%		13%			
10.15	QSC	31%	30%	30%	34%	35%		30%	26%	30%	32%	30%			
10.16	Shure	30%	25%	25%	25%	35%	28%	33%	20%	28%	32%	12%			
10.17	Sony	10%									15%				
10.18	TOA	20%	29%	25%		36%	28%			15%	25%	30%			
10.19	Yamaha	15%	19%			35%			26%	15%	27%	20%			
Write-In	ALLEN & HEATH	20%													
Write-In	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%											

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AUDIOVISUAL EQUIPMENT
PRICING AND DISCOUNTS 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%						
	11.0 Microphone Systems - Wired	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
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%
11.7	Electro-Voice	30%				32%			28%	30%	35%	30%
11.8	Revolabs		23%			15%	23%			15%		20%
11.9	Sennheiser	17%	20%	25%	22%	10%			19%	20%	30%	24%
11.10	Shure	32%	25%	27%	20%	35%	26%	33%	20%	28%	34%	12%
11.11	Sony		13%	25%		15%					15%	
Write-In	EARTHWORKS	15%		30%								
Write-In	PANASONIC	5%										
Write-In	BEYERDYNAMIC		20%									
Write-In	NUREVA		10%									10%
Write-In	AUDIX			20%								35%
Write-In	BOSCH			30%								
Write-In	VADDIO			14%			15%					
Write-In	LECTROSONICS					22%						
Write-In	BIAMP						38%					
	12.0 Microphone Systems - Wireless	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
12.1	AKG	32%	30%	30%		42%		40%	30%		30%	35%
12.2	Audio Technica	15%	15%	20%	15%	15%	15%		30%	10%	26%	20%
12.3	Audix	27%	28%	25%	26%	22%				15%	20%	35%
12.4	Califone	30%										25%
12.5	Clearone	22%	20%	25%		12%				30%		27%
12.6	Clock Audio			25%		32%				20%		
12.7	Crown	40%			35%	48%		40%		40%	NOW AKG	35%
12.8	Electro-Voice	30%				32%				30%	35%	30%
12.9	Lectosonics		23%			22%					5%	10%
12.10	MiPro	37%	30%			43%						50%
12.11	Rode	20%									10%	
12.12	Revolabs		13%			15%	15%			15%		20%
12.13	Sennheiser	17%	20%	15%	22%	10%			32%	20%	31%	24%
12.14	Shure	35%	25%	30%	20%	35%	28%	33%	20%	28%	35%	12%
12.15	Sony					15%					10%	
Write-In	YAMAHA	20%		15%								
Write-In	PANASONIC	5%										
Write-In	BEYERDYNAMIC		25%									
Write-In	BOSCH			35%								
Write-In	SHURE MICROFLEX WIRELESS			38%								

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PRICING AND DISCOUNTS 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
13.1	Atlas Sound	22%	30%	36%	36%	40%		30%		10%	34%	35%
13.2	Bogen	40%		43%							40%	43%
13.3	Bose	5%		42%		45%				40%	20%	10%
13.4	Brown Innovations											38%
13.5	Community	40%	40%	40%		45%	36%	40%	28%	30%	40%	28%
13.6	Crestron	40%	40%	40%	46%	45%	42%	40%		41%	44%	40%
13.7	EAW	25%		30%		35%			28%		28%	28%
13.8	Electro-Voice	30%				32%			28%	30%	34%	28%
13.9	Extron	45%	40%	42%	45%	47%	42%	40%		40%	41%	43%
13.10	JBL	40%	30%	36%	24%	38%	27%	40%	28%	20%	28%	35%
13.11	Klipsch			25%		40%						
13.12	Mackie	10%		10%		18%			28%	5%	15%	11%
13.13	OWI		45%	45%		49%					44%	33%
13.14	QSC	31%	30%	29%	34%	35%		30%	28%	30%	32%	30%
13.15	Soundtube	28%	30%	30%		18%	27%	10%		25%		28%
13.16	Tannoy		25%	23%		26%	22%			35%		20%
13.17	TOA	20%	29%	30%		36%			20%		29%	30%
Write-In	MARTIN AUDIO	25%										
Write-In	DANLEY	20%	40%									
Write-In	FULCRUM		30%									
Write-In	K-ARRAY		30%									
Write-In	BIAMP			40%								
Write-In	YAMAHA					25%						
Write-In	ANCHOR						25%					
	14.0 System Components (Switchers, distribution amps, scalars, converters, power, equipment racks and related)	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
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%
14.6	Blackmagic Designs	5%		5%		11%		5%		10%	10%	15%
14.7	Crestron	40%	40%	40%	46%	45%	42%	40%		41%	44%	40%
14.8	Ensemble Designs - Avenue	1%				18%						
14.9	Ensemble Designs - Brighteye	1%				18%					5%	
14.10	Evertz			25%		18%				5%	15%	
14.11	Extron	45%	40%	42%	45%	47%	42%	40%		40%	41%	43%
14.12	FSR	15%	20%	23%		20%		10%	18%	15%	12%	15%
14.13	Furman	38%	40%	38%		50%			32%	14%	40%	35%
14.14	Intelix by Liberty AV Solutions		40%	35%		20%	35%		22%		40%	35%
14.16	Kramer Electronics	30%	35%	35%	38%	24%	30%		33%	30%	20%	35%
14.17	Littlite	32%							30%		12%	
14.18	Middle Atlantic	45%	45%	43%	37%	50%	38%	35%		35%	42%	40%
14.19	Raxxess											40%
14.20	RDL	28%	28%	28%		40%	25%	23%			29%	15%

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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		20%									
Write-In	VISIONARY SOLUTIONS		23%									
Write-In	AVPRO EDGE			45%								
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, captioning and related):	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
15.1	Califone	30%					25%					25%
15.2	Listen Technology	25%	30%	22%	30%	25%		24%	22%	25%	30%	25%
15.3	Sennheiser	15%	25%	30%	22%	10%				20%	31%	24%
15.4	Williams Sound	25%	25%	25%		30%			22%	25%	25%	25%
Write-In	WILLIAMS AV	25%										
	16.0 Presentation Tools (lecture recorders and related)	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
16.1	AJA	5%		10%		20%			15%		15%	10%
16.2	Barco	10%	5%			24%	10%			20%	25%	12%
16.3	Blackmagic	5%		5%		11%		5%		10%	10%	10%
16.4	Crestron	40%	40%	40%	11%	45%	42%	40%		41%	44%	40%
16.5	Haivision	5%									2%	
16.6	N Cast	5%		20%								20%
16.7	Sonic Foundry	5%		20%						5%		10%
16.8	Extron	45%	40%	42%	45%	47%	42%	40%		40%	41%	43%
Write-In	HOVERCAM Eglass			2%								
Write-In	LUMENS			40%								20%
Write-In	MATROX			10%								
	17.0 Signal Amplification, Distribution & Fiber Transmission	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
17.1	AJA	5%		10%		20%			15%		15%	10%
17.2	Black Box	10%				15%					23%	10%
17.3	Crestron	40%		40%	46%	45%	42%	40%		41%	44%	40%

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17.4	Ensemble Designs - Avenue	1%				18%						
17.5	Ensemble Designs - Brighteye	1%				18%					5%	
17.6	Evertz			12%		18%				5%		
17.7	Grass Valley	10%				24%				5%	10%	
17.8	Harris	5%										
17.9	Kramer	30%	35%	35%	38%	24%	30%		28%	30%	20%	35%
17.10	Ross	10%				25%				5%	20%	
17.11	AMX	40%	40%	50%	53%	51%	40%	40%		40%	35%	45%
17.12	Extron	45%	40%	42%	45%	47%	42%	40%		40%	41%	43%
17.13	Biamp	42%	40%		40%	45%	38%	40%		35%	39%	40%
Write-In	HALL RESEARCH	20%										
Write-In	ZEEVEE	20%										
Write-In	ATLONA	20%					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%
	18.0 Cables & Connectors	ARROW AUDIO INC.	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		
18.1	AMX	40%	50%	45%	51%			40%	35%	45%		
18.2	Belkin								10%	5%		
18.3	Cables To Go	40%	30%		48%	38%		12%	30%	35%		
18.4	Comprehensive	23%	35%		10%			5%	18%	36%		
18.5	Crestron	40%	40%	46%	45%	42%	40%	41%	44%	40%		
18.6	Extron	40%	42%	45%	47%	42%	40%	40%	41%	43%		
18.7	Liberty	40%	40%		15%	38%		20%	40%	35%		
Write-In	BELDEN		10%		5%							
Write-In	GEFEN		30%									
Write-In	WEST PENN				5%							
Write-In	TECHLOGIX											
	19.0 Video Projectors - Portable (all types)	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
19.1	BenQ	5%	20%			22%					11%	15%
19.2	Canon		18%	25%		35%					24%	10%
19.3	Casio											
19.4	Christie		28%	32%		18%				25%	10%	10%
19.5	Eiki										24%	15%
19.6	Epson	7%	10%	2%		10%	7%	5%	12%	22%		20%
19.7	Hitachi		40%			50%						
19.8	Infocus											
19.9	NEC	40%	25%	44%		1%		35%		15%	35%	30%
19.10	Optoma		35%	40%		40%					10%	15%
19.11	Panasonic	36%	30%	36%		37%		43%	40%	20%	40%	30%
19.12	Sony	36%		40%	33%		40%	30%	28%	25%	28%	15%
Write-In	VIEWSONIC	25%										
Write-In	EPSON BRIGHTER FUTURES				3%	10%						

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	20.0 Video Projectors - Fixed (all types)	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
20.1	Barco	10%	18%	20%		24%				20%	28%	5%
20.2	BenQ	5%	20%			22%					25%	15%
20.3	Canon		18%	25%		35%					25%	10%
20.4	Casio											
20.5	Christie		18%	32%		18%				25%	30%	10%
20.6	Eiki										20%	15%
20.7	Epson	15%	10%	2%		10%	37%	5%	16%	22%		20%
20.8	Hitachi		40%			50%						
20.9	Infocus											
20.10	NEC	30%	27%	38%		1%		35%		15%	36%	30%
20.11	Optoma		39%	40%		40%					10%	15%
20.12	Panasonic	47%	40%	48%		40%		43%	40%	20%	30%	30%
20.13	Sony	38%	38%	42%	33%	45%	40%	30%	30%	25%	41%	15%
Write-In	VIEWSONIC	25%										
Write-In	VIVITEK		15%									
Write-In	DIGITAL PROJECTION			15%								
Write-In	LG			15%								
Write-In	EPSON BRIGHTER FUTURES				3%	10%						
	21.0 Video Projectors - LAMPS (all types)	ACP CREATIVIT LLC	ARROW AUDIO INC.	AVI-SPL LLC	CONFERENCE 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	BenQ				9%			5%	5%			
21.2	Canon		22%		28%			30%				
21.3	Christie		10%		18%		25%	14%	5%			
21.4	Eiki							24%	5%			
21.5	Epson		10%		10%	10%	22%	24%	20%			
21.6	Hitachi		50%		60%							
21.7	Infocus											
21.8	Mitsubishi											
21.9	NEC		10%		1%		15%	15%	30%			
21.10	Optoma		10%		15%				10%			
21.11	Panasonic	15%	10%		15%		20%	15%	30%			
21.12	Sharp											
21.13	Sony		10%	18%	15%	10%	25%	12%	15%			
Write-In	BARCO							20%				
	22.0 Video Projectors - LENSES (all types)	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
22.1	BenQ	5%	20%			9%					15%	5%
22.2	Canon		29%	29%		28%					22%	
22.3	Christie		10%	10%		18%				25%	15%	5%
22.4	Eiki										20%	5%
22.5	Epson	15%	10%	25%		10%	10%		12%	22%	18%	20%
22.6	Hitachi		48%			60%						
22.7	Infocus											
22.8	Mitsubishi											
22.9	NEC	10%	10%	10%		1%		5%		15%	11%	30%
22.10	Optoma		45%			55%						10%

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22.11	Panasonic	15%	18%	10%		5%		15%	16%	20%	20%	30%
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 LLC	ARROW AUDIO INC.	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%	
23.8	Promethian			30%								
23.9	Samsung	25%	20%	22%			20%	16%	18%	23%	5%	
23.10	Sharp Aquous Board	35%	30%	32%		35%	27%	18%	20%	30%	5%	
23.11	Smart Technologies			15%		22%					20%	
Write-In	VIEWSONIC	20%	20%	20%							10%	
Write-In	ELO	10%										
Write-In	CLEAR TOUCH	18%		15%								
Write-In	HOVERCAM Eglass	2%									10%	
Write-In	ELO TOUCH		9%									
Write-In	PHILIPS		25%									
Write-In	HOVERCAM		5%									
Write-In	AVOCOR			12%			5%				5%	
Write-In	LG			10%								
Write-In	T1V			5%								
Write-In	SMART TECHNOLOGIES EXT WARRANTY					10%						
Write-In	CLEVERTOUCH										10%	
Write-In	DTEN										5%	
	24.0 Screens - Manual	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
24.1	Da-Lite	30%	30%	35%	40%	33%	25%	33%	28%	27%	40%	15%
24.2	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	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
25.1	Da-Lite	30%	30%	30%	40%	33%	35%	33%	28%	27%	35%	15%
25.2	Draper	25%	30%	30%	33%	35%		30%		20%	15%	25%
25.3	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.

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Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount
26.1	Chief	38%	40%	40%	45%	35%	35%	32%	20%	30%	36%	25%
26.2	Display Devices	10%				22%						
26.3	Extron	45%	40%	42%	45%	47%		40%		40%	41%	43%
26.4	Peerless	40%	35%	42%		45%	38%		26%	25%	39%	35%
26.5	Premier	30%	38%	40%		45%				45%		35%
26.6	Middle Atlantic	45%	45%	43%		50%	35%			35%	40%	30%
Write-In	RAXXESS											
Write-In	HECKLER	8%										
Write-In	B-TECH		30%									
Write-In	ESI		50%									
Write-In	AVTEQ			35%								
Write-In	FSR			12%								
Write-In	TRIPPLITE			23%								
Write-In	PEERLESS KIOSK MOUNTS					20%						
Write-In	BSC											5%
	27.0 Room Controls	ACP CREATIVIT LLC	ARROW AUDIO INC.	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	% Discount
27.1	AMX	40%	40%	50%	53%	51%	40%	40%	40%	35%	45%	
27.2	Crestron	40%	40%	40%	11% / 46%	45%	42%	40%	41%	44%	40%	
27.3	Extron	45%	40%	42%	45%	47%	42%	40%	40%	41%	43%	
27.4	Atlona	20%	30%	30%		32%			18%	19%	30%	
27.5	RTI											20%
Write-In	QSC	30%		30%								
Write-In	URC	1%										
Write-In	EVOKO											5%
	28.0 AV Related Furniture (Lectern, carts and related)	ACP CREATIVIT LLC	ARROW AUDIO INC.	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	% Discount
28.1	AVTEQ	20%	30%	20%		40%						30%
28.2	Da-Lite	30%	30%		40%	33%	28%		27%	25%		15%
28.3	Middle Atlantic	45%	45%	40%	37%	50%	38%	40%	35%	38%		30%
28.4	Spectrum	45%	45%	48%	25%	50%	35%	36%	45%	15%		40%
28.5	Video Furniture International (VFI)	30%	40%	NOW AVFI	25%		28%	36%	35%	15%		35%
Write-In	AVFI			35%								
Write-In	MARSHALL			30%								10%
Write-In	SALAMANDER DESIGN			10%								
Write-In	WINSTED			15%								
Write-In	AVTEQ - MOTORIZED DISPLAYS					15%						
Write-In	AVF					46%						
Write-In	IAV FURNITURE					40%						
Write-In	MOORECO											25%
	29.0 Wireless Presentation Devices	ACP CREATIVIT LLC	ARROW AUDIO INC.	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	% Discount
29.1	Crestron	40%	40%	40%	46%	45%	42%	40%	41%	44%		40%
29.2	Extron	45%	40%	42%	45%	47%	42%	40%	40%	41%		43%
29.3	Barco	10%	10%	5%	15%	21%	10%	14%	20%	11%		20%
29.4	NEC	10%	10%			1%				25%		
29.5	Mersive	18%		17%		21%	15%	18%	10%	10%		17%

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AUDIOVISUAL EQUIPMENT
PRICING AND DISCOUNTS PER VENDOR

29.6	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%								
Write-In	T1V			5%								
Write-In	WOLFVISION			5%					15%		20%	
Write-In	MERSIVE SUBSCRIPTION LICENSE					10%						
Write-In	BENQ					35%						
Write-In	AIRTAME						5%					
	30.0 Room Scheduling Panels	ACP CREATIVIT LLC	ARROW AUDIO INC.	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	
30.1	Crestron	40%	40%	40%	11%	45%	42%	40%	41%	44%	40%	
Write-In	EXTRON	45%		42%		47%	42%					
Write-In	VISIX	5%		5%							10%	
Write-In	LOGITECH	10%		12%								
Write-In	AMX			50%		51%		40%				
Write-In	ATLONA			30%								
Write-In	EVOKO			5%								
Write-In	STEELCASE			40%								
	31.0 Ceiling Microphones	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
31.1	Shure	25%	25%	20%	28%	34%	26%	18%	20%	28%	24%	23%
31.2	Sennheiser	17%	20%	40%	35%	10%			18%	20%	40%	24%
31.3	Audix	20%	28%	33%		22%			15%	15%	33%	35%
31.4	Earthworks		20%								15%	
31.5	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%								
	32.0 Direct Video LED	ACP CREATIVIT LLC	ARROW AUDIO INC.	AVI SYSTEMS INC.	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		
32.1	Samsung	5%	23%	25%	41%	25%		18%	28%	10%		
32.2	LG	2%	24%	25%	18%	10%		10%	15%	10%		
32.3	Sony	2%		15%	18%	14%		25%	10%	5%		
Write-In	DAKTRONICS	5%		14%								
Write-In	SNA	5%										
Write-In	ABSEN		32%				30%					
Write-In	PHILIPS		25%									
Write-In	BARCO			16%								
Write-In	DESIGNLED			14%								
Write-In	NEC			5%								
Write-In	PLANAR					10%						

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AUDIOVISUAL EQUIPMENT
PRICING AND DISCOUNTS PER VENDOR

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	HUDDLBY		15%			12%			
Write-In	JABRA		30%				5%		
Write-In	CTI CONNECT				20%				
Write-In	BIAMP						40%		
	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 Mgmt, 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
29.5	Servicing equipment on campus during regular working hours	\$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
29.7	Service at contractor's shop	\$110.00	\$85.00	\$129.00	\$100.00	\$103.00	\$100.00	\$89.00	\$90.00