

Audio Visual Equipment, Accessories & Services

Contract # R201201

Offeror Company Name :



Item No.	Category	Manufacturer Name	Proposed Discount
1	Presentation & Displays - Flat Panel Displays	Sony	20%
2	Presentation & Displays - Flat Panel Displays	Panasonic	16%
3	Presentation & Displays - Flat Panel Displays	Samsung	19%
4	Presentation & Displays - Flat Panel Displays	NEC	25%
5	Presentation & Displays - Flat Panel Displays	LG	15%
6	Presentation & Displays - Flat Panel Displays	Sharp Professional	17%
7	Presentation & Displays - Flat Panel Displays	Christie Digital	10%
8	Presentation & Displays - Flat Panel Displays	Microsoft	2%
9	Presentation & Displays - Flat Panel Displays	Newline	10%
10	Presentation & Displays - Flat Panel Displays	SMART Technologies-Education	23%
11	Presentation & Displays - Flat Panel Displays	SMART Technologies-Enterprise	15%
12	Presentation & Displays - Flat Panel Displays	Mitsubishi	10%
13	Presentation & Displays - Flat Panel Displays	Multitaction	5%
14	Presentation & Displays - Flat Panel Displays	Planar	10%
15	Presentation & Displays - Flat Panel Displays	DTEN	5%
16	Presentation & Displays - Flat Panel Displays	Any Other Listed Brands not listed	5%
17	Presentation & Displays - Projection and Displays	Panasonic	12%
18	Presentation & Displays - Projection Screens	Da-Lite/Legrand	22%
19	Presentation & Displays - Projection Screens	Draper	22%
20	Presentation & Displays - Projection Screens	Stewart	20%
21	Presentation & Displays - Projection Screens	Any Other Brand Not Listed	5%
22	Presentation and Displays - Video Projectors	Epson	25%
23	Presentation and Displays - Video Projectors	NEC	25%
24	Presentation and Displays - Video Projectors	Sony	27%
25	Presentation and Displays - Video Projectors	Barco	10%
26	Presentation and Displays - Video Projectors	Canon Projectors	30%
27	Presentation and Displays - Video Projectors	Digital Projection Inc	25%
28	Presentation and Displays - Video Projectors	Any Other Brand Not Listed	5%
29	Audio Solutions - Audio Systems	Harmon	12%

Item No.	Category	Manufacturer Name	Proposed Discount
30	Audio Solutions - Audio Systems	Extron	40%
31	Audio Solutions - Audio Systems	Shure	25%
32	Audio Solutions - Audio Systems	Biamp	25%
33	Audio Solutions - Audio Systems	Clearone	19%
34	Audio Solutions - Audio Systems	Qsc	20%
35	Audio Solutions - Audio Systems	Listen	23%
36	Audio Solutions - Audio Systems	Sennheiser	18%
37	Audio Solutions - Audio Systems	Allen & Heath	10%
38	Audio Solutions - Audio Systems	Anchor Audio	20%
39	Audio Solutions - Audio Systems	Atlas Sound	10%
40	Audio Solutions - Audio Systems	Audio Technica	20%
41	Audio Solutions - Audio Systems	Blonder Tongue	10%
42	Audio Solutions - Audio Systems	Bogen Communications	10%
43	Audio Solutions - Audio Systems	Bosch Brands	10%
44	Audio Solutions - Audio Systems	Bose Pro	21%
45	Audio Solutions - Audio Systems	Community Pro Loudspeakers	20%
46	Audio Solutions - Audio Systems	Denon	20%
47	Audio Solutions - Audio Systems	JBL	22%
48	Audio Solutions - Audio Systems	JBL Commercial	22%
49	Audio Solutions - Audio Systems	JBL Cinema	22%
50	Audio Solutions - Audio Systems	Lab Gruppen	10%
51	Audio Solutions - Audio Systems	Mackie	26%
52	Audio Solutions - Audio Systems	Marantz	20%
53	Audio Solutions - Audio Systems	Lexicon	10%
54	Audio Solutions - Audio Systems	Mediamatrix	5%
55	Audio Solutions - Audio Systems	Onkyo	10%
56	Audio Solutions - Audio Systems	Peavey	22%
57	Audio Solutions - Audio Systems	Pioneer	13%
58	Audio Solutions - Audio Systems	Rane	30%
59	Audio Solutions - Audio Systems	Soundcraft	15%
60	Audio Solutions - Audio Systems	Studer	5%
61	Audio Solutions - Audio Systems	Tannoy/TC Group	22%
62	Audio Solutions - Audio Systems	Teac	25%
63	Audio Solutions - Video Inputs/Audio/Video	Crestron	45%
64	Audio Solutions - Video Inputs/Audio/Video	AMX/Harmon	30%

Item No.	Category	Manufacturer Name	Proposed Discount
65	Audio Solutions - Video Inputs/Audio/Video	Extron	40%
66	Audio Solutions - Video Inputs/Audio/Video	Wolfvision	10%
67	Audio Solutions - Video Inputs/Audio/Video	Ashly Audio	24%
68	Audio Solutions - Video Inputs/Audio/Video	Barco	10%
69	Audio Solutions - Video Inputs/Audio/Video	Christie Digital	10%
70	Audio Solutions - Video Inputs/Audio/Video	Kramer	22%
71	Audio Solutions - Video Inputs/Audio/Video	RGB Spectrum	22%
72	Audio Solutions - Video Inputs/Audio/Video	tvONE	10%
73	Audio Solutions - Video Inputs/Audio/Video	Any Other Brand Not Listed	5%
74	Audio Solutions - Wireless Presentation-Video Inputs	Extron	40%
75	Audio Solutions - Wireless Presentation-Video Inputs	Crestron	45%
76	Audio Solutions - Wireless Presentation-Video Inputs	Mersive	12%
77	Audio Solutions - Wireless Presentation-Video Inputs	Any Other Listed Brand	5%
78	Audio Solutions - Lecture Capture	Extron	40%
79	Audio Solutions - Lecture Capture	Panopto	5%
80	Audio Solutions - Lecture Capture	Sonic Foundry	15%
81	Audio Solutions - Lecture Capture	Discover Video	10%
82	Audio Solutions - Lecture Capture	Haivision	3%
83	Audio Solutions - Lecture Capture	Vbrick	15%
84	Audio Solutions - Lecture Capture	Any Other Listed Brand	5%
85	Production - Conferencing systems/cameras/encoder and decoder/etc.	Poly (Polycom)	15%
86	Production - Conferencing systems/cameras/encoder and decoder/etc.	Crestron FLEX	10%
87	Production - Conferencing systems/cameras/encoder and decoder/etc.	Logitech	12%
88	Production - Conferencing systems/cameras/encoder and decoder/etc.	Lenovo	10%
89	Production - Conferencing systems/cameras/encoder and decoder/etc.	Vaddio	20%
90	Production - Conferencing systems/cameras/encoder and decoder/etc.	Sony	20%

Item No.	Category	Manufacturer Name	Proposed Discount
91	Production - Conferencing systems/cameras/encoder and decoder/etc.	Extron	40%



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Offeror Company Name :



	AVI-SPL Symphony (IT)	varies	5% off of list

Offeror's please include additional products/services not identified - Prices are based on an hourly rate. See notes below for standard/holiday hours, zones and other rate descriptions.

Region	Description	Role Responsibilities	Sell Rate
USA - Nashville/Memphis	Project Management	Leading role in planning, executing, monitoring, controlling and closing individual projects.	\$120.42
USA - Nashville/Memphis	Project Coordination	Supporting function to PM providing assistance for project management duties.	\$82.17
USA - Nashville/Memphis	Engineering	Specify AV and VTC components and design configuration to meet requirements.	\$127.50
USA - Nashville/Memphis	CAD	Create precision drawings or technical illustrations.	\$73.67
USA - Nashville/Memphis	Programming	Develop custom user interfaces and controls for Crestron and other AV control systems.	\$127.50
USA - Nashville/Memphis	Commissioning	Shop and field testing and turnover of integrated solutions.	\$102.00
USA - Nashville/Memphis	Tech Installation / Tech Shop	Hardware component installation, cabling and unit testing.	\$80.75
USA - Southwest Region	Project Management	Leading role in planning, executing, monitoring, controlling and closing individual projects.	\$127.50
USA - Southwest Region	Project Coordination	Supporting function to PM providing assistance for project management duties.	\$87.00
USA - Southwest Region	Engineering	Specify AV and VTC components and design configuration to meet requirements.	\$135.00
USA - Southwest Region	CAD	Create precision drawings or technical illustrations.	\$78.00
USA - Southwest Region	Programming	Develop custom user interfaces and controls for Crestron and other AV control systems.	\$135.00
USA - Southwest Region	Commissioning	Shop and field testing and turnover of integrated solutions.	\$108.00
USA - Southwest Region	Tech Installation / Tech Shop	Hardware component installation, cabling and unit testing.	\$85.50
USA - Zone 1	Project Management	Leading role in planning, executing, monitoring, controlling and closing individual projects.	\$141.67
USA - Zone 1	Project Coordination	Supporting function to PM providing assistance for project management duties.	\$96.67
USA - Zone 1	Engineering	Specify AV and VTC components and design configuration to meet requirements.	\$150.00
USA - Zone 1	CAD	Create precision drawings or technical illustrations.	\$86.67
USA - Zone 1	Programming	Develop custom user interfaces and controls for Crestron and other AV control systems.	\$150.00
USA - Zone 1	Commissioning	Shop and field testing and turnover of integrated solutions.	\$120.00
USA - Zone 1	Tech Installation / Tech Shop	Hardware component installation, cabling and unit testing.	\$95.00
USA - Zone 2	Project Management	Leading role in planning, executing, monitoring, controlling and closing individual projects.	\$155.83
USA - Zone 2	Project Coordination	Supporting function to PM providing assistance for project management duties.	\$106.33
USA - Zone 2	Engineering	Specify AV and VTC components and design configuration to meet requirements.	\$165.00
USA - Zone 2	CAD	Create precision drawings or technical illustrations.	\$95.33
USA - Zone 2	Programming	Develop custom user interfaces and controls for Crestron and other AV control systems.	\$165.00
USA - Zone 2	Commissioning	Shop and field testing and turnover of integrated solutions.	\$132.00
USA - Zone 2	Tech Installation / Tech Shop	Hardware component installation, cabling and unit testing.	\$104.50
USA - Zone 3	Project Management	Leading role in planning, executing, monitoring, controlling and closing individual projects.	\$177.08
USA - Zone 3	Project Coordination	Supporting function to PM providing assistance for project management duties.	\$120.83
USA - Zone 3	Engineering	Specify AV and VTC components and design configuration to meet requirements.	\$187.50
USA - Zone 3	CAD	Create precision drawings or technical illustrations.	\$108.33
USA - Zone 3	Programming	Develop custom user interfaces and controls for Crestron and other AV control systems.	\$187.50
USA - Zone 3	Commissioning	Shop and field testing and turnover of integrated solutions.	\$150.00
USA - Zone 3	Tech Installation / Tech Shop	Hardware component installation, cabling and unit testing.	\$118.75
USA - Union Rate (Chicago)	Tech Installation / Tech Shop	Hardware component installation, cabling and unit testing.	\$136.67
USA - Union Rate (St. Paul)	Tech Installation / Tech Shop	Hardware component installation, cabling and unit testing.	\$86.67
USA - Union Rate (Bay Area)	Tech Installation / Tech Shop	Hardware component installation, cabling and unit testing.	\$116.67
USA - Union Rate (Sacramento)	Tech Installation / Tech Shop	Hardware component installation, cabling and unit testing.	\$91.67

Standard/Holiday Rates, Zone descriptions and other descriptions below:

- Standard rates apply for office hours: 8:00am to 6:00pm Monday to Friday (excluding public & bank holidays)
- 1.5x standard rates will be charged during: (a) 6:00pm to 8:00am Monday to Friday (excluding public & bank holidays) and (b) 8:00am to 6:00pm Saturday & Sunday (excluding public & bank holidays)
- 2x standard rates will be charged during: (a) 6:00pm to 8:00am Saturday & Sunday and (b) 8:00am to 6:00pm during public & bank holidays
- Minimum charge of 4 hours will be applied for hourly rates. All rates billed portal to portal
- Proposed rates exclude all hardware and installation materials. Proposed rates include all required travel expenses
- "Union Rate - US" to be used where required
- "USA - Zone 3" to be used for Alaska, California, Hawaii, Massachusetts, New York and Washington
- "USA - Zone 2" to be used for DC, Minnesota, Pennsylvania, Texas and Wisconsin
- "USA - Zone 1" to be used for all other US states not referenced in Zone 2 or 3
- "USA - Southwest Region" to be used for Salt Lake City, Scottsdale, Tucson & Albuquerque