



UNIVERSITY OF CALIFORNIA

Amendment to Agreement

This Amendment #1 to Agreement #2019.001407 ("Agreement") is entered into between The Regents of the University of California (UC) and Supplier.

AMENDMENT TO AGREEMENT

The Agreement is hereby amended as follows:

- 1. Extend the term of the Agreement for a 36 month period from September 1, 2024 to August 31, 2027.
2. Statement of Work Attachment A
a. Exhibit 2 Services Rate Card is hereby deleted and replaced in its entirety and replaced by the Revised Exhibit 2 Services Rate Card attached hereto.
b. Exhibit 4 Additional Goods Pricing Discounts is added and attached hereto.

All other terms, conditions and provisions of the Agreement shall remain in full force and effect.

This Amendment is signed by the parties' duly authorized representatives, and shall be effective as of the last signature below.

KEY CODE MEDIA, INC.

THE REGENTS OF THE UNIVERSITY OF CALIFORNIA

By: [Signature]
Mike Cavanagh (Jul 8, 2024 17:44 PDT)
Name: Mike Cavanagh
Title: President
Date: Jul 8, 2024

[Signature]
Roshni Pratap (Jul 9, 2024 19:46 PDT)
Name: Roshni Pratap
Title: Director, Strategic Sourcing - Information Technology
Date: Jul 9, 2024

Revised Exhibit 2

Services Rate Card

Billable Job Title ⁽¹⁾	REQUIRED	Base Wage Rate	Payroll Burden & Overhead	Total Standard Billable Hourly Rate ⁽²⁾	Overtime Multiplier	Overtime Bill Rate	Double Overtime Multiplier	Double Time Rate
	Years of Experience							
Example	1-3	\$95.00	\$9.50	\$104.50	1.50	\$156.75	2.00	\$209.00
Project Manager 1	1-3	\$78	\$49	\$127	1.50	\$190.50	2.00	\$254.00
Project Manager 2	4-10	\$99	\$66	\$166	1.50	\$249.00	2.00	\$332.00
Project Manager 3	11+	\$121	\$79	\$200	1.50	\$300.00	2.00	\$400.00
Designer 1	1-3	\$81	\$80	\$156	1.50	\$234.00	2.00	\$312.00
Designer 2	4-10	\$95	\$61	\$161	1.50	\$241.50	2.00	\$322.00
Designer 3	11+	\$107	\$73	\$180	1.50	\$270.00	2.00	\$360.00
Engineer 1	1-3	\$65	\$40	\$105	1.50	\$157.50	2.00	\$210.00
Engineer 2	4-10	\$88	\$59	\$146	1.50	\$219.00	2.00	\$292.00
Engineer 3	11+	\$121	\$79	\$200	1.50	\$300.00	2.00	\$400.00
Technician 1	1-3	\$65	\$40	\$105	1.50	\$157.50	2.00	\$210.00
Technician 2	4-10	\$90	\$59	\$146	1.50	\$219.00	2.00	\$292.00
Technician 3	11+	\$121	\$79	\$200	1.50	\$300.00	2.00	\$400.00
Installer 1	1-3	\$65	\$40	\$105	1.50	\$157.50	2.00	\$210.00
Installer 2	4-10	\$74	\$46	\$120	1.50	\$180.00	2.00	\$240.00
Installer 3	1-3	\$83	\$52	\$135	1.50	\$202.50	2.00	\$270.00
Programmer 1	1-3	\$88	\$59	\$146	1.50	\$219.00	2.00	\$292.00
Programmer 2	4-10	\$102	\$68	\$171	1.50	\$256.50	2.00	\$342.00
Programmer 3	11+	\$121	\$79	\$200	1.50	\$300.00	2.00	\$400.00

(1) Fixed hourly rate includes wages, overhead, general and administrative expenses and profit.

Prevailing wages apply

Note: Travel charges/expenses will not be permitted unless approved by a UC Location for a specific project. Any expenses that UC agrees to reimburse will be reimbursed under UC's Travel Policy, which can be found at [Travel policies | UCOP](#)

Exhibit 4

Additional Goods Pricing Discounts

Equipment Category	Manufacturer Name	Discount off MSRP(1)	Shipping & Freight ⁽²⁾	Notes
Accessories	Cartoni	12%	Included	
Accessories	Digital Arts	12%	Included	
Accessories	Gator	25%	Included	
Accessories	Heckler Design	2%	Included	
Accessories	Hosa	12%	Included	
Accessories	L-Acoustics	2%	Included	
Accessories	Laird	2%	Included	
Accessories	Libec	5%	Included	
Accessories	Logic Keyboards	5%	Included	
Accessories	Logitech	2%	Included	
Accessories	Manfrotto	15%	Included	
Accessories	Motion Labs	1%	Included	
Accessories	Netgear	5%	Included	
Accessories	Neutrik	2%	Included	
Accessories	On Stage	25%	Included	
Accessories	Pelican	2%	Included	
Accessories	Skb	15%	Included	
Accessories	Swit	2%	Included	
Accessories	Tec nec	2%	Included	
Accessories	Tiffen	3%	Included	
Accessories	Tripp Lite	23%	Included	
Accessories	Vitec	2%	Included	
Audio Systems	Akg	22%	Included	
Audio Systems	Allen & Heath	19%	Included	
Audio Systems	Anchor	11%	Included	
Audio Systems	Atlas Sound	15%	Included	
Audio Systems	Audinate	12%	Included	
Audio Systems	Audio-Technica	18%	Included	
Audio Systems	Behringer	2%	Included	
Audio Systems	Black Box	2%	Included	
Audio Systems	Blonder Tongue	2%	Included	
Audio Systems	Cobalt	7%	Included	
Audio Systems	Digico	3%	Included	
Audio Systems	Electro-Voice	15%	Included	

(1) Line of Business (LOB) discount percentage off the published Manufacturers Suggested Resale Price (MSRP) or list price by the Manufacturers product line in each category. MSRP is defined as the product sales price list published in some form by the manufacturer or publisher of a product and available to and recognized by the trade.

(2). All domestic ground shipments will be FOB Destination, Freight Prepaid and Included. Any handling fees shall also be included in the pricing.

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Audio Systems	Focusrite	20%		
Audio Systems	Jbl	22%		
Audio Systems	Lab-Gruppen	3%		
Audio Systems	Lectrosonics	10%		
Audio Systems	Loud	10%		
Audio Systems	Presonus	10%		
Audio Systems	Pro Intercom	1%		
Audio Systems	Sennheiser	13%		
Audio Systems	Sescom	2%		
Audio Systems	Tascam	22%		
Audio Systems	Tektronix	2%		
Audio Systems	Whirlwind	2%		
Audio Systems	Williams Av	13%		
Audio Systems	Yamaha	10%		
Conferencing systems/cameras/encoder and decoder/etc.	Atlona	15%		
Conferencing systems/cameras/encoder and decoder/etc.	Aver	2%		
Conferencing systems/cameras/encoder and decoder/etc.	Bosch	19%		
Flat Panel Displays	Absen	20%		Freight added upon quoting
Flat Panel Displays	Elo	2%		
Flat Panel Displays	Jupitersystems	5%		
Flat Panel Displays	Key Code LED	10%		Freight will be added upon quoting
Flat Panel Displays	Now Signage	12%		
Flat Panel Displays	Planar	10%		
Flat Panel Displays	Plura	2%		

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Flat Panel Displays	TSI Touch	5%		Freight will be added upon quoting
Flat Panel Displays	Viewsonic	12%		
Lighting	Chauvet	15%		
Lighting	High End Systems	2%		
Lighting	Ikan	7%		
Lighting	The Light Source	5%		
Other (Cabling, etc.)	Amphenol	2%		
Other (Cabling, etc.)	Belkin	3%		
Other (Cabling, etc.)	Cablestogo	25%		
Other (Cabling, etc.)	Camplex	2%		
Other (Cabling, etc.)	Multidyne	2%		Steeper discounts if Key Code Media is first to register opportunity
Other (Cabling, etc.)	Peerless	12%		
Other (Cabling, etc.)	Spectrum Technologies	25%		
Other (Cabling, etc.)	Wiremold	22%		
Other (Furniture)	Argosy	12%		Freight added upon quoting
Other (Furniture)	Laguna Design	5%		Freight will be added upon quoting
Other (Furniture)	Marshall Furniture	10%		
Storage/Archive Systems	Editshare	10%		
Storage/Archive Systems	Lucidlink	2%		

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Storage/Archive Systems	Projective Technology GMBH	5%		
Storage/Archive Systems	Seagate Corvault	5%		
Storage/Archive Systems	Studio Network Solutions (SNS)	5%		
Storage/Archive Systems	Wasabi	2%		
Video Broadcast Systems	Birddog	5%		
Video Broadcast Systems	Brainstorm	5%		
Video Broadcast Systems	Cablecast	5%		
Video Broadcast Systems	Canon	2%		
Video Broadcast Systems	Cinedeck	5%		Steeper discount if Key Code is the first to register opportunity
Video Broadcast Systems	Cuescript	10%		
Video Broadcast Systems	Datavideo	5%		
Video Broadcast Systems	Fujinon	12%		
Video Broadcast Systems	Hitachi	10%		
Video Broadcast Systems	Hollyland	5%		
Video Broadcast Systems	JVC	2%		
Video Broadcast Systems	Lumens	17%		
Video Broadcast Systems	Prompter People	5%		
Video Broadcast Systems	Ross Video	5%		
Video Broadcast Systems	RTS	19%		
Video Broadcast Systems	Tightrope	5%		
Video Broadcast Systems	Wohler	5%		
Video Editorial Systems	Atto	5%		
Video Editorial Systems	Catdv	2%		Steeper discount if Key Code is the first to register opportunity

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Video Inputs/Audio/Video	Atomos	5%		
Video Inputs/Audio/Video	Brightsign	10%		
Video Inputs/Audio/Video	Gefen	24%		
Video Inputs/Audio/Video	Kramer	27%		
Video Inputs/Audio/Video	Kvm-Tek	5%		Warranties not quoted under contract.
Video Inputs/Audio/Video	Magewell	5%		
Video Inputs/Audio/Video	Marshall Electronics	5%		
Video Inputs/Audio/Video	Matrox	5%		
Video Inputs/Audio/Video	Sonnet	2%		
Video Inputs/Audio/Video	Visionary Solutions	12%		
Video Inputs/Audio/Video	Zero Density	5%		
Video Projectors	Benq	2%		
Wireless Presentation-Video Inputs	Elmo	2%		

Volume Discounts:

Equipment Category	Manufacturer Name	Volume Discount Description	Volume Discount (%)	Other Discount Description	Notes
Flat Panel Displays	Sony	100K+	0.50%	Project	Additional Discount might apply based of Registration with MFG
Flat Panel Displays	Panasonic	100K+	0.50%	Project	Additional Discount might apply based of Registration with MFG
Flat Panel Displays	Samsung	100K+	0.50%	Project	Additional Discount might apply based of

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					Registration with MFG
Flat Panel Displays	NEC	100K+	0.50%	Project	Additional Discount might apply based of Registration with MFG
Flat Panel Displays	LG	100K+	0.50%	Project	Additional Discount might apply based of Registration with MFG
Flat Panel Displays	Sharp Professional	100K+	0.50%	Project	Additional Discount might apply based of Registration with MFG
Video Inputs/Audio/Video	Crestron	100K+	1.00%	Project	Additional Discount might apply based of Registration with MFG
Video Inputs/Audio/Video	bright	100K+	0.50%	Project	Additional Discount might apply based of Registration with MFG
Video Inputs/Audio/Video	Extron	100K+	0.50%	Project	Additional Discount might apply based of Registration with MFG

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Video Inputs/Audio/Video	Wolfvision	100K+	0.50%	Project	Additional Discount might apply based of Registration with MFG
Conferencing systems/cameras/encoder and decoder/etc.	Panasonic	100K+	0.50%	Project	Additional Discount might apply based of Registration with MFG
Conferencing systems/cameras/encoder and decoder/etc.	Polycom	100K+	0.50%	Project	Additional Discount might apply based of Registration with MFG
Conferencing systems/cameras/encoder and decoder/etc.	Vaddio	100K+	0.50%	Project	Additional Discount might apply based of Registration with MFG
Conferencing systems/cameras/encoder and decoder/etc.	Sony	100K+	0.50%	Project	Additional Discount might apply based of Registration with MFG
Conferencing systems/cameras/encoder and decoder/etc.	Extron	100K+	0.50%	Project	Additional Discount might apply based of Registration with MFG
Audio Systems	Harmon	100K+	0.50%	Project	Additional Discount might apply based of Registration with MFG

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Audio Systems	Extron	100K+	0.50%	Project	Additional Discount might apply based of Registration with MFG
Audio Systems	Shure	50+	1.00%	Project	Additional Discount might apply based of Registration with MFG
Audio Systems	Biamp	100K+	0.50%	Project	Additional Discount might apply based of Registration with MFG
Audio Systems	Clearone	100K+	0.50%	Project	Additional Discount might apply based of Registration with MFG
Audio Systems	Qsc	100K+	0.50%	Project	Additional Discount might apply based of Registration with MFG
Audio Systems	Listen	100K+	0.50%	Project	Additional Discount might apply based of Registration with MFG
Audio Systems	Sennheiser	75K+	2.00%	Project	Additional Discount might apply based of Registration with MFG

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Projection Screens	Da-Lite/Legrand	100K+	0.50%	Project	Additional Discount might apply based of Registration with MFG
Projection Screens	Draper	100K+	0.50%	Project	Additional Discount might apply based of Registration with MFG
Projection Screens	Stewart	100K+	0.50%	Project	Additional Discount might apply based of Registration with MFG
Video Projectors	Panasonic	100K+	0.50%	Project	Additional Discount might apply based of Registration with MFG
Video Projectors	Epson	100K+	0.50%	Project	Additional Discount might apply based of Registration with MFG
Video Projectors	NEC	100K+	0.50%	Project	Additional Discount might apply based of Registration with MFG
Video Projectors	Sony	100K+	0.50%	Project	Additional Discount might apply based of Registration with MFG

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Video Projectors	Sharp	100K+	0.50%	Project	Additional Discount might apply based of Registration with MFG
Control Systems	Extron	100K+	0.50%	Project	Additional Discount might apply based of Registration with MFG
Control Systems	Crestron	100K+	1.00%	Project	Additional Discount might apply based of Registration with MFG
Control Systems	AMX	100K+	0.50%	Project	Additional Discount might apply based of Registration with MFG
Wireless Presentation-Video Inputs	Extron	100K+	0.50%	Project	Additional Discount might apply based of Registration with MFG
Wireless Presentation-Video Inputs	Crestron	100K+	1.00%	Project	Additional Discount might apply based of Registration with MFG
Wireless Presentation-Video Inputs	Mersive	100K+	0.50%	Project	Additional Discount might apply based of Registration with MFG

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Lecture Capture	Extron	100K+	0.50%	Project	Additional Discount might apply based of Registration with MFG
Lecture Capture	Sonic Foundry	100K+	0.50%	Project	Additional Discount might apply based of Registration with MFG
Accessories	Legrand	100K+	0.50%	Project	Additional Discount might apply based of Registration with MFG
Accessories	Chief	100K+	0.50%	Project	Additional Discount might apply based of Registration with MFG
Other (Cabling, etc.)	Crestron, Extron, Belden, Self-branded, etc.	100K+	0.50%	Project	Additional Discount might apply based of Registration with MFG

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