

OMNIA – National IPA Contract Discount List
Contract # 171725-01

Partner Organization	Support Category	Product Type	<u>OMNIA – NIPA Minimum Discount Off List</u>
Panasonic Corporation of North America	Panasonic	All Audio Visual Products	9%
Panasonic Corporation of North America	Panasonic	All Mobility Products	9%
Panasonic Corporation of North America	Panasonic	All Products	9%
22Miles	Audio Visual Products	Digital Signage Software	0%
323Link	Audio Visual Products	Cloud Audio Visual Controls	0%
3M	Both AV and Mobility	Cables & Mounts	1%
Absolute	Audio Visual Products	Software	5%
Acer, Inc.	Both AV and Mobility	Desktops, Laptops, Displays, Accessories	1%
Actiontec	Both AV and Mobility	Screen Share	2%
AKG	Audio Visual Products	Microphones/Headphones	1%
Algo	Audio Visual Products	Speakers	1%
Allied Telesis	Audio Visual Products	Mounts & Racks	1%
AllTraffic	Both AV and Mobility	Outdoor Message Boards	5%

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American Power Conversion (APC)	Both AV and Mobility	UPS's	5%
AML	Audio Visual Products	Audio Visual Controls	1%
Antennas Plus	Mobility Products	All Products	1%
Anthro	Audio Visual Products	Mounts & Carts	1%
AOC	Both AV and Mobility	Displays	1%
AOPEN	Audio Visual Products	Digital Signage Software	1%
Apple	Audio Visual Products	All Products (not available for Education customers)	1%
Appspace	Audio Visual Products	Digital Signage Software	1%
Arctic Wolf Networks Inc.	Both AV and Mobility	All Products	0%
Arista	Both AV and Mobility	Networking	1%
Aruba	Both AV and Mobility	Networking	5%
Asus	Both AV and Mobility	Desktops, Laptops, Displays, Accessories	1%
AT&T/FirstNet	Mobility Products	Cellular Services	0%
ATDEC	Audio Visual Products	Mounts	1%
ATEN	Audio Visual Products	Audio Visual Controls	1%

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Audio Enhancement	Audio Visual Products	Classroom Audio	1%
Avaya	Both AV and Mobility	Unified Communications	5%
Avid Headphones	Audio Visual Products	Headphones	1%
Avigilon Corporation	Mobility Products	All Products	5%
Axis Communications AB	Mobility Products	All Products	5%
BalanceBox	Audio Visual Products	Carts & Mounts	5%
Barco	Both AV and Mobility	Displays	2%
Barracuda Networks	Both AV and Mobility	Networking	2%
Beam by EyeClick (Obie)	Audio Visual Products	Interactive Floor	5%
Belden	Both AV and Mobility	Peripherals	5%
Belkin	Both AV and Mobility	Accessories	5%
BenQ	Both AV and Mobility	Displays	1%
BlackBox	Both AV and Mobility	Cables	1%
Bogen	Audio Visual Products	Speakers	1%
Bose	Audio Visual Products	Speakers	1%
Boxlight	Both AV and Mobility	Displays	5%
Bretford	Audio Visual Products	Carts	5%
Brother International Corporation	Both AV and Mobility	Printers and Accessories	5%
BSS	Audio Visual Products	Processors and Controllers	1%
BTI	Mobility Products	Batteries	1%
C2G (Cabels to Go)	Both AV and Mobility	Cables	3%

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Canon	Audio Visual Products	Cameras	3%
Casio	Audio Visual Products	Cameras	1%
Chief	Audio Visual Products	Mounts	10%
Christie	Audio Visual Products	Projectors & Video Walls	1%
Cinemassive	Audio Visual Products	Video Walls	1%
Cisco	Both AV and Mobility	Networking	28%
Cisco Webex	Audio Visual Products	Meeting Software	0%
Clearone	Audio Visual Products	Speakers	1%
ClearTouch	Both AV and Mobility	Displays	5%
Cohesity, Inc.	Both AV and Mobility	Data Back Up and Recovery	5%
Comcast Business	Both AV and Mobility	Networking	1%
Commscope	Both AV and Mobility	Cabling	1%
Cradlepoint, Inc.	Mobility Products	All Products	5%
Crestron	Audio Visual Products	Audio Visual Controls	3%

Partner Organization	Support Category	Product Type	<u>OMNIA – NIPA</u> <u>Minimum</u> <u>Discount Off</u> <u>List</u>
Da-Lite	Audio Visual Products	Projector Screens	5%
Dell	Both AV and Mobility	All Products	2%
D-Link	Both AV and Mobility	Networking	5%
Draper	Audio Visual Products	Projector Screens	1%
EAGL	Mobility Products	Gun Shot Detection	10%
Eaton	Both AV and Mobility	UPS's	1%
eGlass	Both AV and Mobility	Screen Share	5%
Elite Screens	Audio Visual Products	Projector Screens	1%
Elmo Manufacturing	Audio Visual Products	Document Cameras	4%
ELO	Audio Visual Products	Touch Displays	1%
Epos	Audio Visual Products	Meeting Room solutions	1%
Epson	Audio Visual Products	Projectors and Displays	7%
Ergotron	Both AV and Mobility	Carts	5%
Extron Electronics	Audio Visual Products	Audio Visual Controls	1%

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Federal Signal	Audio Visual Products	Lights and Sirens	20%
Fortinet	Both AV and Mobility	Networking, Wireless, Phones, Cameras, Security	5%
Furman	Both AV and Mobility	Power supplies	1%
Fusus	Audio Visual Products	Video Solutions and Software	1%
G Vision	Audio Visual Products	Touch Displays	1%
Gamber-Johnson	Mobility Products	Mounting Equipment	20%
Google Meet	Audio Visual Products	Meeting Software	0%
Harman	Audio Visual Products	Speakers	1%
Havis	Mobility Products	Mounting Equipment	20%
HID	Mobility Products	Access Control Accessories	2%
Hiperwall	Audio Visual Products	Video Walls	1%
Hovercam	Audio Visual Products	Document Cameras	5%
HP	Both AV and Mobility	All Products	2%
Hypersign	Audio Visual Products	Digital Signage Software	1%
iCloth	Both AV and Mobility	Cleaning aides for displays	1%

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Industry Weapon	Audio Visual Products	Digital Signage Software	1%
Infocase	Both AV and Mobility	Peripherals	5%
InFocus	Audio Visual Products	Projectors	1%
Insight LPR	Mobility Products	All Products	1%
Intel	Both AV and Mobility	Screen Share	1%
Intellinet Network Solutions	Audio Visual Products	Cables and Racks	1%
Iogear	Audio Visual Products	KVM & Switchers	1%
IP Video Corp	Mobility Products	All Products	1%
i-Pro	Audio Visual Products	Video Solutions and Software	5%
Jabra	Audio Visual Products	Speakers	5%
JBL	Audio Visual Products	Speakers	5%
Jelco	Both AV and Mobility	Cases	1%
Jotto Desk	Mobility Products	Mounting Equipment	20%
Kanex	Audio Visual Products	Cables and Accessories	1%
Kensington	Both AV and Mobility	Accessories	1%

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Kenwood	Mobility Products	Radios	1%
Konftel	Audio Visual Products	Video Conferencing Systems	1%
Korbyt	Audio Visual Products	Digital Media Signage	1%
Kramer	Audio Visual Products	Audio Visual Controls	1%
Kubi by Xandex	Audio Visual Products	Telepresence Robots	1%
Legrand AV	Audio Visual Products	Audio Visual Controls	1%
Lifesize	Audio Visual Products	Video Conferencing Systems	5%
Lightspeed	Audio Visual Products	Classroom Audio	5%
Lind Electronics	Audio Visual Products	Power Accessories	10%
Linksys	Both AV and Mobility	Networking	5%
Listen Technologies	Audio Visual Products	Rack Mounting Kit	1%
Logitech	Both AV and Mobility	Peripherals	5%
LU	Audio Visual Products	Interactive Playground	5%
Lumens	Audio Visual Products	Document Cameras	5%
Luxul	Audio Visual Products	Wireless AV	1%

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Magtek	Both AV and Mobility	Readers	5%
Manhattan Products	Audio Visual Products	Cables and Accessories	1%
Matrox	Audio Visual Products	Audio Visual Controls	1%
MediaTech	Audio Visual Products	Professional AV	1%
Merge	Audio Visual Products	AR/VR	5%
Merlyn Mind	Audio Visual Products	Classroom Audio	1%
Mersive	Audio Visual Products	Video Walls	1%
Microsoft	Both AV and Mobility	Hardware and Software	1%
Microsoft Teams	Audio Visual Products	Meeting Software	1%
Middle Atlantic	Audio Visual Products	Accessories	10%
Minicom	Both AV and Mobility	Cables	1%
Minuteman	Both AV and Mobility	UPS's	1%
Mobileye Technologies Limited	Mobility Products	Collision Avoidance Systems	0%
NanoLumens	Audio Visual Products	Video Walls	1%
Navori	Audio Visual Products	Digital Signage Software	1%

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NetGear	Both AV and Mobility	Networking	10%
NetMotion	Mobility Products	Mobile VPN Software	10%
Newline	Audio Visual Products	Video Walls, Displays, Accessories	5%
Nortek Control	Audio Visual Products	Speakers and Displays	1%
NowMicro	Audio Visual Products	Digital Signage Software	1%
Nuance Communications	Mobility Products	Dictation Software	5%
OmniVex	Audio Visual Products	Digital Signage Software	1%
One World Touch	Audio Visual Products	Touch Displays	1%
OpenPath	Mobility Products	All Products	1%
Optec	Audio Visual Products	Indoor/Outdoor Displays	1%
Optoma	Audio Visual Products	Projectors	5%
Palmer Digital Group	Audio Visual Products	Video Walls and Kiosks	1%
Panduit	Both AV and Mobility	Cabling	1%
Panorama Antennas Ltd.	Mobility Products	All Products	1%
Parsec	Mobility Products	All Products	1%
Peerless-AV	Audio Visual Products	Video Walls and Kiosks	1%

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Philips	Both AV and Mobility	Displays	1%
Poly (Polycom/Plantronics/HP)	Audio Visual Products	All Products	5%
PolyVision	Audio Visual Products	Whiteboards	1%
Premier Mounts	Audio Visual Products	Mounts	1%
Printek, LLC	Both AV and Mobility	Printers and Accessories	5%
Promethean	Both AV and Mobility	Displays	5%
Quartet	Audio Visual Products	Whiteboards	1%
RGB Spectrum	Audio Visual Products	All Products	0%
Ring Central	Both AV and Mobility	Unified Communications	1%
Roemtech	Audio Visual Products	Classroom Audio	1%
Ruckus	Both AV and Mobility	Networking	5%
Safety Vision, LLC	Mobility Products	All Products	0%
Samsung	Both AV and Mobility	All Products	1%
Scala	Audio Visual Products	Digital Signage Software	1%
SchoolPHONES	Audio Visual Products	Headphones	1%

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Screenbeam	Both AV and Mobility	Screen Share	3%
Seagate	Both AV and Mobility	Peripherals (hard drive)	5%
Sennheiser	Audio Visual Products	Headphones & Microphones	1%
Septier	Mobility Products	IMSI Catcher	1%
Shure	Audio Visual Products	Microphones/Headphones	5%
Shuttle	Audio Visual Products	Digital Signage IoT	1%
Sierra Wireless	Mobility Products	All Products	5%
SignageLive	Audio Visual Products	Digital Signage Software	1%
SIIG	Audio Visual Products	Accessories	1%
Skillshot (formerly a division of Hi-Rez Studios)	Audio Visual Products	eSports Arena	1%
SkyKit	Audio Visual Products	Digital Signage Software	1%
Smart AVI	Audio Visual Products	Audio Visual Products	1%
SNA Displays	Audio Visual Products	Indoor/Outdoor Displays	1%
Sonic Foundry	Audio Visual Products	Video Recording & Streaming	1%
Sony Electronics	Audio Visual Products	All Products	2%

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Soundcraft	Audio Visual Products	Mixers and Consoles	1%
Startech	Both AV and Mobility	Accessories	2%
SURGEX by Powervar, Inc.	Both AV and Mobility	Power, Racks and Cooling	1%
Tango Tango	Mobility Products	All Products	1%
Targus	Both AV and Mobility	Peripherals	5%
TDK	Audio Visual Products	Accessories	1%
Teem	Audio Visual Products	Meeting Minder Rooms Signs	1%
T-Mobile	Mobility Products	Cellular Services	0%
TouchSystems	Audio Visual Products	Touch Displays	1%
Tripp-Lite	Both AV and Mobility	UPS's	5%
TSI Touch	Audio Visual Products	Touch Displays	1%
UCworkspace	Both AV and Mobility	Unified Communications	1%
Uniden America Corporation	Mobility Products	Distributed Antenna Systems, Radios	2%
Vaddio	Audio Visual Products	Video Conferencing Systems	1%
Valcom	Audio Visual Products	Speakers	5%
Ventev	Both AV and Mobility	Cabling	1%

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Verizon	Mobility Products	Cellular Services	0%
Vertiv Group Corporation	Both AV and Mobility	Power, Racks and Cooling	5%
Vidyo	Audio Visual Products	Video Conferencing Systems	1%
ViewSonic Corporation	Audio Visual Products	All Products	1%
VisionTech	Audio Visual Products	Indoor/Outdoor Displays	1%
Vivitek	Audio Visual Products	Digital Media Signage	5%
Vizio	Both AV and Mobility	Displays	1%
VXI	Audio Visual Products	Headphones	1%
Wanco, Inc.	Both AV and Mobility	All Products	1%
Watchfire	Audio Visual Products	Indoor/Outdoor Displays	1%
Western Digital	Both AV and Mobility	Peripherals (hard drive)	5%
Westin Public Safety	Mobility Products	Mounting Equipment & Partitions	20%
Wirelmold	Audio Visual Products	Cable Management	1%
Yamaha	Audio Visual Products	Audio Visual Products	1%
Zebra	Both AV and Mobility	Printers and Accessories	5%

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Zoll Medical Corporation	Both AV and Mobility	Medical AEDs, Medical Kits, Accessories	1%
Zoom	Both AV and Mobility	Unified Communications	0%

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ProLogic ITS Professional Services	
<u>Resource/Job Title</u>	<u>Average Hourly Rate</u>
Install Technician:	\$ 195.00
Service/Maintenance Technician:	\$ 195.00
Systems Programmer:	\$225.00
Project Manager:	\$225.00
Systems Designer/Drafter:	\$275.00
Commissioning/System Engineer:	\$275.00

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