

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% | | | | | |
| 1.6 | Samsung | | | | | | | | | | | | |
| 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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| | | | | | | | | | | | | |
|----------|--|-------------------|------------------------------|----------------------|-----------------|------------------------------|------------------------|--------------------------------|----------------------|-----------------|-----------------|-----------------------|
| 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% | | | | | | | | | | |

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 |
| 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% |
| 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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|----------|---|--------------------------|-------------------------|-------------------------|--------------------|-------------------------------------|-------------------------------|---------------------------------------|-----------------------------|------------------------|------------------------|------------------------------|
| 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% | 10% | 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% | 10% | 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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AUDIOVISUAL EQUIPMENT
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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AUDIOVISUAL EQUIPMENT
PRICING AND DISCOUNTS 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 | | 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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PRICING AND DISCOUNTS PER VENDOR

| | | | | | | | | | | | | |
|----------|---|--------------------------|-------------------------|-------------------------|-------------------------------------|-------------------------------------|---------------------------------------|---------------------------------------|-----------------------------|------------------------------|------------------------|------------------------------|
| 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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AUDIOVISUAL EQUIPMENT
PRICING AND DISCOUNTS PER VENDOR

| | 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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AUDIOVISUAL EQUIPMENT
PRICING AND DISCOUNTS PER VENDOR

| | | | | | | | | | | | | |
|----------|--|--------------------------|-------------------------|-------------------------|--------------------|-------------------------------------|-------------------------------|---------------------------------------|-----------------------------|------------------------|------------------------------|------------------------------|
| 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 | CLEARTOUCH | 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. |

AUDIOVISUAL EQUIPMENT

PRICING AND DISCOUNTS PER VENDOR

| 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 | JAV 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% | |

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% | | | | | | 5% | | |
| 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% | | | | | | |

22-5174
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 | 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 |
| 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 |