



The Source for Audio Visual Solutions!®



## GSS15745-AV\_EQPTCONF Audio Visual Equipment & A/V Web Conferencing

| Manufacturer  | Brief Product Offering  | "Minimum" Discount off List Price |
|---|---|-----------------------------------|
| AMX   | Control Systems for A/V, Projection, Screens, and Lighting                    | 25%                               |
| ANCHOR AUDIO - Speakers<br>ANCHOR AUDIO – Audio Equipment   | Portable Sound Systems for Small-Large Audience Size                          | 20%<br>22%                        |
| ATLAS SOUND   | Loudspeakers, Microphone, Equipment Stands, and Enclosure Systems             | 20%                               |
| AUDIO-TECHNICA  | Wired & Wireless Microphone Systems, Headphones, and Accessories              | 17%                               |
| AVFI  | Display Carts, Video Conference and Huddle Room Tables & Accessories          | 25%                               |
| BIAMP – Audio Amplifiers<br>BIAMP – Audio Mixers            | DSP Processing, Signal Processing, Paging Systems, & Mixer Amps               | 25%<br>30%                        |
| BOSE – Wall Mount Speakers<br>BOSE – Free Standing Speakers | Loudspeakers and Sound systems for Music and Speech                           | 30%<br>32%                        |
| BRETFORD  | Technology Furniture, Store & Charge Carts, Tables, Desks, Mobile Carts       | 15%                               |
| C2G   | Computer, HDMI, VGA, USB, Ethernet, Audio, Video, and Coax Cables and more    | 5-32%                             |
| CHIEF   | Professional Mounting Solutions for TV, Projectors, Plasma & LCD Displays     | 15%                               |
| CISCO<br>CISCO – Accessories                                | Videoconferencing Products and Accessories                                    | 15%<br>3%                         |
| CLEARONE  | Audio and Video Conferencing, Unified Communications, & Digital Signage       | 5-15%                             |
| COMMUNITY   | Professional Loudspeaker and Loudspeaker Systems                              | 30-40%                            |
| COMPREHENSIVE   | Audio/Video Lights, Cables, Connectors, Batteries, Switchers & more           | 5-32%                             |
| COPERNICUS  | Teaching Easels, Storage Solutions, Interactive Whiteboard & Flat Panel Carts | 10%                               |
| CRESTRON  | Control Systems for A/V, Projection, Screens, and Lighting                    | 25%                               |
| CROWN   | Amplifiers, Microphones and System Solutions                                  | 18%                               |
| DA-LITE   | Audio Visual & Video Projection Screens and more...                           | 17%                               |
| DBX   | Digital Processors, Noise Reduction, and EQ Equipment                         | 20%                               |
| DENON-MARANTZ   | Professional Audio Products CD/Cassette/Digital Recording and more            | 10%                               |
| DRAPER  | Audio Visual & Video Projection Screens and more...                           | 17-25%                            |
| EIKI  | LCD & DLP Data Video Projectors   | 20%                               |
| ELECTROBOARD (Prowise)                                      | Audio Visual Presentation Technology Solutions and Video Conferencing         | 11%                               |
| ELMO  | Digital/Analog Visual Presenters, Video, Conferencing Cameras                 | 20%                               |
| EPSON   | Multimedia and Interactive LCD Projectors                                     | 5-20%                             |
| EXACT FURNITURE   | Podiums, Lecterns, Multi-Media Carts, Instructor Stations, A/V Racks and more | 15%                               |
| EXTERITY  | Broadcast Quality Digital TV and Video Streaming                              | 5%                                |
| EXTRON – Control Systems<br>EXTRON – Signal Management      | Video & Computer Interfacing, Switching, and Signal Distribution              | 20-30%<br>25%                     |
| EYEVIS  | Video Walls, Screen Rooms, and Visual Display Solutions                       | 20%                               |
| FSR   | Scalers, Switchers, Floor-Wall-Table Boxes, Cat-5 Solutions                   | 20%                               |
| GATOR CASES   | Professional Audio/Video, Microphone, Rack, and Mixer Cases                   | 25%                               |
| HITACHI   | LCD & DLP Data Video Projectors   | 15%                               |
| INFOCUS – Projection Systems<br>INFOCUS – Monitors          | LCD and DLP Projection, MondoPad Products, and Accessories                    | 10-36%<br>5-10%                   |

Headquarters - 485 Park Way, Broomall, PA 19008  
Phone#: (610) 544-8700 or 800-523-7525 Fax (610) 544-3385

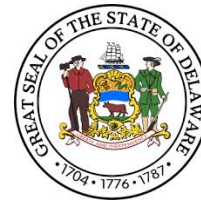
Harrisburg Regional Office  
4700 Westport Drive, Suite 1500, Mechanicsburg, PA 17055  
Phone#: (717) 620-5400 or 800-439-4572 Fax #: (717) 620-5401

Visual Sound / Kunz AV  
1642 Sulphur Spring Road, Baltimore, MD 21227  
Phone#: (410) 737-0130 or 800-638-0410 Fax #: (410) 737-0188

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| JBL  | Commercial Audio Products including Speakers and Accessories                 | 30-40%                            |
| KRAMER   | Distribution Amps, Switchers, Processors, and Interfaces                     | 10%                               |
| LG ELECTRONICS   | Commercial Plasma and LCD Displays, Blu-Ray Players, DVD and DVD-R           | 10%                               |
| LIBERTY AV SOLUTIONS                                   | Bulk Wire, Connectors, Wall Plates, Panels, and More...                      | 10-45%                            |
| LISTEN TECHNOLOGIES                                    | Assistive Listening Systems, Classroom Audio, and Conferencing Products      | 11-23%                            |
| LUXOR / H. WILSON                                      | Mobile A/V & Plastic Carts, Presentation Stations, Tablet Charging Carts     | 25%                               |
| MACKIE   | Mixing Consoles, Loudspeakers, Studio Monitors, and DAW Control Surfaces     | 20%                               |
| MARSHALL FURNITURE                                     | Custom Lecterns and Presentation Furniture                                   | 15-30%                            |
| MEDIA CAST   | Digital Content Management and Video Streaming Solution                      | 5%                                |
| MERSIVE  | Display and Collaboration Software for Wireless Connections to Any Screen    | 8%                                |
| MIDDLE ATLANTIC  | Equipment Racks & Enclosures, Electronic Protection Products, & AV Furniture | 27%                               |
| NEC – Projection Systems<br>NEC – Monitors             | LCD & DLP Data Video Projectors, Plasma & LCD Displays and Accessories       | 14%<br>10%                        |
| NEWTEK   | Live and Post Production Video Tools and Visual Imaging Software             | 5-10%                             |
| PANASONIC – Projection Systems<br>PANASONIC – Monitors | Televisions, Projectors, Camcorders, and Portable Audio & Video Products     | 15%<br>10%                        |
| PEERLES-AV   | TV and Projection Mounts, Digital Signage, Wireless Audio Systems, & Kiosks  | 15%                               |
| POLYCOM<br>POLYCOM – Accessories                       | Video and Audio Conferencing Solutions                                       | 10%<br>3%                         |
| QSC  | Power Amplifiers, Loudspeakers, Signal Processing, Digital Mixers            | 15-20%                            |
| SATALIGHT  | Interactive Assistive Learning Stations                                      | 5%                                |
| SHARP  | Professional LCD Displays and Accessories                                    | 10-20%                            |
| SHURE  | Wired and Wireless Audio, Microphones, Mixers, Audio Processors              | 20%                               |
| SMART Technologies<br>SMART Technologies - Accessories | Interactive Whiteboards and Group Collaboration Tools                        | 20%<br>3-15%                      |
| SOUNDCRAFT   | Professional Audio Mixing Consoles for Live Sound/Theater/Broadcast Events   | 10-20%                            |
| VADDIO   | Camera Control Systems and Accessories                                       | 15%                               |
| V-BRICK  | On-Line Networked Video Solutions  | 10%                               |
| VISIX  | Digital Signage Software to Create, Manage, and Deliver Messages             | 3-11%                             |
| VISUAL SOUND   | Video Wall Processor & Audio/Visual Rental Equipment                         | 25%                               |

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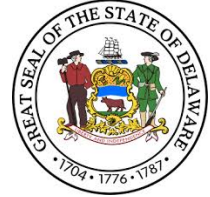
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## GSS15745-AV\_EQPTCONF Audio Visual Equipment & A/V Web Conferencing Labor-Related and Other Charges

| Description of Charge          | Increment (per minute, monthly,<br>annually, one-time, etc.) | Rate           |
|--------------------------------|--|----------------|
| Installation                   | Per Hour   | \$81.25        |
| Project Management             | Per Hour   | \$100.00       |
| Engineering                    | Per Hour   | \$118.75       |
| Programming                    | Per Hour   | \$118.75       |
| Fabrication                    | Per Hour   | \$81.25        |
| Commissioning                  | Per Hour   | \$100.00       |
| Installation Materials         | One Time   | TBD by Project |
| Training                       | One Time   | TBD by Project |
| Enhanced Warranty Service      | One Time   | TBD by Project |
| General & Administrative (G&A) | One Time   | TBD by Project |

### Rental, Staging, & Video Production

|                              |          |                |
|------------------------------|----------|----------------|
| Rental Labor (First 8 Hours) | Per Hour | \$65.00        |
| Rental Labor (Next 4 Hours)  | Per Hour | \$97.50        |
| Rental Labor (Over 12 Hours) | Per Hour | \$130.00       |
| Streaming Services           | One Time | TBD by Project |

### Service & Repair

|  |          |                |
|--|----------|----------------|
| Depot Repair (8:30am-5:00pm EST)   | Per Hour | \$85.00        |
| Diagnostic Estimate Fee (In-House / Bench Check)                         | Per Hour | \$85.00        |
| On-Site Support  | Per Hour | \$110.50       |
| Field Programming (Modification of AV Control Systems)                   | Per Hour | \$127.50       |
| After-Hours / Emergency (Outside of Normal Business Hours) On-Site       | Per Hour | \$165.75       |
| After-Hours / Emergency (Outside of Normal Business Hours) Depot/Bench   | Per Hour | \$127.50       |
| After-Hours / Emergency (Outside of Normal Business Hours) Program       | Per Hour | \$191.25       |
| Weekends & Holidays On-Site  | Per Hour | \$221.00       |
| Weekends & Holidays Program  | Per Hour | \$255.00       |
| Travel   | One Time | TBD by Project |
| Loaner Equipment (Short-Term Rental of Critical Audio Visual Components) | One Time | TBD by Project |

### Training & Professional Development

|  |          |                |
|--|----------|----------------|
| On-Line and On-Site Professional Development | One Time | TBD by Project |
|--|----------|----------------|

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