ONE

DIVERSIFIED

% Discount

5%

5%

15%

12%

18%

15%

PRO SOUND,

INC.

% Discount

10%

10% 10%

12%

12%

11%

18%

BLUUM

TECHNOLOGY

% Discount

5%

5% 5%

10%

15%

10%

				PRI	CING AND DISC		NDOR			_
	1.0 DIGITAL VIDEO CAMERAS	ACP CREATIVIT LLC dba CCCP dba CCCP	ARROW AUDIO INC.	AVI SYSTEMS INC.	AVI-SPL LLC	CONFERENCE TECHNOLOGIES INC.	EPA AUDIO VISUAL, INC.	FEARING'S AUDIO VIDEO SECURITY	FULL COMPASS SYSTEMS	
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	t
	Canon	2%	70 2 1000 0.110	5%	5%	70 2 1000 0.110	70 2 1000 4110	75 2 1000 01110	16%	t
	Grass Valley	10%		3 75	3,0	24%			2070	t
	BJVC	2075		5%		10%				t
	Marshall Electronics	11%	20%	18%		25%	15%	7%	16%	t
	Panasonic	6%	10%	10%		10%	1370	7,5	12%	t
	Samsung	070	10/0	1070		1070			1270	t
	7 Sony	5%	13%	20%			15%		10%	t
	3 Vaddio	18%	20%	20%	15%	21%	18%	20%	1070	t
	AVER	6%	2070	2070	1370	21/0	7%	2070		t
Write-In	BIRDDOG	10%					7 70			H
Write-In	HUDDLY	15%	16%							H
Write-In	PTZ OPTICS		10%	1.40/					10%	ł
	LUMENS	17%		14%					10%	H
Write-In		25%	100/	40%						ł
Write-In	LOGITECH		10%							ł
Write-In	HUDDLECAM		17%							Ł
Write-In	JABRA		8%							Ł
Write-In	BLACK MAGIC DESIGN					11%				Ļ
Write-In	PANASONIC PTZ CAMERAS					10%				Ļ
Write-In	1BEYOND			7%			5%			ļ
Write-In	AXIS COMMUNICATIONS	13%								L
Write-In	QSC			30%			30%			
	1.0 DIGITAL VIDEO CAMERA Lenses	ACP CREATIVIT LLC dba CCCP dba CCCP	ARROW AUDIO INC.	AVI-SPL LLC	CONFERENCE TECHNOLOGIES INC.	ONE DIVERSIFIED	PRO SOUND, INC.	BLUUM TECHNOLOGY		
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	1	
1.1	Canon	2%		5%		5%	10%		1	
1.2	Grass Valley				10%	5%	15%			
1.3	3 JVC				10%		10%			
1.4	Marshall Electronics	11%	20%		25%		10%	5%	1	
1.5	Panasonic	6%			5%		10%	5%	1	
	Samsung							5%	1	
	7 Sony	5%					8%	10%	1	
	3 Vaddio	18%		15%	21%		373	15%	1	
———	AVER	6%		1370	21/0			1370	1	
———	BIRDDOG								1	
I\M/rita_In		10%							1	
Write-In	HUDDLY	15%						10%		
Write-In	HUDDLY PTZ OPTICS	15% 17%						10%		
Write-In Write-In	HUDDLY PTZ OPTICS LUMENS	15%			110/			10%		
Write-In Write-In	HUDDLY PTZ OPTICS LUMENS BLACK MAGIC DESIGN 2.0 DIGITAL STILL CAMERAS Prof/Ind/Comm Grade	15% 17% 25% ACP CREATIVIT LLC dba CCCP dba CCCP	FULL COMPASS SYSTEMS	PRO SOUND, INC.	11%			10%		
Write-In Write-In Write-In	HUDDLY PTZ OPTICS LUMENS BLACK MAGIC DESIGN 2.0 DIGITAL STILL CAMERAS Prof/Ind/Comm Grade Manufacturer Name:	15% 17% 25% ACP CREATIVIT LLC dba CCCP		•	11%			10%		
Write-In Write-In Write-In	HUDDLY PTZ OPTICS LUMENS BLACK MAGIC DESIGN 2.0 DIGITAL STILL CAMERAS Prof/Ind/Comm Grade	15% 17% 25% ACP CREATIVIT LLC dba CCCP dba CCCP	SYSTEMS	INC.	11%			10%		
Write-In Write-In Write-In Item	HUDDLY PTZ OPTICS LUMENS BLACK MAGIC DESIGN 2.0 DIGITAL STILL CAMERAS Prof/Ind/Comm Grade Manufacturer Name:	15% 17% 25% ACP CREATIVIT LLC dba CCCP dba CCCP % Discount	SYSTEMS % Discount	% Discount	11%			10%		
Write-In Write-In Write-In Item 2.1 2.2	HUDDLY PTZ OPTICS LUMENS BLACK MAGIC DESIGN 2.0 DIGITAL STILL CAMERAS Prof/Ind/Comm Grade Manufacturer Name: Canon	15% 17% 25% ACP CREATIVIT LLC dba CCCP dba CCCP % Discount	SYSTEMS % Discount	% Discount	11%			10%		

	2.0 DIGITAL STILL CAMERAS Consumer grade	ACP CREATIVIT LLC dba CCCP	FULL COMPASS SYSTEMS	PRO SOUND, INC.								
Item	Manufacturer Name:	% Discount	% Discount	% Discount								
2.1	Canon	2%	25%	10%								
2.2	Samsung											
	Sony	2%		5%								
WRITE-IN	·	2%										
			DDO COUND		l							
	2.0 DIGITAL STILL CAMERAS Lens	ACP CREATIVIT LLC dba CCCP	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 dba CCCP	PRO SOUND, INC.									
Item	Manufacturer Name:	% Discount	% Discount									
2.1	Canon	2%	5%									
2.2	Samsung											
2.3	Sony	2%	8%									
WRITE-IN	·	2%										
	3.0 CAMERA ACCESSORIES (Cases, tripods, arms/brackets/bars, etc)	ACP CREATIVIT LLC dba CCCP	CONFERENCE TECHNOLOGIES INC.	FULL COMPASS SYSTEMS	ONE DIVERSIFIED	PRO SOUND, INC.	BLUUM TECHNOLOGY					
Item	Manufacturer Name:	% Discount	% 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	CARTONI	5%										
	JELCO						5%					
	JABRA						5%					
	VADDIO ACCESSORIES		18%									
	4.0 AV Production Equipment (Switchers,	ACP CREATIVIT	ARROW AUDIO	AVI SYSTEMS		CONFERENCE	EPA AUDIO	FEARING'S	FULL COMPASS	ONE	PRO SOUND,	BLUUM
	Processors, Recorders, etc)	LLC dba CCCP	INC.	INC.	AVI-SPL LLC	TECHNOLOGIES	VISUAL, INC.	AUDIO VIDEO	SYSTEMS	DIVERSIFIED	INC.	TECHNOLOGY
						INC.		SECURITY				
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount
	AJA Video	5%		10%		18%			15%	5%	15%	10%
	Blackmagic Design	5%		5%		11%		5%	5%	10%	10%	15%
	Broadcast Pix			10%							10%	5%
	Chyron			10%		5%						
	Data Video	7%	12%			15%		10%		6%	11%	5%
	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											
					_	2 of 15						

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AUDIOVISUAL EQUIPMENT DDICING AND DISCOLINTS DED VENDOD

				PRI	CING AND DISC	COUNTS PER VE	NDOR					
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%										
Write-In	LEIGHTRONIX	5%		5%								
Write-In	TVONE		20%									
Write-In	NEWTEK					15%						
Write-In	NETGEAR	25%										
Write-In	PANASONIC	5%										
Write-In	HOLLYLAND	2%										
Write-In	MARSHALL ELECTRONICS	15%										
Write-In	VADDIO						18%					
	5.0 TVs (LCD, LED, Plasma)	ACP CREATIVIT	ARROW AUDIO	AVI SYSTEMS		CONFERENCE	EPA AUDIO	FEARING'S	FULL COMPASS	ONE	PRO SOUND,	BLUUM
	Prof/Industrial/Commercial Grade	LLC dba CCCP	INC.	INC.	AVI-SPL LLC	TECHNOLOGIES	VISUAL, INC.	AUDIO VIDEO	SYSTEMS	DIVERSIFIED	INC.	TECHNOLOGY
Itam	Manufacturer Name:				0/ Discount	INC.		SECURITY 0/ Discount				
Item E 1	LG	% Discount 12%	% Discount 12%	% Discount 16%	% Discount 20%	% Discount 17%	% Discount 10%	% Discount 12%	% Discount 5%	% Discount 4%	% Discount 17%	% Discount 15%
	NEC	15%	16%	20%	20%	1%	10%	14%	5%	15%	21%	10%
	Panasonic	18%	19%	18%	25%	24%			16%		19%	10%
	Planar						100/	14%	10%	15%	19%	
	Samsung	10% 15%	10% 20%	12% 25%	22% 20%	8% 41%	10% 20%	10%	5%	10% 18%	20%	15% 25%
	Sharp	26%	17%	20%	28%	23%	20%	15% 14%	5%	20%	17%	20%
	Sony		6%	16%								
	NEWLINE	15% 35%	0%	22%	18%	17%	15%	10%	5%	15%	18%	15%
Write-In Write-In	VIEWSONIC	15%	17%	24%								
Write-In		10%	1770	2470								
Write-In	JUPITER	10%										
Write-In		10%	25%	25%					25%			
vviite-iii	5.0 TVs (LCD, LED, Plasma)								23/0			
	Consumer Grade	ACP CREATIVIT	ONE	PRO SOUND,								
		LLC dba CCCP	DIVERSIFIED	INC.								
Item	Manufacturer Name:	% Discount	% Discount	% Discount								
5.1	LG		4%									
	NEC		10%									
	Panasonic		10%									
	Planar		10%									
	Samsung		10%	8%								
	Sharp		10%									
	Sony		10%	5%								
	NEWLINE											
	VIEWSONIC											
Write-In	JUPITER	10%										
Write-In	SEURA	10%										1
	6.0 Test Equipment	ACP CREATIVIT	AVI SYSTEMS	AVISDLUC	CONFERENCE	EPA AUDIO	FEARING'S	FULL COMPASS	ONE	PRO SOUND,	BLUUM	

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TECHNOLOGIES

INC.

% Discount

VISUAL, INC.

% Discount

AUDIO VIDEO

SECURITY

% Discount

SYSTEMS

% Discount

DIVERSIFIED

% Discount

INC.

% Discount

TECHNOLOGY

% Discount

LLC dba CCCP

% Discount

Manufacturer Name:

Item

INC.

% Discount

AVI-SPL LLC

% Discount

AUDIOVISUAL EQUIPMENT PRICING AND DISCOUNTS PER VENDOR

6.1 Crestron 40% 40% 46% 41% 40% 45% 42% 40% 44% 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% HALL RESEARCH 25% Write-In TELESTREAM Write-In 10% CONFERENCE **FEARING'S** 7.0 Blu-Ray Players, Recorders & Streamers ACP CREATIVIT **ARROW AUDIO AVI SYSTEMS EPA AUDIO** ONE PRO SOUND. BLUUM TECHNOLOGIES AVI-SPL LLC **AUDIO VIDEO** VISUAL, INC. **DIVERSIFIED TECHNOLOGY** LLC dba CCCP INC. INC. INC. INC. **SECURITY** % Discount % Discount % Discount Manufacturer Name: % Discount Item 7.1 Denon 5% 8% 15% 16% 20% 15% 15% 8% 13% 7.2 JVC Pro 10% 7.3 Samsung 18% 7.4 Sharp 7.5 Sony 5% 16% 15% 5% 10% 22% 20% 7.6 Tascom 5% 19% 10% 29% Write-In **EXTRON** 42% CONFERENCE **FEARING'S** 8.0 DVD Players (multiformat, stand alone, **AVI SYSTEMS EPA AUDIO** PRO SOUND, **BLUUM** AVI-SPL LLC **TECHNOLOGIES AUDIO VIDEO** combo and/or recorders) INC. VISUAL. INC. INC. **TECHNOLOGY** SECURITY INC. Manufacturer Name: % Discount Item 8.1 Denon 15% 16% 20% 15% 10% 15% 8.2 JVC 10% 8.3 Samsung 5% 16% 10% 8.4 Sony 10% 19% 20% 8.5 Tascam 22% 10% LG 18% Write-In CONFERENCE 9.0 Document Cameras/Projectors **FEARING'S** ACP CREATIVIT **ARROW AUDIO AVI SYSTEMS EPA AUDIO** ONE PRO SOUND, **BLUUM AVI-SPL LLC** TECHNOLOGIES **AUDIO VIDEO** LLC dba CCCP INC. INC. VISUAL, INC. **DIVERSIFIED** INC. **TECHNOLOGY SECURITY** INC. % Discount % Discount % Discount Item Manufacturer Name: % Discount 9.1 Avermedia 8% 13% 10% 12% 15% 9.2 Lumens 30% 30% 40% 42% 10% 35% 35% 39% 9.3 Qomo 30% 30% 28% 9.4 Elmo 28% 30% 30% 28% 15% 15% 20% 9.5 Vaddio 18% 21% 15% 21% 20% 20% 15% 15% 20% 18% 9.6 Wolf Vision 10% 13% 20% 20% 8% 15% **HOVERCAM** 20% 15% 15% 5% Write-In **EPSON** 7% Write-In Write-In ELMO OX SERIES 15% CONFERENCE FEARING'S 10.0 Audio Amplifiers, Mixers, Processors & **ARROW AUDIO AVI SYSTEMS EPA AUDIO FULL COMPASS** PRO SOUND, **BLUUM ACP CREATIVIT** ONE AVI-SPL LLC TECHNOLOGIES AUDIO VIDEO Related VISUAL, INC. **TECHNOLOGY** LLC dba CCCP INC. INC. **SYSTEMS DIVERSIFIED** INC. **SECURITY** INC. Item Manufacturer Name: % Discount 10.1 AMX 45% 51% 45% 40% 40% 40% 40% 40% 35% 10.2 Biamp 42% 40% 40% 40% 45% 38% 45% 35% 37% 40% 45% 10.3 Bogen 40% 40% 45% 37% 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%

AUDIOVISUAL EQUIPMENT PRICING AND DISCOUNTS PER VENDOR

10.10 Electrovoice 30% 30% 40% 42%		A \ A /	250/				250/					200/	30%
10.11 Extron			25%				35%			200/	222/	28%	
10.12 Kramer Electronics 30% 35% 35% 35% 24%										30%			30%
10.13 Lab Gruppen								42%	40%				40%
10.14 Mackie						38%				30%		20%	35%
10.15 SSC			23%	25%	25%		26%	22%			30%		30%
10.15 Shure	10.14 Ma	1ackie	10%		10%		18%				5%		13%
10.17 Sony	10.15 QS	SC	31%	30%	30%	34%	35%	30%	30%	26%	30%	32%	30%
10.18 TOA	10.16 Sh	hure	30%	25%	25%	25%	35%	28%	33%	20%	28%	32%	12%
10.19 Yamaha	10.17 So	ony	10%									15%	
10.19 Yamaha		·		29%	25%		36%	28%			15%		30%
Write-In ALLEN & HEATH 20%										26%			20%
Write-In ATLANS 22% 35%				2575			3375			2070	2075	2775	2070
Write-In ATLAS 22% 35%													
Write-In Manual Part Man					250/								
Write-In LEA PRO					55%								
Write-In BSS													
Write-In BOSE													
Write-In BOSE			40%		40%								
Write-In LEA S5% S25%	rite-In LE	EA PRO		40%									
Write-In LEA 25%	rite-In BO	OSE			42%								
Write-In STEWART AUDIO S	rite-In JBI	BL			35%								
Write-In STEWART AUDIO 30% 3	rite-In LE	EA			35%								
Write-In SYMETRIX 30% Image: Conference of the control of the contr	rite-In RD	DL	25%		25%								15%
Write-In SYMETRIX 30% Image: Conference of the control of the contr													
Write-In WHIRLWIND 10% Inc.													
Write-In DBX			10%		3070								
Write-In CAMBRIDGE SOUND Write-In LECTROSONICS ACP CREATIVIT LLC dba CCCP INC. Item Manufacturer Name: Man													
Write-In LECTROSONICS ACP CREATIVIT LLC dba CCCP INC. Item Manufacturer Name: Marufacturer Name: Moiscount Moisc			1076							250/			
Write-In LECTROSONICS ACP CREATIVIT LLC dba CCCP INC. ARROW AUDIO INC. AVI-SPL LLC TECHNOLOGIES INC. AUDIO VIDEO SECURITY SYSTEMS THE PA AUDIO VISUAL, INC. SECURITY AUDIO VIDEO SECURITY AUDIO							450/			25%			
ACP CREATIVIT LLC dba CCCP INC. ARROW AUDIO INC. AVI SYSTEMS INC. AVI-SPL LLC TECHNOLOGIES SYSTEMS AUDIO VIDEO SECURITY AUDIO VIDEO SEC													
ACP CREATIVIT ARROW AUDIO INC.	rite-in LEG	ECTROSONICS							EE A DIAICÍC				
Inc. Inc. <th< td=""><td></td><td></td><td>ACP CREATIVIT</td><td>ARROW AUDIO</td><td>AVI SYSTEMS</td><td>AVII CDI LLC</td><td></td><td></td><td></td><td></td><td>ONE</td><td>PRO SOUND,</td><td>BLUUM</td></th<>			ACP CREATIVIT	ARROW AUDIO	AVI SYSTEMS	AVII CDI LLC					ONE	PRO SOUND,	BLUUM
Item Manufacturer Name: % Discount % Dis	11.	1.0 Microphone Systems - Wired	LLC dba CCCP	INC.	INC.	AVI-SPL LLC		VISUAL, INC.		SYSTEMS	DIVERSIFIED	INC.	TECHNOLOGY
11.1 AKG 32% 30% 35% 48% 42% 29% 40% 30% 32% 11.2 Audio Technica 15% 20% 20% 15% 15% 18% 30% 10% 26% 11.3 Califone 30% 50% 50% 12% 20% 30% 30% 30% 11.4 Clearone 22% 25% 25% 12% 20% 30%			% Discount	% Discount	% Discount	% Discount		% Discount		% Discount	% Discount	% Discount	% Discount
11.2 Audio Technica 15% 20% 20% 15% 18% 30% 10% 26% 11.3 Califone 30% 0											70 Discourit		35%
11.3 Califone 30% 11.4 Clearone 22% 25% 25% 12% 20% 30%									40%		100/		
11.4 Clearone 22% 25% 25% 12% 20% 30%				20%	20%	15%	15%	18%		30%	10%	26%	20%
													25%
				25%						20%			27%
			1%		25%		32%				20%		
				40%		35%			40%		40%	NOW AKG	35%
11.7 Electro-Voice 30% 30% 32% 28% 30% 35%	11.7 Ele	lectro-Voice	30%				32%			28%	30%	35%	30%
11.8 Revolabs 23% 15% 23% 15%	11.8 Re	evolabs		23%			15%	23%			15%		20%
11.9 Sennheiser 17% 20% 25% 22% 10% 19% 20% 30%	11.9 Se	ennheiser	17%	20%	25%	22%	10%			19%	20%	30%	24%
11.10 Shure 32% 25% 27% 20% 35% 26% 33% 20% 28% 34%								26%	33%			34%	12%
11.11 Sony 13% 25% 15% 15%													
Write-In EARTHWORKS 15% 30%		· · · · · · · · · · · · · · · · · · ·	15%	2373			25,5					2573	
Write-In PANASONIC 5%					5575								
			370	20%									
TVVIIIE-III IDELLINZIIVAIVIIC.	rito In Dr												400/
													10%
Write-In NUREVA 10%	rite-In NL			10%	200/								
Write-In NUREVA 10% Write-In AUDIX 20%	rite-In NU rite-In AU	UDIX		10%									35%
Write-In NUREVA 10%	rite-In NU rite-In AU rite-In BO	UDIX OSCH		10%	30%								

Mrita In	LECTROSONICS					220/						
						22%	200/					
Write-In	BIAMP					CONFERENCE	38%	FEARING'S				
	12.0 Microphone Systems - Wireless	ACP CREATIVIT LLC dba CCCP	ARROW AUDIO INC.	AVI SYSTEMS INC.	AVI-SPL LLC	TECHNOLOGIES INC.	EPA AUDIO VISUAL, INC.	AUDIO VIDEO SECURITY	FULL COMPASS SYSTEMS	ONE DIVERSIFIED	PRO SOUND, INC.	BLUUM TECHNOLOGY
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount
12.1	AKG	32%	30%	30%		42%		40%	30%		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%
—	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%
	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%								
Write-In	LECTROSONICS					22%						
Write-In	FRONT ROW											5%
Write-In	AUDIO ENHANCEMENT											5%
	13.0 Audio Speakers & Mounting Hardware	ACP CREATIVIT LLC dba CCCP	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.	BLUUM TECHNOLOGY
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%
	Extron	45%	40%	42%	45%	47%	42%	40%		40%	41%	43%
13.10		40%	30%	36%	24%	38%	27%	40%	28%	20%	28%	35%
	Klipsch			25%		40%						
13.12	Mackie	10%		10%		18%			28%	5%	15%	11%
13.13			45%	45%		49%					44%	33%
13.14	QSC	31%	30%	29%	34%	35%	30%	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		20%	29%	30%		36%			20%		29%	30%
Write-In	MARTIN AUDIO	25%										

AUDIOVISUAL EQUIPMENT PRICING AND DISCOUNTS PER VENDOR

	ı				CING AIND DISC							
Write-In	DANLEY	20%	40%									
Write-In	JABRA	8%										
Write-In	K&M	15%										
Write-In	FULCRUM		30%									
Write-In	K-ARRAY		30%									
Write-In	BIAMP			40%								
Write-In	NEUMAN								20%			
Write-In	YAMAHA					25%						
Write-In	ANCHOR						25%					
	14.0 System Components (Switchers, distribution	ACP CREATIVIT	ARROW AUDIO	AVI SYSTEMS		CONFERENCE	EPA AUDIO	FEARING'S	FULL COMPASS	ONE	PRO SOUND,	BLUUM
	amps, scalers, converters, power, equipment racks	LLC dba CCCP	INC.	INC.	AVI-SPL LLC	TECHNOLOGIES	VISUAL, INC.	AUDIO VIDEO	SYSTEMS	DIVERSIFIED	INC.	TECHNOLOGY
	and related)					INC.		SECURITY				
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount
	Altinex					23%			20%		10%	
	AMX	40%	40%	50%	53%	51%	40%	40%		40%	35%	45%
	Atlona	20%	30%	30%		32%	27%			18%	22%	30%
	Atlas Sound	22%	30%	36%	36%	40%		30%		10%	31%	35%
	Barco	10%		25%		24%					27%	12%
	Blackmagic Designs	5%		5%		11%		5%		10%	10%	15%
	Crestron	40%	40%	40%	46%	45%	42%	40%	40%	41%	44%	40%
	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		28%	28%	28%		40%	25%	23%			29%	15%
	Sierra	20%			23%	24%						
	Sony	5%	13%			15%					10%	
	Tripplite	30%	20%	25%	25%	39%				5%	28%	30%
	Winsted	15%				28%					10%	10%
Write-In		25%										
	HALL RESEARCH	20%	25%	25%								
Write-In	INOGENIE	10%	2070	2070			6%					
	MAGEWELL	10%					370					
	JUICE GOOSE	8%					20%					
	SURGEX	15%					2070					
Write-In	TIGHTROPE	5%										5%
	BRIGHTSIGN	15%										10%
	LEIGHTRONIX	5%										5%
	XANTECH	5%										370
	STARTECH	10%										
	ZEEVEE	10%	200/									
Write-In			20%									150/
	VISIONARY SOLUTIONS		23%	450/								15%
	AVPRO EDGE			45%								
Write-In	GEFEN			30%		7 of 15						

AUDIOVISUAL EQUIPMENT PRICING AND DISCOUNTS PER VENDOR

Write-In QSC 31% 30% 30% SOUND CONTROL Write-In 23% 22% 15% Write-In VADDIO 20% Write-In NETGEAR 25% 28% 5% **BYTESPEED** Write-In 5% Write-In **CABLE CAST** 5% Write-In DBX 10% LEADER 5% Write-In Write-In **NEW BLUE** 10% PANASONIC 5% Write-In 8% Write-In RIEDEL Write-In AMERICAN TIME CLOCK 5% 25% Write-In LEVITION **MEANWELL** 25% Write-In 7% **RUSSOUND** Write-In 10% GLOBAL CACHE Write-In Write-In C2G 20% CTI CUSTOM SYSTEMS 10% Write-In CONFERENCE **FEARING'S** 15.0 Accessibility Technology (assisted listening, **ACP CREATIVIT ARROW AUDIO AVI SYSTEMS EPA AUDIO FULL COMPASS** ONE PRO SOUND, **BLUUM TECHNOLOGIES AUDIO VIDEO** AVI-SPL LLC VISUAL, INC. **SYSTEMS DIVERSIFIED TECHNOLOGY** captioning and related): **LLC dba CCCP** INC. INC. INC. **SECURITY** INC. Item Manufacturer Name: % Discount 15.1 Califone 25% 25% 30% 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% WILLIAMS AV 25% Write-In CONFERENCE **FEARING'S** ACP CREATIVIT ARROW AUDIO **AVI SYSTEMS EPA AUDIO FULL COMPASS** PRO SOUND. **BLUUM** 16.0 Presentation Tools (lecture recorders and ONE **TECHNOLOGIES AUDIO VIDEO** AVI-SPL LLC related) LLC dba CCCP INC. INC. VISUAL, INC. **SYSTEMS DIVERSIFIED** INC. **TECHNOLOGY** SECURITY INC. Manufacturer Name: % Discount Item 16.1 AJA 5% 10% 20% 15% 15% 10% 16.2 Barco 25% 10% 5% 24% 10% 20% 12% 5% 5% 11% 5% 5% 10% 10% 10% 16.3 Blackmagic 16.4 Crestron 40% 40% 40% 11% 45% 42% 40% 41% 44% 40% 5% 2% 16.5 Haivision 5% 16.6 N Cast 20% 20% 16.7 Sonic Foundry 5% 20% 5% 10% 45% 40% 42% 45% 47% 42% 40% 40% 41% 43% 16.8 Extron **HOVERCAM Eglass** Write-In 2% Write-In LUMENS 40% 20% **EPIPHAN** Write-In 6% MATROX 10% Write-In CONFERENCE **FEARING'S AVI SYSTEMS** ACP CREATIVIT ARROW AUDIO **EPA AUDIO FULL COMPASS** PRO SOUND, **BLUUM** 17.0 Signal Amplification, Distribution & Fiber ONE AVI-SPL LLC **TECHNOLOGIES AUDIO VIDEO** Transmission LLC dba CCCP INC. INC. VISUAL, INC. **SYSTEMS DIVERSIFIED** INC. **TECHNOLOGY** INC. **SECURITY** Manufacturer Name: % Discount Item 17.1 AJA 5% 10% 20% 15% 15% 10% 17.2 Black Box 10% 15% 23% 10% 45% 17.3 Crestron 40% 40% 46% 42% 40% 40% 41% 44% 40% 1% 18% 17.4 Ensemble Designs - Avenue 17.5 Ensemble Designs - Brighteye 1% 18% 5%

Page 8 of 15

47.0	F and			400/		4.007				E C'		
	Evertz			12%		18%				5%		
-	Grass Valley	10%				24%				5%	10%	
	Harris	5%										
	Kramer	30%	35%	35%	38%	24%	30%		28%	30%	20%	35%
17.10		10%				25%				5%	20%	
17.11		40%	40%	50%	53%	51%	40%	40%	40%	40%	35%	45%
17.12	Extron	45%	40%	42%	45%	47%	42%	40%		40%	41%	43%
17.13	· · · · · · · · · · · · · · · · · · ·	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%		40%								
Write-In	TRIPPLITE			25%								
Write-In	SOUND CONTROL			23%								
Write-In	RIEDEL	8%										
Write-In	QSC	31%										
—	CISCO											10%
		ACP CREATIVIT	ARROW AUDIO	AVII CVCTENIC		CONFERENCE	EPA AUDIO	FEARING'S	ELILL COMPASS	ONE	PRO SOUND,	DITIINA
	18.0 Cables & Connectors	LLC dba CCCP	INC.	AVI SYSTEMS INC.	AVI-SPL LLC	TECHNOLOGIES	VISUAL, INC.	AUDIO VIDEO	FULL COMPASS SYSTEMS	DIVERSIFIED	INC.	BLUUM TECHNOLOGY
						INC.		SECURITY				
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount
18.1			40%	50%	45%	51%				40%	35%	45%
—	Belkin										10%	5%
	Cables To Go	30%	40%	30%		48%	38%		20%	12%	30%	35%
	Comprehensive	10%	23%	35%		10%				5%	18%	36%
-	Crestron	40%	40%	40%	46%	45%	42%	40%	40%	41%	44%	40%
	Extron	40%	40%	42%	45%	47%	42%	40%		40%	41%	43%
	Liberty	40%	40%	40%		15%	38%		15%	20%	40%	35%
	BELDEN	5%		10%		5%						
Write-In	GEFEN			30%								
Write-In	WEST PENN					5%						
Write-In	LINKUSA	5%										
Write-In	CCCP	30%										
Write-In	CANNARE	5%										
Write-In	TRIPPLITE	15%										
Write-In	WHIRLWIND	5%										
Write-In	CANARE	15%										
Write-In	ENET	25%										
Write-In	HOSA	20%										
Write-In	NEUTRIK	18%										
Write-In	WINDY CITY WIRE						25%					
Write-In	COVID						20%					
Write-In	TECHLOGIX											
		ACP CREATIVIT	ARROW AUDIO	AVI SYSTEMS		CONFERENCE	EPA AUDIO	FEARING'S	FULL COMPASS	ONE	PRO SOUND,	BLUUM
		LLC dba CCCP	INC.	INC.	AVI-SPL LLC	TECHNOLOGIES	VISUAL, INC.	AUDIO VIDEO	SYSTEMS	DIVERSIFIED	INC.	TECHNOLOGY
	19.0 Video Projectors - Portable (all types)					INC.		SECURITY				
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount
19.1	BenQ	5%	20%			22%					11%	15%

22-5174 AUDIOVISUAL EQUIPMENT

PRICING AND DISCOUNTS PER VENDOR

10%

10% 15% 20%

30% 15% 30% 15%

BLUUM TECHNOLOGY

% Discount
5%
15%
10%

> 10% 15% 20%

> 30% 15% 30% 15%

				PRI	CING AND DISC	OUNTS PER VE	NDOR					
19.2	Canon		18%	25%		35%					24%	
19.3	Casio											
19.4	Christie		28%	32%		18%				25%	10%	
19.5	Eiki										24%	
19.6	Epson	7%	10%	2%		10%	7%	5%	12%	22%		Г
	Hitachi		40%			50%						
19.8	Infocus											Г
19.9	NEC	40%	25%	44%		1%		35%		15%	35%	
19.10	Optoma		35%	40%		40%					10%	Г
	Panasonic	36%	30%	36%		37%		43%	40%	20%	40%	Г
-	Sony	36%		40%	33%		40%	30%	28%	25%	28%	Г
Write-In	VIEWSONIC	25%										Т
Write-In	EPSON BRIGHTER FUTURES				3%	10%						
	20.0 Video Projectors - Fixed (all types)	ACP CREATIVIT LLC dba CCCP	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.	1
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	
20.1	Barco	10%	18%	20%		24%				20%	28%	
20.2	BenQ	5%	20%			22%					25%	
20.3	Canon		18%	25%		35%					25%	
20.4	Casio											
20.5	Christie		18%	32%		18%				25%	30%	
20.6	Eiki										20%	
20.7	Epson	15%	10%	2%		10%	37%	5%	16%	22%		
20.8	Hitachi		40%			50%						
20.9	Infocus											
20.10	NEC	30%	27%	38%		1%		35%		15%	36%	
20.11	Optoma		39%	40%		40%					10%	
20.12	Panasonic	47%	40%	48%		40%		43%	40%	20%	30%	
20.13	Sony	38%	38%	42%	33%	45%	40%	30%	30%	25%	41%	
	VIEWSONIC	25%										
Write-In	VIVITEK		15%									Г
Write-In	DIGITAL PROJECTION			15%								
Write-In	LG			15%								
	EPSON BRIGHTER FUTURES				3%	10%						
	21.0 Video Projectors - LAMPS (all types)	ACP CREATIVIT	ARROW AUDIO INC.	AVI-SPL LLC	CONFERENCE TECHNOLOGIES INC.	EPA AUDIO VISUAL, INC.	ONE DIVERSIFIED	PRO SOUND, INC.	BLUUM TECHNOLOGY			
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount			
	BenQ				9%			5%	5%			
	Canon		22%		28%			30%				
	Christie		10%		18%		25%	14%	5%			
21.4	Eiki							24%	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%			
24.42	Charma									1		

21.12 Sharp

22-5174 AUDIOVISUAL EQUIPMENT

PRICING AND DISCOUNTS PER VENDOR

Part Manufacturer Name	21.13	Sony		10%	18%	15%	10%	25%	12%	15%			
No.	Write-In	BARCO							20%		1		
22.1 Den'Q 5% 20% 29% 29% 29% 28% 28% 28% 22% 15% 5% 5% 22%		22.0 Video Projectors - LENSES (all types)				AVI-SPL LLC	TECHNOLOGIES		AUDIO VIDEO				BLUUM TECHNOLOGY
22.2 Canon	Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount
22.2 Christie	22.1	BenQ	5%	20%			9%					15%	5%
22.4 Elst				29%	29%		28%					22%	
22.5 Fown 15	22.3	Christie		10%	10%		18%				25%	15%	5%
22.6 Intenduces												20%	5%
22.21 Infotos 22.98 MTC			15%	10%	25%		10%	10%		12%	22%	18%	20%
22.9 Missubshit				48%			60%						
22-10 Net 100 10													
22.11 Options	22.8	Mitsubishi											
22.11 Panasonic 15% 18% 10% 5% 15% 20% 20% 30% 30% 22.12 Sany 11% 11% 10% 10% 18% 8% 10% 6% 15% 25% 14% 15			10%	10%	10%		1%		5%		15%	11%	30%
22.12 Sharp		· ·		45%			55%						10%
22.13 Sony 11% 10% 10% 18% 8% 10% 6% 16% 25% 14% 15% 15% 17% 17% 17% 18/14			15%	18%	10%		5%		15%	16%	20%	20%	30%
Write-in VEWSONIC 15%	22.12	Sharp											
Write-in NVITEK	22.13	Sony	11%	10%	10%	18%	8%	10%	6%	16%	25%	14%	15%
Write-in DIGITAL PROJECTION 15%	Write-In	VIEWSONIC	15%										
Write-in DIGITAL PROJECTION 15% 15% CONFERENCE 15% AULION 15% CONFERENCE 15% AULION 15%	Write-In	VIVITEK											
23.0 Interactive Displays (whiteboards and related)	Write-In	BARCO			25%								
Add Company Add	Write-In	DIGITAL PROJECTION			15%								
23.1 BenQ						AVI-SPL LLC	TECHNOLOGIES		AUDIO VIDEO		· ·		
23.2 Da-Lite 30% 30% 45% 33% 10% 23.4 InFocus 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% 5% 23.8 Promethian 23.9 Samsung 25% 20% 22% 22% 20% 16% 18% 23% 5% 23.10 Sharp Aquous Board 35% 30% 32% 35% 27% 18% 20% 30% 5% 23.11 Smart Technologies 20%	Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	
23.3 Hitachi 23.4 InFocus 25% 10% 20% 25% 17% 12% 31% 20% 23.5 NewLine Interactive 25% 19% 18% 9% 10% 5% 9% 5% 5% 23.5 NewLine Interactive 25% 19% 18% 9% 10% 5% 9% 5% 5% 23.7 Planar 15% 5% 10% 9% 10% 5% 9% 5% 5% 23.8 Promethian 23.9 Samsung 25% 20% 22% 20% 16% 18% 23% 5% 23.10 Sharp Aquous Board 33% 30% 33% 33% 35% 27% 18% 20% 30% 5% 23.10 Sharp Aquous Board 33% 30% 33% 33% 35% 27% 18% 20% 30% 5% 23.10 Shart Technologies 15% 22% 20% 2	23.1	BenQ	25%	20%			35%				26%	5%	
23.4 InFocus			30%	30%		45%	33%					10%	
23.5 NewLine Interactive 25% 10% 20% 25% 17% 12% 31% 20% 23.6 Panasonic 25% 19% 18%	23.3	Hitachi											
23.6 Panasonic 25% 19% 18% 14% 31% 10%	23.4	InFocus											
23.7 Planar	23.5	NewLine Interactive	25%	10%	20%		25%		17%	12%	31%	20%	
23.8 Promethian 25% 20% 22% 20% 16% 18% 23% 5%	23.6	Panasonic	25%	19%	18%				14%		31%	10%	
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%			15%	5%	10%		9%	10%	5%		9%	5%	
23.10 Sharp Aquous Board 35% 30% 32% 35% 27% 18% 20% 30% 5% 20%	23.8	Promethian			30%								
23.11 Smart Technologies 15% 22% 20%	23.9	Samsung	25%	20%	22%			20%	16%	18%	23%	5%	
Write-In VIEWSONIC 20% 20% 20% 10% Write-In ELO 10% 5% Write-In CLEARTOUCH 18% 15% 10% Write-In HOVERCAM Eglass 2% 10% Write-In ELO TOUCH 9% 10% Write-In PHILIPS 25% 10% Write-In HOVERCAM 5% 5% Write-In LG 12% 5% Write-In LG 10% 5% Write-In T1V 5% 5% Write-In SMART TECHNOLOGIES EXT WARRANTY 10% 10% Write-In CLEVERTOUCH 10% 10%			35%	30%	32%		35%	27%	18%	20%	30%	5%	
Write-In ELO 10% 5% Write-In CLEARTOUCH 18% 15% 6 Write-In HOVERCAM Eglass 2% 10% Write-In ELO TOUCH 9% 6 6 Write-In HOVERCAM 5% 6 6 Write-In HOVERCAM 5% 5% 5% Write-In LG 10% 5% 5% 5% Write-In TIV 5%	23.11	Smart Technologies			15%		22%					20%	
Write-In CLEARTOUCH 18% 15% ————————————————————————————————————			20%	20%	20%							10%	
Write-In HOVERCAM Eglass 2% 10% Write-In ELO TOUCH 9% 5% Write-In PHILIPS 25% 5% Write-In HOVERCAM 5% 5% Write-In AVOCOR 12% 5% 5% Write-In LG 10% 5% 5% Write-In T1V 5% 5% 5% Write-In SMART TECHNOLOGIES EXT WARRANTY 10% 5% Write-In CLEVERTOUCH 10% 10%			10%									5%	
Write-In ELO TOUCH 9% ————————————————————————————————————	_				15%								
Write-In PHILIPS 25% S		<u> </u>	2%									10%	
Write-In HOVERCAM 5% 5% 5% Write-In AVOCOR 12% 5% 5% Write-In LG 10% 5% 5% Write-In T1V 5% 5% 5% Write-In SMART TECHNOLOGIES EXT WARRANTY 10% 10% Write-In CLEVERTOUCH 10% 10%	Write-In	ELO TOUCH		9%									
Write-In AVOCOR 12% 5% Write-In LG 10% 6 Write-In T1V 5% 6 Write-In SMART TECHNOLOGIES EXT WARRANTY 10% 10% Write-In CLEVERTOUCH 10% 10%				25%									
Write-In LG 10%	Write-In	HOVERCAM		5%									
Write-In T1V 5% 10% Write-In SMART TECHNOLOGIES EXT WARRANTY 10% 10% Write-In CLEVERTOUCH 10% 10%								5%				5%	
Write-In SMART TECHNOLOGIES EXT WARRANTY Write-In CLEVERTOUCH	Write-In	LG			10%								
Write-In CLEVERTOUCH 10%	Write-In	T1V			5%								
	Write-In	SMART TECHNOLOGIES EXT WARRANTY					10%						
Write-In TSI TOUCH 5%	Write-In	CLEVERTOUCH										10%	
	Write-In	TSI TOUCH										5%	

AUDIOVISUAL EQUIPMENT

PRICING AND DISCOUNTS PER VENDOR

24.1 D. 24.2 D	24.0 Screens - Manual	ACP CREATIVIT	ADDOM AUDIO								5%	
24.1 D	24.0 Screens - Manual	ACP CREATIVIT		****		CONFERENCE		FEARING'S	l			
24.1 D		LLC dba CCCP	ARROW AUDIO	AVI SYSTEMS INC.	AVI-SPL LLC	TECHNOLOGIES	EPA AUDIO VISUAL, INC.	AUDIO VIDEO	FULL COMPASS SYSTEMS	ONE DIVERSIFIED	PRO SOUND, INC.	BLUUM TECHNOLOGY
24.1 D						INC.		SECURITY				
24.2 D	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount
		30%	30%	35%	40%	33%	25%	33%	28%	27%	40%	15%
24.3 H	·	25%	30%	30%	33%	35%	10%	30%		20%	17%	25%
	Hamilton Buhl										10%	
24.4 Sc	Screen Innovations	25%		30%								15%
2!	25.0 Screens - Electric	ACP CREATIVIT LLC dba CCCP	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.	BLUUM TECHNOLOGY
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount
25.1 D	Da-Lite	30%	30%	30%	40%	33%	35%	33%	28%	27%	35%	15%
25.2 D		25%	30%	30%	33%	35%	30%	30%		20%	15%	25%
	Hamilton Buhl											
	Stewart			20%								
	Screen Innovations	20%		30%								15%
	26.0 Mounting Hardware	ACP CREATIVIT LLC dba CCCP	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.	BLUUM TECHNOLOGY
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount
26.1 CI	Chief	38%	40%	40%	45%	35%	26%	32%	20%	30%	36%	25%
26.2 D	Display Devices	10%				22%						
26.3 Ex	Extron	45%	40%	42%	45%	47%		40%		40%	41%	43%
26.4 P	Peerless	40%	35%	42%		45%	35%		26%	25%	39%	35%
26.5 P	Premier	30%	38%	40%		45%				45%		35%
26.6 N	Middle Atlantic	45%	45%	43%		50%	35%			35%	40%	30%
Write-In R	RAXXESS											
Write-In H	HECKLER	8%										
	3-TECH		30%									
Write-In ES	ESI		50%									
	AVTEQ			35%								
	FSR			12%								
	TRIPPLITE			23%								
	PEERLESS KIOSK MOUNTS					20%						
	GATOR	20%				20/3						
	BSC	2075										5%
	27.0 Room Controls	ACP CREATIVIT LLC dba CCCP	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.	BLUUM TECHNOLOGY
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount
27.1 A	XMX	40%	40%	50%	53%	51%	40%	40%	40%	40%	35%	45%
	Crestron	40%	40%	40%	11% / 46%	45%	42%	40%	40%	41%	44%	40%
27.3 Ex		45%	40%	42%	45%	47%	42%	40%		40%	41%	43%
27.4 A		20%	30%	30%		32%				18%	19%	30%
27.5 R	RTI											20%
Write-In Q	QSC	30%		30%			30%					
Write-In U	JRC	1%										
Write-In E	EVOKO											5%
	28.0 AV Related Furniture (Lectern, carts and related)	ACP CREATIVIT	ARROW AUDIO	AVI SYSTEMS INC.	AVI-SPL LLC	CONFERENCE TECHNOLOGIES INC.	EPA AUDIO VISUAL, INC.	FEARING'S AUDIO VIDEO SECURITY	ONE DIVERSIFIED	PRO SOUND, INC.	BLUUM TECHNOLOGY	

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AUDIOVISUAL EQUIPMENT

PRICING AND DISCOUNTS PER VENDOR

Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	
	AVTEQ	20%	30%	20%	70 213000110	40%	70 213000110	70 21300 4110	70 Discourie	75 21300 4110	30%	
	Da-Lite	30%	30%	2070	40%	33%	28%		27%	25%	15%	
	Middle Atlantic	45%	45%	40%	37%	50%	38%	40%	35%	38%	30%	
	Spectrum	45%	45%	48%	25%	50%	35%	36%	45%	15%	40%	
	Video Furniture International (VFI)	30%	40%	NOW AVFI	25%	3676	28%	36%	35%	15%	35%	
-	AVFI	3070	1070	35%	2370		2070	3070	3370	2370	3370	
	MARSHALL			30%							10%	
	SALAMANDER DESIGN			10%							10/0	
	WINSTED	15%		15%								
	AVTEQ - MOTORIZED DISPLAYS	1370		1370		15%						
	AVF					46%						
	IAV FURNITURE					40%						
—	LUND HALSEY	15%				4070						
-	MOORECO	1570									25%	
vviite-iii	WIOOKECO					CONFERENCE		FEARING'S				
	29.0 Wireless Presentation Devices	ACP CREATIVIT LLC dba CCCP	ARROW AUDIO INC.	AVI SYSTEMS INC.	AVI-SPL LLC	TECHNOLOGIES INC.	EPA AUDIO VISUAL, INC.	AUDIO VIDEO SECURITY	FULL COMPASS SYSTEMS	ONE DIVERSIFIED	PRO SOUND, INC.	BLUUM TECHNOLOGY
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount
29.1	Crestron	40%	40%	40%	46%	45%	42%	40%	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%		18%		10%	10%	17%
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	YEALINK	15%										
Write-In	AIRTAME						5%					
	30.0 Room Scheduling Panels	ACP CREATIVIT LLC dba CCCP	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.	BLUUM TECHNOLOGY	
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	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.	BLUUM TECHNOLOGY
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%

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AUDIOVISUAL EQUIPMENT PRICING AND DISCOUNTS PER VENDOR

24%

35%

20%

40% 33%

15% 28%

-										
31.2	Sennheiser	17%	20%	40%	35%	10%			18%	20%
31.3	Audix	20%	28%	33%		22%			15%	15%
31.4	Earthworks		20%							
31.5	Audio Technica	15%	20%	25%		15%	18%			10%
31.6	Ace Backstage					33%				
Write-In	BIAMP	42%			40%		38%			
Write-In	NUREVA	5%		5%						
	CLEARONE			27%						
	SONY			15%						
	STEM AUDIO			15%						
-	VADDIO			15%			15%			
	YAMAHA			20%						
		460 605471147	400000 40000		CONFERENCE	504 411010	FEARING'S	ONE	222 221112	5111114
		ACP CREATIVIT	ARROW AUDIO	AVI SYSTEMS	TECHNOLOGIES	EPA AUDIO	AUDIO VIDEO	ONE	PRO SOUND,	BLUUM
	32.0 Direct Video LED	LLC dba CCCP	INC.	INC.	INC.	VISUAL, INC.	SECURITY	DIVERSIFIED	INC.	TECHNOLOGY
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%			20%	30%			
Write-In	PHILIPS		25%							
Write-In	BARCO			16%						
Write-In	DESIGNLED			14%						
Write-In	NEC			5%						
	PLANAR					10%	10%			
	MAXHUB						28%			10%
	PRIMEVIEW								18%	
	NEWLINE						35%			
	NANOLUMENS									10%
		ACP CREATIVIT	AVI SYSTEMS	AVI-SPL LLC	CONFERENCE TECHNOLOGIES	EPA AUDIO	FEARING'S AUDIO VIDEO	FULL COMPASS	BLUUM	
	33.0 Web Conferencing Solutions	LLC dba CCCP	INC.		INC.	VISUAL, INC.	SECURITY	SYSTEMS	TECHNOLOGY	
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	
Write-In	Logitech	12%	10%			8%	5%	5%	5%	
-	Yamaha	10%					15%			
Write-In	Wolfvision	10%								
Write-In	BOSE PROFESSIONAL	10%								
Write-In	EXTRON	45%					40%			
Write-In	CISCO	20%				20%				
Write-In	OWL LABS	5%	5%					5%	5%	
Write-In	CRESTON	40%	40%	11%		42%	40%	40%	40%	
Write-In	POLY	10%	15%			10%	10%		10%	
Write-In	AVER		2%				2%			
Write-In	BOSE		5%							
Write-In	CISCO - ROOM KITS		49%				24%			
	CISCO - STAND ALONE/PERIPHERALS		30%				24%			
	VADDIO		16%			15%	16%		15%	
	YEALINK	15%	18%				10%		15%	
	HUDDLY		15%			12%	16%		10%	
			_3,0						_3/*	1

Write-In	JABRA		30%			10%	10%	5%	5%
Write-In	CTI CONNECT				20%				
Write-In	QSC						26%		
Write-In	NEAT					5%			
Write-In	INTELLIGENT VIDEO SOLUTIONS	13%							
Write-In	BIAMP						35%		40%
Item	34.0 Installation Services - Hourly Rate:	ACP CREATIVIT	ARROW AUDIO INC.	AVI SYSTEMS INC.	AVI-SPL LLC	CONFERENCE TECHNOLOGIES INC.	EPA AUDIO VISUAL, INC.	FEARING'S AUDIO VIDEO SECURITY	BLUUM TECHNOLOGY
29.1	Back Office (quoting, engineering, CAD, Project Mgmnt, and related)	\$165.00	\$135.00	\$140.00	\$90.00	\$130.00	\$125.00	\$104.00	\$85.00
29.2	Onsite Installation (installation, system verification, and related)	\$110.00	\$110.00	\$115.00	\$90.00	\$103.00	\$120.00	\$104.00	\$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	\$124.00	\$115.00
29.4	System Design Services	\$165.00	\$135.00	\$152.00	\$90.00	\$103.00	\$125.00	\$114.00	\$95.00
29.5	Servicing equipment on campus during regular working hours	\$110.00	\$110.00	\$129.00	\$115.00	\$153.00	\$135.00	\$130.00	\$115.00
29.6	Emergency service on campus	\$330.00	\$165.00	\$194.00	\$145.00	\$306.00	\$200.00	\$160.00	\$170.00
29.7	Service at contractor's shop	\$110.00	\$110.00	\$129.00	\$100.00	\$103.00	\$100.00	\$104.00	\$90.00