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%

	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
1.1	Canon	2%		5%	5%				16%
	Grass Valley	10%				24%			
	JVC			5%		10%			
	Marshall Electronics	11%	20%	18%		25%	15%	7%	16%
	Panasonic	6%	10%	10%		10%	1370	7,0	12%
	Samsung	070	1070	1070		1070			1270
	Sony	5%	13%	20%			15%		10%
	Vaddio	18%	20%	20%	15%	21%	18%	20%	1070
Write-In	AVER	6%	2070	2070	1370	21/0	7%	2076	
	BIRDDOG						7 70		
Write-In		10%	1.00/						
Write-In	HUDDLY	15%	16%	4.40/					4.00/
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	AXIS COMMUNICATIONS	13%							
Write-In	QSC			30%			30%		
		ACP CREATIVIT	ARROW AUDIO		CONFERENCE	ONE	PRO SOUND,	BLUUM	
	1.0 DIGITAL VIDEO CAMERA Lenses	LLC dba CCCP dba CCCP	INC.	AVI-SPL LLC	TECHNOLOGIES INC.	DIVERSIFIED	INC.	TECHNOLOGY	
Item	1.0 DIGITAL VIDEO CAMERA Lenses  Manufacturer Name:			% Discount			-		
		dba CCCP	INC.		INC.	DIVERSIFIED	INC.	TECHNOLOGY	
1.1	Manufacturer Name:	dba CCCP % Discount	INC.	% Discount	INC.	DIVERSIFIED % Discount	INC. % Discount	TECHNOLOGY	
1.1 1.2	Manufacturer Name: Canon	dba CCCP % Discount	INC.	% Discount	INC. % Discount	M Discount 5%	% Discount	TECHNOLOGY	
1.1 1.2 1.3	Manufacturer Name: Canon Grass Valley	dba CCCP % Discount	INC.	% Discount	INC. % Discount 10%	M Discount 5%	% Discount 10% 15%	TECHNOLOGY	
1.1 1.2 1.3 1.4	Manufacturer Name: Canon Grass Valley JVC Marshall Electronics	dba CCCP % Discount 2% 11%	% Discount	% Discount	10% 10% 25%	M Discount 5%	1NC.  % Discount 10% 15% 10% 10%	% Discount	
1.1 1.2 1.3 1.4 1.5	Manufacturer Name: Canon Grass Valley JVC Marshall Electronics Panasonic	dba CCCP % Discount 2%	% Discount	% Discount	% Discount  10% 10%	M Discount 5%	1NC.  % Discount 10% 15% 10%	% Discount  5% 5%	
1.1 1.2 1.3 1.4 1.5 1.6	Manufacturer Name: Canon Grass Valley JVC Marshall Electronics Panasonic Samsung	dba CCCP % Discount 2%  11% 6%	% Discount	% Discount	10% 10% 25%	M Discount 5%	1NC.  % Discount 10% 15% 10% 10% 10%	## TECHNOLOGY  ## Discount    5%     5%     5%     5%     5%	
1.1 1.2 1.3 1.4 1.5 1.6	Manufacturer Name:  Canon  Grass Valley  JVC  Marshall Electronics  Panasonic  Samsung  Sony	### dba CCCP  ##	% Discount	% Discount 5%	10% 10% 25% 5%	M Discount 5%	1NC.  % Discount 10% 15% 10% 10%	## TECHNOLOGY  ## Discount    5%	
1.1 1.2 1.3 1.4 1.5 1.6 1.7	Manufacturer Name:  Canon  Grass Valley  JVC  Marshall Electronics  Panasonic  Samsung  Sony  Vaddio	### dba CCCP  ### Discount    2%	% Discount	% Discount	10% 10% 25%	M Discount 5%	1NC.  % Discount 10% 15% 10% 10% 10%	## TECHNOLOGY  ## Discount    5%     5%     5%     5%     5%	
1.1 1.2 1.3 1.4 1.5 1.6 1.7 1.8 Write-In	Manufacturer Name:  Canon  Grass Valley  JVC  Marshall Electronics  Panasonic  Samsung  Sony  Vaddio  AVER	## dba CCCP  ## Discount    2%	% Discount	% Discount 5%	10% 10% 25% 5%	M Discount 5%	1NC.  % Discount 10% 15% 10% 10% 10%	## TECHNOLOGY  ## Discount    5%	
1.1 1.2 1.3 1.4 1.5 1.6 1.7 1.8 Write-In	Manufacturer Name: Canon Grass Valley JVC Marshall Electronics Panasonic Samsung Sony Vaddio AVER BIRDDOG	## dba CCCP  ## Discount    2%	% Discount	% Discount 5%	10% 10% 25% 5%	M Discount 5%	1NC.  % Discount 10% 15% 10% 10% 10%	## TECHNOLOGY  ## Discount    5%	
1.1 1.2 1.3 1.4 1.5 1.6 1.7 1.8 Write-In Write-In	Manufacturer Name:  Canon  Grass Valley  JVC  Marshall Electronics  Panasonic  Samsung  Sony  Vaddio  AVER  BIRDDOG  HUDDLY	## dba CCCP  ## Discount  2%  11%  6%  5%  18%  6%  10%  15%	% Discount	% Discount 5%	10% 10% 25% 5%	M Discount 5%	1NC.  % Discount 10% 15% 10% 10% 10%	5% 5% 10% 15%	
1.1 1.2 1.3 1.4 1.5 1.6 1.7 1.8 Write-In Write-In Write-In	Manufacturer Name:  Canon  Grass Valley  JVC  Marshall Electronics  Panasonic  Samsung  Sony  Vaddio  AVER  BIRDDOG  HUDDLY  PTZ OPTICS	## dba CCCP  ## Discount    2%	% Discount	% Discount 5%	10% 10% 25% 5%	M Discount 5%	1NC.  % Discount 10% 15% 10% 10% 10%	## TECHNOLOGY  ## Discount    5%	
1.1 1.2 1.3 1.4 1.5 1.6 1.7 1.8 Write-In Write-In Write-In Write-In	Manufacturer Name:  Canon  Grass Valley  JVC  Marshall Electronics  Panasonic  Samsung  Sony  Vaddio  AVER  BIRDDOG  HUDDLY  PTZ OPTICS  LUMENS	## dba CCCP  ## Discount  2%  11%  6%  5%  18%  6%  10%  15%	% Discount	% Discount 5%	10% 10% 25% 5% 21%	M Discount 5%	1NC.  % Discount 10% 15% 10% 10% 10%	5% 5% 10% 15%	
1.1 1.2 1.3 1.4 1.5 1.6 1.7 1.8 Write-In Write-In Write-In Write-In Write-In Write-In	Manufacturer Name: Canon Grass Valley JVC Marshall Electronics Panasonic Samsung Sony Vaddio AVER BIRDDOG HUDDLY PTZ OPTICS LUMENS BLACK MAGIC DESIGN  2.0 DIGITAL STILL CAMERAS Prof/Ind/Comm Grade	## ACP CREATIVIT LLC dba CCCP	INC. % Discount  20%  FULL COMPASS SYSTEMS	% Discount 5%  15%  PRO SOUND, INC.	10% 10% 25% 5%	M Discount 5%	1NC.  % Discount 10% 15% 10% 10% 10%	5% 5% 10% 15%	
1.1 1.2 1.3 1.4 1.5 1.6 1.7 1.8 Write-In Write-In Write-In Write-In Write-In	Manufacturer Name:  Canon  Grass Valley  JVC  Marshall Electronics  Panasonic  Samsung  Sony  Vaddio  AVER  BIRDDOG  HUDDLY  PTZ OPTICS  LUMENS  BLACK MAGIC DESIGN  2.0 DIGITAL STILL CAMERAS  Prof/Ind/Comm Grade  Manufacturer Name:	## dba CCCP  ## Discount    2%	INC. % Discount  20%  FULL COMPASS	% Discount 5%  15%  PRO SOUND,	10% 10% 25% 5% 21%	M Discount 5%	1NC.  % Discount 10% 15% 10% 10% 10%	5% 5% 10% 15%	
1.1 1.2 1.3 1.4 1.5 1.6 1.7 1.8 Write-In Write-In Write-In Write-In Write-In	Manufacturer Name: Canon Grass Valley JVC Marshall Electronics Panasonic Samsung Sony Vaddio AVER BIRDDOG HUDDLY PTZ OPTICS LUMENS BLACK MAGIC DESIGN  2.0 DIGITAL STILL CAMERAS Prof/Ind/Comm Grade	## ACP CREATIVIT LLC dba CCCP	INC. % Discount  20%  FULL COMPASS SYSTEMS	% Discount 5%  15%  PRO SOUND, INC.	10% 10% 25% 5% 21%	M Discount 5%	1NC.  % Discount 10% 15% 10% 10% 10%	5% 5% 10% 15%	
1.1 1.2 1.3 1.4 1.5 1.6 1.7 1.8 Write-In Write-In Write-In Write-In Write-In Item 2.1	Manufacturer Name:  Canon  Grass Valley  JVC  Marshall Electronics  Panasonic  Samsung  Sony  Vaddio  AVER  BIRDDOG  HUDDLY  PTZ OPTICS  LUMENS  BLACK MAGIC DESIGN  2.0 DIGITAL STILL CAMERAS  Prof/Ind/Comm Grade  Manufacturer Name:	## dba CCCP  ## Discount    2%	INC.  % Discount  20%  FULL COMPASS SYSTEMS  % Discount	% Discount 5%  15%  PRO SOUND, INC. % Discount	10% 10% 25% 5% 21%	M Discount 5%	1NC.  % Discount 10% 15% 10% 10% 10%	5% 5% 10% 15%	
1.1 1.2 1.3 1.4 1.5 1.6 1.7 1.8 Write-In Write-In Write-In Write-In Write-In Urite-In Write-In 2.1	Manufacturer Name:  Canon  Grass Valley  JVC  Marshall Electronics  Panasonic  Samsung  Sony  Vaddio  AVER  BIRDDOG  HUDDLY  PTZ OPTICS  LUMENS  BLACK MAGIC DESIGN  2.0 DIGITAL STILL CAMERAS  Prof/Ind/Comm Grade  Manufacturer Name:  Canon	## dba CCCP  ## Discount    2%	INC.  % Discount  20%  FULL COMPASS SYSTEMS  % Discount	% Discount 5%  15%  PRO SOUND, INC. % Discount	10% 10% 25% 5% 21%	M Discount 5%	1NC.  % Discount 10% 15% 10% 10% 10%	5% 5% 10% 15%	

	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		•							
	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%										
Write-In	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						

Page 2 of 15

## **AUDIOVISUAL EQUIPMENT**

	PRICING AND DISCOUNTS PER VENDOR											
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
11	NA CONTRACTOR				0/ 5:	INC.		SECURITY				
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount
5.1		12%	12%	16%	20%	17%	10%	12%	5%	4%	17%	15%
	NEC	15%	16%	20%	20%	1%		14%	5%	15%	21%	10%
	Panasonic	18%	19%	18%	25%	24%		14%	16%	15%	19%	12%
	Planar	10%	10%	12%	22%	8%	10%	10%		10%		15%
	Samsung	15%	20%	25%	20%	41%	20%	15%	5%	18%	20%	25%
	Sharp	26%	17%	20%	28%	23%	20%	14%	5%	20%	17%	20%
	Sony	15%	6%	16%	18%	17%	15%	10%	5%	15%	18%	15%
	NEWLINE	35%		22%								
	VIEWSONIC	15%	17%	24%								
Write-In		10%										
	JUPITER	10%										
	PHILIPS		25%	25%					25%			
	5.0 TVs (LCD, LED, Plasma)	ACP CREATIVIT	ONE	PRO SOUND,								
	Consumer Grade	LLC dba CCCP	DIVERSIFIED	INC.								
Item	Manufacturer Name:	% Discount	% Discount	% Discount								
5.1		70 Discourie	4%	70 Discourie								
	NEC NEC		10%									
	Panasonic		10%									
	Planar		10%									
	Samsung		10%	8%								
	Sharp		10%	070								
				E0/								
5./	Sony		10%	5%								

CONFERENCE

TECHNOLOGIES

INC.

AVI-SPL LLC

% Discount

Write-In NEWLINE

Write-In Write-In

Write-In

Item

VIEWSONIC

6.0 Test Equipment

Manufacturer Name:

10%

10%

ACP CREATIVIT

**LLC dba CCCP** 

% Discount

**AVI SYSTEMS** 

INC.

% Discount

JUPITER

SEURA

% Discount % Discount % Discount % Discount Page 3 of 15

**EPA AUDIO** 

VISUAL, INC.

FEARING'S

**AUDIO VIDEO** 

SECURITY

FULL COMPASS

SYSTEMS

ONE

DIVERSIFIED

% Discount

PRO SOUND,

INC.

% Discount

BLUUM

TECHNOLOGY

% Discount

## AUDIOVISUAL EQUIPMENT

#### PRICING AND DISCOUNTS PER VENDOR

												1
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 dba CCCP	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	
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	
	Denon	5%	8%	15%	16%	20%		15%	8%	13%	15%	
	JVC Pro	3,0	973	2575	2070	10%		2070	<b>5</b> /5	2070	2070	
	Samsung					2070			18%			
	Sharp								1070			
-	Sony	5%			16%	15%	5%				10%	
	Tascom	5%	29%	19%	10%	22%	20%			10%	10%	
		5%	29%	19%		22%				10%		
Write-In	EXTRON			CONFERENCE		FEARING'S	42%					
	8.0 DVD Players (multiformat, stand alone, combo and/or recorders)	AVI SYSTEMS INC.	AVI-SPL LLC	TECHNOLOGIES INC.	EPA AUDIO VISUAL, INC.	AUDIO VIDEO SECURITY	PRO SOUND, INC.	BLUUM TECHNOLOGY				
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount				
8.1	Denon	15%	16%	20%		15%	10%	15%				
8.2	JVC			10%					1			
8.3	Samsung								1			
8.4	Sony		16%		5%		10%	10%	1			
	Tascam	19%		22%	20%		10%		1			
-	LG			18%					1			
	9.0 Document Cameras/Projectors	ACP CREATIVIT	ARROW AUDIO	AVI SYSTEMS	AVI-SPL LLC	CONFERENCE TECHNOLOGIES	EPA AUDIO	FEARING'S AUDIO VIDEO	ONE	PRO SOUND,	BLUUM	
		LLC dba CCCP	INC.	INC.	AVI-SPL LLC	INC.	VISUAL, INC.	SECURITY	DIVERSIFIED	INC.	TECHNOLOGY	
Item	Manufacturer Name:			INC. % Discount	% Discount		% Discount	SECURITY % Discount	% Discount	% Discount	% Discount	
	Manufacturer Name: Avermedia	LLC dba CCCP	INC.			INC.						
9.1		LLC dba CCCP % Discount	INC. % Discount	% Discount		INC.			% Discount	% Discount	% Discount	
9.1 9.2	Avermedia	% Discount 8%	% Discount 9%	% Discount 13%		INC. % Discount		% Discount	% Discount 10%	% Discount 12%	% Discount 15%	
9.1 9.2 9.3	Avermedia Lumens Qomo	% Discount 8% 30%	% Discount 9%	% Discount 13% 40% 30%		W Discount  42% 30%	% Discount	% Discount 35%	% Discount 10% 10%	% Discount 12% 39%	% Discount 15% 35%	
9.1 9.2 9.3 9.4	Avermedia Lumens Qomo Elmo	% Discount 8% 30%	% Discount 9% 30%	% Discount 13% 40% 30%	% Discount	## INC.  ## Discount  ## 42%  ## 30%  ## 30%	% Discount	% Discount 35% 15%	% Discount 10% 10% 15%	% Discount 12% 39% 28%	% Discount 15% 35% 20%	
9.1 9.2 9.3 9.4 9.5	Avermedia Lumens Qomo Elmo Vaddio	## LLC dba CCCP  ## Discount  ## 8%  ## 30%  ## 28%  ## 18%	9% 30%	% Discount 13% 40% 30% 30% 21%		1NC. % Discount 42% 30% 30% 21%	% Discount	% Discount 35%	% Discount 10% 10% 15%	% Discount 12% 39%	% Discount 15% 35% 20% 15%	
9.1 9.2 9.3 9.4 9.5 9.6	Avermedia Lumens Qomo Elmo Vaddio Wolf Vision	## LLC dba CCCP  ## Discount  ## 8%  ## 30%  ## 28%  ## 18%  ## 8%	9% 30% 20% 10%	% Discount 13% 40% 30% 30% 21% 13%	% Discount	## INC.  ## Discount  ## 42%  ## 30%  ## 30%	% Discount	% Discount 35% 15%	% Discount 10% 10% 15%	% Discount 12% 39% 28%	% Discount 15% 35% 20% 15% 20%	
9.1 9.2 9.3 9.4 9.5 9.6 Write-In	Avermedia Lumens Qomo Elmo Vaddio Wolf Vision HOVERCAM	## LLC dba CCCP  ## Discount  ## 8%  ## 30%  ## 28%  ## 18%	9% 30%	% Discount 13% 40% 30% 30% 21% 13% 15%	% Discount	1NC. % Discount 42% 30% 30% 21%	% Discount	% Discount 35% 15%	% Discount 10% 10% 15%	% Discount 12% 39% 28%	% Discount 15% 35% 20% 15%	
9.1 9.2 9.3 9.4 9.5 9.6 Write-In	Avermedia Lumens Qomo Elmo Vaddio Wolf Vision HOVERCAM EPSON	## LLC dba CCCP  ## Discount  ## 8%  ## 30%  ## 28%  ## 18%  ## 8%	9% 30% 20% 10%	% Discount 13% 40% 30% 30% 21% 13%	% Discount	INC. % Discount  42% 30% 30% 21% 15%	% Discount	% Discount 35% 15%	% Discount 10% 10% 15%	% Discount 12% 39% 28%	% Discount 15% 35% 20% 15% 20%	
9.1 9.2 9.3 9.4 9.5 9.6 Write-In	Avermedia Lumens Qomo Elmo Vaddio Wolf Vision HOVERCAM	## Company of the com	9% 30% 20% 10%	% Discount 13% 40% 30% 30% 21% 13% 15%	% Discount	1NC. % Discount 42% 30% 30% 21%	% Discount	% Discount 35% 15%	% Discount 10% 10% 15%	% Discount 12% 39% 28%	% Discount 15% 35% 20% 15% 20%	BLUUM TECHNOLOGY
9.1 9.2 9.3 9.4 9.5 9.6 Write-In	Avermedia Lumens Qomo Elmo Vaddio Wolf Vision HOVERCAM EPSON ELMO OX SERIES 10.0 Audio Amplifiers, Mixers, Processors &	## LLC dba CCCP  ## Discount  ## 8%  ## 30%  ## 28%  ## 18%  ## 8%  ## 20%  ## ACP CREATIVIT	INC.  % Discount  9%  30%  20%  10%  15%  ARROW AUDIO	% Discount 13% 40% 30% 30% 21% 13% 15% 7%  AVI SYSTEMS	% Discount	1NC. % Discount  42% 30% 30% 21% 15%  CONFERENCE TECHNOLOGIES	% Discount  28% 20%  EPA AUDIO	% Discount  35%  15% 20%  FEARING'S AUDIO VIDEO	% Discount 10% 10% 15% 20%  FULL COMPASS	% Discount 12% 39% 28% 18%	% Discount 15% 35% 20% 15% 20% 5%	
9.1 9.2 9.3 9.4 9.5 9.6 Write-In Write-In	Avermedia Lumens Qomo Elmo Vaddio Wolf Vision HOVERCAM EPSON ELMO OX SERIES 10.0 Audio Amplifiers, Mixers, Processors & Related	LLC dba CCCP  % Discount  8%  30%  28%  18%  8%  20%  ACP CREATIVIT LLC dba CCCP	INC.  % Discount  9%  30%  20%  10%  15%  ARROW AUDIO INC.	% Discount  13%  40%  30%  30%  21%  13%  15%  7%  AVI SYSTEMS INC.	% Discount  15%  AVI-SPL LLC	1NC. % Discount  42% 30% 30% 21% 15%  CONFERENCE TECHNOLOGIES INC.	28% 20%  EPA AUDIO VISUAL, INC.	% Discount  35%  15%  20%  FEARING'S AUDIO VIDEO SECURITY	% Discount 10% 10% 15% 15% 20%  FULL COMPASS SYSTEMS	% Discount 12% 39% 28% 18% ONE DIVERSIFIED	% Discount  15% 35%  20% 15% 20% 5%  PRO SOUND, INC.	TECHNOLOGY
9.1 9.2 9.3 9.4 9.5 9.6 Write-In Write-In	Avermedia Lumens Qomo Elmo Vaddio Wolf Vision HOVERCAM EPSON ELMO OX SERIES 10.0 Audio Amplifiers, Mixers, Processors & Related Manufacturer Name:	LLC dba CCCP  % Discount  8%  30%  28%  18%  8%  20%  ACP CREATIVIT LLC dba CCCP  % Discount	INC.  % Discount  9%  30%  20%  10%  15%  ARROW AUDIO INC.  % Discount	% Discount  13%  40%  30%  30%  21%  13%  15%  7%  AVI SYSTEMS INC.	% Discount  15%  AVI-SPL LLC % Discount	INC. % Discount  42% 30% 30% 21% 15%  CONFERENCE TECHNOLOGIES INC. % Discount	28% 20%  EPA AUDIO VISUAL, INC.	% Discount  35%  15% 20%  FEARING'S AUDIO VIDEO SECURITY % Discount	% Discount 10% 10% 15% 15% 20%  FULL COMPASS SYSTEMS % Discount	% Discount 12% 39% 28%  18%  ONE DIVERSIFIED % Discount	% Discount  15% 35%  20% 15% 20% 5%  PRO SOUND, INC. % Discount	TECHNOLOGY  % Discount
9.1 9.2 9.3 9.4 9.5 9.6 Write-In Write-In Write-In 10.1	Avermedia  Lumens  Qomo  Elmo  Vaddio  Wolf Vision  HOVERCAM  EPSON  ELMO OX SERIES  10.0 Audio Amplifiers, Mixers, Processors & Related  Manufacturer Name:  AMX  Biamp	LLC dba CCCP  % Discount  8%  30%  28%  18%  8%  20%  ACP CREATIVIT LLC dba CCCP  % Discount  40%	INC.  % Discount  9%  30%  20%  10%  15%  ARROW AUDIO INC.  % Discount  40%	% Discount  13%  40%  30%  30%  21%  13%  15%  7%  AVI SYSTEMS INC.  % Discount	% Discount  15%  AVI-SPL LLC  % Discount 45%	1NC. % Discount  42% 30% 30% 21% 15%  CONFERENCE TECHNOLOGIES INC. % Discount 51%	28% 20%  EPA AUDIO VISUAL, INC. % Discount	% Discount  35%  15% 20%  FEARING'S AUDIO VIDEO SECURITY % Discount 40%	% Discount 10% 10% 15% 15% 20%  FULL COMPASS SYSTEMS % Discount	% Discount 12% 39% 28% 18% ONE DIVERSIFIED % Discount 40%	% Discount  15% 35%  20% 15% 20% 5%  PRO SOUND, INC.  % Discount 35%	% Discount 45%
9.1 9.2 9.3 9.4 9.5 9.6 Write-In Write-In Item 10.1 10.2 10.3	Avermedia Lumens Qomo Elmo Vaddio Wolf Vision HOVERCAM EPSON ELMO OX SERIES 10.0 Audio Amplifiers, Mixers, Processors & Related  Manufacturer Name: AMX Biamp Bogen	## ACP CREATIVIT LLC dba CCCP  ## Discount  ## 8%  ## 20%  ## ACP CREATIVIT LLC dba CCCP  ## Discount  ## 40%  ## 42%  ## 40%	INC.  % Discount  9%  30%  20%  10%  15%  ARROW AUDIO INC.  % Discount  40%	% Discount  13%  40%  30%  30%  21%  13%  15%  7%  AVI SYSTEMS INC.  % Discount  40%  45%	% Discount  15%  AVI-SPL LLC  % Discount 45% 40%	1NC. % Discount  42% 30% 30% 21% 15%  CONFERENCE TECHNOLOGIES INC. % Discount 51%	28% 20%  EPA AUDIO VISUAL, INC. % Discount	% Discount  35%  15% 20%  FEARING'S AUDIO VIDEO SECURITY % Discount 40%	% Discount 10% 10% 15% 15% 20%  FULL COMPASS SYSTEMS % Discount	% Discount 12% 39% 28%  18%  ONE DIVERSIFIED % Discount 40% 35%	% Discount 15% 35% 20% 15% 20% 5% PRO SOUND, INC. % Discount 35% 37% 37%	% Discount 45% 40% 45%
9.1 9.2 9.3 9.4 9.5 9.6 Write-In Write-In Item 10.1 10.2 10.3	Avermedia Lumens Qomo Elmo Vaddio Wolf Vision HOVERCAM EPSON ELMO OX SERIES 10.0 Audio Amplifiers, Mixers, Processors & Related  Manufacturer Name: AMX Biamp Bogen Bosch	## CECE    ## Discount    ## 8%    ## 30%    ## 28%    ## 18%    ## 8%    ## 20%    ## ACP CREATIVIT    ## LLC dba CCCP    ## Discount    ## 40%    ## 42%    ## 40%    ## 32%    ## 18%    ## 18%    ## 20%    ## 18%    ## 20%    ## 18%    ## 20%    ## 18%    ## 20%    ## 18%    ## 20%    ## 18%    ## 20%    ## 18%    ## 18%    ## 20%    ## 18%    ## 18%    ## 18%    ## 18%    ## 20%    ## 18%	INC.  % Discount  9%  30%  20%  10%  15%  ARROW AUDIO INC.  % Discount  40%  40%	% Discount  13%  40%  30%  30%  21%  13%  15%  7%  AVI SYSTEMS INC.  % Discount  40%  45%  35%	% Discount  15%  AVI-SPL LLC  % Discount 45% 40%	1NC. % Discount  42% 30% 30% 21% 15%  CONFERENCE TECHNOLOGIES INC. % Discount 51% 45%	28% 20%  EPA AUDIO VISUAL, INC. % Discount	% Discount  35%  15% 20%  FEARING'S AUDIO VIDEO SECURITY % Discount 40%	% Discount 10% 10% 15% 15% 20%  FULL COMPASS SYSTEMS % Discount	% Discount 12% 39% 28%  18%  ONE DIVERSIFIED % Discount 40% 35%	% Discount  15% 35%  20% 15% 20% 5%  PRO SOUND, INC.  % Discount 35% 37%	## TECHNOLOGY  ## Discount  ## 45%  ## 40%  ## 45%  ## 30%
9.1 9.2 9.3 9.4 9.5 9.6 Write-In Write-In Write-In 10.1 10.2 10.3 10.4 10.5	Avermedia Lumens Qomo Elmo Vaddio Wolf Vision HOVERCAM EPSON ELMO OX SERIES 10.0 Audio Amplifiers, Mixers, Processors & Related  Manufacturer Name: AMX Biamp Bogen	## ACP CREATIVIT LLC dba CCCP  ## Discount  ## 8%  ## 20%  ## ACP CREATIVIT LLC dba CCCP  ## Discount  ## 40%  ## 42%  ## 40%	INC.  % Discount  9%  30%  20%  10%  15%  ARROW AUDIO INC.  % Discount  40%	% Discount  13%  40%  30%  30%  21%  13%  15%  7%  AVI SYSTEMS INC.  % Discount  40%  45%	% Discount  15%  AVI-SPL LLC  % Discount 45% 40%	1NC. % Discount  42% 30% 30% 21% 15%  CONFERENCE TECHNOLOGIES INC. % Discount 51%	28% 20%  EPA AUDIO VISUAL, INC. % Discount	% Discount  35%  15% 20%  FEARING'S AUDIO VIDEO SECURITY % Discount 40%	% Discount 10% 10% 15% 15% 20%  FULL COMPASS SYSTEMS % Discount	% Discount 12% 39% 28%  18%  ONE DIVERSIFIED % Discount 40% 35%	% Discount 15% 35% 20% 15% 20% 5% PRO SOUND, INC. % Discount 35% 37% 37%	% Discount 45% 40% 45%

## AUDIOVISUAL EQUIPMENT PRICING AND DISCOUNTS PER VENDOR

#### 10.9 EAW 25% 28% 30% 35% 10.10 Electrovoice 30% 32% 30% 25% 30% 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 30% 30% 30% 31% 30% 34% 35% 30% 30% 26% 32% 10.16 Shure 30% 25% 25% 25% 28% 20% 28% 32% 12% 35% 33% 10.17 Sony 15% 10% 10.18 TOA 20% 29% 25% 36% 28% 15% 25% 30% 15% 10.19 Yamaha 15% 19% 35% 26% 27% 20% Write-In ALLEN & HEATH 20% ATLONG Write-In 20% ATLAS 22% Write-In 35% 20% Write-In **DANLEY** ATEN 25% Write-In Write-In BSS 40% 40% 40% LEA PRO 40% Write-In Write-In BOSE 42% Write-In JBL 35% LEA 35% Write-In 25% 25% RDL 15% Write-In Write-In STEWART AUDIO 30% SYMETRIX 30% Write-In Write-In WHIRLWIND 10% Write-In **DYNACORD** 25% **CAMBRIDGE SOUND** Write-In 45% Write-In LECTROSONICS 22% CONFERENCE FEARING'S **ACP CREATIVIT** ARROW AUDIO **AVI SYSTEMS EPA AUDIO FULL COMPASS** PRO SOUND, **BLUUM** ONE AVI-SPL LLC TECHNOLOGIES **AUDIO VIDEO** INC. VISUAL. INC. **DIVERSIFIED TECHNOLOGY** LLC dba CCCP INC. SYSTEMS INC. 11.0 Microphone Systems - Wired **SECURITY** INC. % Discount Item Manufacturer Name: % Discount 11.1 AKG 40% 35% 32% 30% 35% 48% 42% 29% 30% 32% 11.2 Audio Technica 15% 20% 20% 15% 15% 18% 30% 10% 26% 20% 30% 25% 11.3 Califone 25% 12% 20% 30% 27% 11.4 Clearone 22% 25% 11.5 Clock Audio 1% 25% 32% 20% 35% 11.6 Crown 40% 40% 35% 48% 40% 40% **NOW AKG** 11.7 Electro-Voice 30% 32% 28% 30% 30% 35% 11.8 Revolabs 23% 15% 23% 15% 20% 20% 25% 11.9 Sennheiser 17% 22% 10% 20% 24% 19% 30% 35% 12% 11.10 Shure 32% 25% 27% 20% 26% 33% 20% 28% 34% 11.11 Sony 13% 25% 15% 15% Write-In **EARTHWORKS** 15% 30% Write-In **PANASONIC** 5% Write-In BEYERDYNAMIC 20% NUREVA 10% Write-In 10% Write-In AUDIX 20% 35% Write-In **BOSCH** 30% VADDIO 14% Write-In 15% **LECTROSONICS** 22% Write-In

Page 5 of 15

Write-In	BIAMP			1 14.1		LOUNTS PER VE	38%					
	12.0 Microphone Systems - Wireless	ACP CREATIVIT LLC dba CCCP	ARROW AUDIO	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
	AKG	32%	30%	30%		42%		40%	30%		30%	35%
	Audio Technica	15%	15%	20%	15%	15%	15%	1075	30%	10%	26%	20%
-	Audix	27%	28%	25%	26%	22%	2070		30,0	15%	20%	35%
	Califone	30%	20,0	2575		==/0				20,0	2070	25%
	Clearone	22%	20%	25%		12%				30%		27%
	Clock Audio	2270	2070	25%		32%				20%		2770
	Crown	40%		2370	35%	48%		40%		40%	NOW AKG	35%
	Electro-Voice	30%			3370	32%		4070		30%	35%	30%
	Lectosonics	30%	23%			22%				3070	5%	10%
	MiPro	37%	30%			43%					3/0	50%
	Rode		30%			45%					100/	30%
		20%	420/			450/	450/			4.50/	10%	200/
	Revolabs	470/	13%	450/	220/	15%	15%		220/	15%	240/	20%
	Sennheiser	17%	20%	15%	22%	10%	200/	220/	32%	20%	31%	24%
-	Shure	35%	25%	30%	20%	35%	28%	33%	20%	28%	35%	12%
12.15	·					15%					10%	
-	YAMAHA	20%		15%								
Write-In	PANASONIC	5%										
	BEYERDYNAMIC		25%									
Write-In	BOSCH			35%								
Write-In	SHURE MICROFLEX WIRELESS			38%								
Write-In	LECTROSONICS					22%						
	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
13.1	Atlas Sound	22%	30%	36%	36%	40%		30%		10%	34%	35%
13.2	Bogen	40%		43%							40%	43%
	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%
	Crestron	40%	40%	40%	46%	45%	42%	40%		41%	44%	40%
	EAW	25%		30%		35%			28%		28%	28%
	Electro-Voice	30%				32%			28%	30%	34%	28%
	Extron	45%	40%	42%	45%	47%	42%	40%	20,3	40%	41%	43%
13.10		40%	30%	36%	24%	38%	27%	40%	28%	20%	28%	35%
	Klipsch	.570	50,0	25%	2 .73	40%	27,0	.0,0	23,3	20,3	2073	33,3
	Mackie	10%		10%		18%			28%	5%	15%	11%
13.12		10/0	45%	45%		49%			20/0	370	44%	33%
13.13		31%	30%	29%	34%	35%	30%	30%	28%	30%	32%	30%
	Soundtube	28%	30%	30%	34/0	18%	27%	10%	2070	25%	32/0	28%
	Tannoy	2070						10/0				
	·	200/	25%	23%		26%	22%		200/	35%	200/	20%
13.17		20%	29%	30%		36%			20%		29%	30%
\	INAADTINI ALIDIO	250/										
-	MARTIN AUDIO DANLEY	25% 20%	40%									

_						COUNTSTERVE						
	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	ACD CDEATIVIT	ADDOM/ AUDIO	AVII CVCTERAC		CONFERENCE		FEARING'S	FULL CONADACC	ONE	DDO COUND	DILLUA
	amps, scalers, converters, power, equipment racks	ACP CREATIVIT	ARROW AUDIO	AVI SYSTEMS	AVI-SPL LLC	TECHNOLOGIES	EPA AUDIO	AUDIO VIDEO	FULL COMPASS	ONE	PRO SOUND,	BLUUM
	and related)	LLC dba CCCP	INC.	INC.		INC.	VISUAL, INC.	SECURITY	SYSTEMS	DIVERSIFIED	INC.	TECHNOLOGY
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%
	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%	1070	1070		18%	,,	1070	1070	. = / 0		1070
	Ensemble Designs - Brighteye	1%				18%					5%	
	Evertz	170		25%		18%				5%	15%	
	Extron	45%	40%	42%	45%	47%	42%	40%		40%	41%	43%
14.11		15%	20%	23%	4370	20%	4270	10%	18%	15%	12%	15%
	Furman	38%	40%	38%		50%		1070	32%	14%	40%	35%
-	Intelix by Liberty AV Solutions	3670	40%	35%		20%	35%		22%	14/0	40%	35%
	Kramer Electronics	30%	35%	35%	38%	24%	30%		33%	30%	20%	35%
	Littlite	32%	33%	33%	36%	2470	30%		30%	30%	12%	35%
	Middle Atlantic		450/	420/	270/	F00/	200/	250/	30%	250/		400/
-		45%	45%	43%	37%	50%	38%	35%		35%	42%	40%
	Raxxess	200/	200/	200/		400/	250/	220/			200/	40%
14.20		28%	28%	28%	220/	40%	25%	23%			29%	15%
	Sierra	20%	120/		23%	24%					100/	
14.22	·	5%	13%	2=2/	250/	15%				<b>-</b> 0/	10%	2001
	Tripplite	30%	20%	25%	25%	39%				5%	28%	30%
	Winsted	15%				28%					10%	10%
Write-In		25%										
	HALL RESEARCH	20%	25%	25%								
	INOGENIE	10%					6%					
	MAGEWELL	10%										
	JUICE GOOSE	8%					20%					
<b>—</b>	SURGEX	15%										
Write-In	TIGHTROPE	5%										5%
Write-In	BRIGHTSIGN	15%										10%
Write-In	LEIGHTRONIX	5%										5%
Write-In	XANTECH	5%										
Write-In	STARTECH	10%										
Write-In	ZEEVEE		20%									
Write-In	VISIONARY SOLUTIONS		23%									15%
Write-In	AVPRO EDGE			45%								
Write-In	GEFEN			30%								
Write-In	QSC	31%		30%			30%					
						7 of 15						

### AUDIOVISUAL EQUIPMENT

#### PRICING AND DISCOUNTS PER VENDOR

		5% 5% 5% 5%
		5%
		5%
		5%
0115	DDG COUND	5,,,,,,,
ONE	PRO SOUND,	BLUUM
DIVERSIFIED	INC.	TECHNOLOGY
% Discount	% Discount	% Discount
		25%
25%	30%	25%
20%	31%	24%
25%	25%	25%
ONE DIVERSIFIED	PRO SOUND, INC.	BLUUM TECHNOLOGY
% Discount	% Discount	% Discount
	15%	10%
20%	25%	12%
10%	10%	10%
41%	44%	40%
	2%	
		20%
5%		10%
40%	41%	43%
		20%
ONE DIVERSIFIED	PRO SOUND, INC.	BLUUM TECHNOLOGY
% Discount	% Discount	% Discount
	15%	10%
	23%	10%
41%	44%	40%
	5%	
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	25% 20% 25%  ONE DIVERSIFIED % Discount  20% 10% 41%  5% 40%  ONE DIVERSIFIED % Discount	25% 30% 31% 25% 25% 25% 25% 25% 25% 25% 30

						LOUINTS PER VE						
	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%	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%		40%								
Write-In	TRIPPLITE			25%								
	SOUND CONTROL			23%								
	RIEDEL	8%										
	QSC	31%										
	CISCO	5273										10%
Wille III						CONFERENCE		FEARING'S				
	18.0 Cables & Connectors	ACP CREATIVIT	ARROW AUDIO	AVI SYSTEMS	AVI-SPL LLC	TECHNOLOGIES	EPA AUDIO	AUDIO VIDEO	FULL COMPASS	ONE	PRO SOUND,	BLUUM
		LLC dba CCCP	INC.	INC.		INC.	VISUAL, INC.	SECURITY	SYSTEMS	DIVERSIFIED	INC.	TECHNOLOGY
Item	Manufacturer Name:	% Discount	% Discount	% 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	30%	40%	30%		48%	38%		20%	12%	30%	35%
18.4	Comprehensive	10%	23%	35%		10%				5%	18%	36%
18.5	Crestron	40%	40%	40%	46%	45%	42%	40%	40%	41%	44%	40%
18.6	Extron	40%	40%	42%	45%	47%	42%	40%		40%	41%	43%
	Liberty	40%	40%	40%		15%	38%		15%	20%	40%	35%
Write-In		5%		10%		5%						
Write-In	GEFEN			30%								
	WEST PENN					5%						
	LINKUSA	5%										
	СССР	30%										
	CANNARE	5%										
<b>——</b>	TRIPPLITE	15%										
	WHIRLWIND	5%										
	CANARE	15%										
	ENET	25%										
<b>——</b>	HOSA	20%										
<b>—</b>	NEUTRIK	18%										
	WINDY CITY WIRE	10/0					25%					
<b></b>	COVID						20%					
	TECHLOGIX						20/0					
VVIICE III						CONFERENCE		FEARING'S				
		ACP CREATIVIT	ARROW AUDIO	AVI SYSTEMS	AVI-SPL LLC	TECHNOLOGIES	EPA AUDIO	AUDIO VIDEO	FULL COMPASS	ONE	PRO SOUND,	BLUUM
	19.0 Video Projectors - Portable (all types)	LLC dba CCCP	INC.	INC.		INC.	VISUAL, INC.	SECURITY	SYSTEMS	DIVERSIFIED	INC.	TECHNOLOGY
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount
19.1	BenQ	5%	20%			22%					11%	15%
l -	Canon		18%	25%		35%					24%	10%
	Casio											

### 22-5174 **AUDIOVISUAL EQUIPMENT**

#### PRICING AND DISCOUNTS PER VENDOR

10%

15% 20%

30%

15%

30%

15%

BLUUM

TECHNOLOGY % Discount

5%

15% 10%

10%

15% 20%

30%

15%

30%

15%

				PRI	CING AND DISC	COUNTS PER VE	NDOR				
19.4	Christie		28%	32%		18%				25%	10%
19.5	Eiki										24%
19.6	Epson	7%	10%	2%		10%	7%	5%	12%	22%	
19.7	Hitachi		40%			50%					
19.8	Infocus										
19.9	NEC	40%	25%	44%		1%		35%		15%	35%
19.10	Optoma		35%	40%		40%					10%
19.11	Panasonic	36%	30%	36%		37%		43%	40%	20%	40%
19.12	Sony	36%		40%	33%		40%	30%	28%	25%	28%
Write-In	VIEWSONIC	25%									
Write-In	EPSON BRIGHTER FUTURES				3%	10%					
		ACP CREATIVIT	ARROW AUDIO	AVI SYSTEMS		CONFERENCE	EPA AUDIO	FEARING'S	FULL COMPASS	ONE	PRO SOUND,
	20.0 Video Dyniostore, Fixed (all tymes)	LLC dba CCCP	INC.	INC.	AVI-SPL LLC	TECHNOLOGIES	VISUAL, INC.	AUDIO VIDEO	SYSTEMS	DIVERSIFIED	INC.
	20.0 Video Projectors - Fixed (all types)				0/ Discount	INC.		SECURITY 0/ Discount			
Item 20.4	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount
	Barco	10%	18%	20%		24%				20%	28%
	BenQ	5%	20%	250/		22%					25%
	Canon		18%	25%		35%					25%
	Casio		4.00/	220/		400/				250/	200/
	Christie		18%	32%		18%				25%	30%
	Eiki	450/	400/	20/		400/	270/	F0/	4.50/	220/	20%
	Epson	15%	10%	2%		10%	37%	5%	16%	22%	
	Hitachi		40%			50%					
	Infocus	200/	270/	200/		40/		250/		450/	260/
20.10		30%	27%	38%		1%		35%		15%	36%
	Optoma	470/	39%	40%		40%		420/	400/	200/	10%
	Panasonic	47%	40%	48%	220/	40%	400/	43%	40%	20%	30%
	Sony	38%	38%	42%	33%	45%	40%	30%	30%	25%	41%
	VIEWSONIC	25%	450/								
	VIVITEK		15%	450/							
	DIGITAL PROJECTION			15%							
	LG			15%	201	100/					
Write-In	EPSON BRIGHTER FUTURES				3% CONFERENCE	10%					
		ACP CREATIVIT	ARROW AUDIO	AVI-SPL LLC	TECHNOLOGIES	EPA AUDIO	ONE	PRO SOUND,	BLUUM		
	21.0 Video Frojectors - Exivir 5 (all types)	LLC dba CCCP	INC.	AVI-SI E EEC	INC.	VISUAL, INC.	DIVERSIFIED	INC.	TECHNOLOGY		
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount		
21.1	BenQ				9%			5%	5%		
	Canon		22%		28%			30%			
	Christie		10%		18%		25%	14%	5%		
	Eiki							24%	5%		
	Epson		10%		10%	10%	22%	24%	20%		
	Hitachi		50%		60%						
	Infocus										
	Mitsubishi										
<b>———</b>	NEC		10%		1%		15%	15%	30%		
	Optoma		10%		15%				10%		
	Panasonic	15%	10%		15%		20%	15%	30%		
	Sharp										
	Sony		10%	18%	15%	10%	25%	12%	15%		
	DARCO							,			

Write-In BARCO

20%

					CITYO 7 (IVD DIS	COONTOTERVE	- INDON					
	22.0 Video Projectors - LENSES (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.	BLUUM TECHNOLOGY
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%
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%
	VIEWSONIC	15%										
Write-In	VIVITEK											
Write-In	BARCO			25%								
Write-In	DIGITAL PROJECTION			15%								
	23.0 Interactive Displays (whiteboards and related)	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	
23.1	BenQ	25%	20%			35%				26%	5%	
23.2	Da-Lite	30%	30%		45%	33%					10%	
23.3	Hitachi											
23.4	InFocus											
23.5	NewLine Interactive	25%	10%	20%		25%		17%	12%	31%	20%	
	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%									5%	
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	TSI TOUCH										5%	
Write-In	DTEN										5%	
·		·	·	·		·	·	·	·	·		

#### AUDIOVISUAL EQUIPMENT

#### PRICING AND DISCOUNTS PER VENDOR

	PRICING AND DISCOUNTS PER VENDOR											
	24.0 Screens - Manual	ACP CREATIVIT	ARROW AUDIO	AVI SYSTEMS	AVI-SPL LLC	CONFERENCE TECHNOLOGIES	EPA AUDIO	FEARING'S AUDIO VIDEO	FULL COMPASS	ONE	PRO SOUND,	BLUUM
lt a va	Manufactures Name	LLC dba CCCP	INC.	INC.	0/ Diagonat	INC.	VISUAL, INC.	SECURITY 0/ Discount	SYSTEMS	DIVERSIFIED	INC.	TECHNOLOGY
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount
	Da-Lite	30%	30%	35%	40%	33%	25%	33%	28%	27%	40%	15%
	Draper	25%	30%	30%	33%	35%	10%	30%		20%	17%	25%
	Hamilton Buhl										10%	
24.4	Screen Innovations	25%		30%								15%
	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	Da-Lite	30%	30%	30%	40%	33%	35%	33%	28%	27%	35%	15%
25.2	Draper	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	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
	Chief	38%	40%	40%	45%	35%	26%	32%	20%	30%	36%	25%
	Display Devices	10%	4070	40/0	45/0	22%	2070	32/0	2070	3070	30/0	2370
	· ·		400/	420/	450/			400/		400/	440/	420/
	Extron	45%	40%	42%	45%	47%	250/	40%	2.50/	40%	41%	43%
	Peerless	40%	35%	42%		45%	35%		26%	25%	39%	35%
	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%								
	FSR			12%								
Write-In	TRIPPLITE			23%								
Write-In	PEERLESS KIOSK MOUNTS			20,0		20%						
Write-In	GATOR GATOR	20%				2070						
	BSC	2070										F0/
	27.0 Room Controls	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.	5% BLUUM TECHNOLOGY
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%	40%	35%	45%
27.2	2 Crestron	40%	40%	40%	11% / 46%	45%	42%	40%	40%	41%	44%	40%
	Extron	45%	40%	42%	45%	47%	42%	40%		40%	41%	43%
	Atlona	20%	30%	30%		32%				18%	19%	30%
	RTI	2070	3373	55/3		52,5				20,3	2573	20%
	QSC	30%		30%			30%					2070
	URC	1%		30/0			3070					
Write-In Write-In		1%										F0/
	EVOKO					CONFERENCE		FEARING'S				5%
	28.0 AV Related Furniture (Lectern, carts and related)  Manufacturer Name:	ACP CREATIVIT LLC dba CCCP	ARROW AUDIO INC.	AVI SYSTEMS INC.  % Discount	AVI-SPL LLC  % Discount	TECHNOLOGIES INC. % Discount	EPA AUDIO VISUAL, INC.	AUDIO VIDEO SECURITY	ONE DIVERSIFIED	PRO SOUND, INC.	BLUUM TECHNOLOGY	

Page 12 of 15

### AUDIOVISUAL EQUIPMENT

#### PRICING AND DISCOUNTS PER VENDOR

					CING AND DISC							•
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%		15%								
Write-In	AVTEQ - MOTORIZED DISPLAYS					15%						
Write-In	AVF					46%						
	IAV FURNITURE					40%						
	LUND HALSEY	15%										
-	MOORECO										25%	
						CONFERENCE		FEARING'S				
		ACP CREATIVIT	ARROW AUDIO		AVI-SPL LLC	TECHNOLOGIES	EPA AUDIO	AUDIO VIDEO	FULL COMPASS	ONE	PRO SOUND,	BLUUM
	29.0 Wireless Presentation Devices	LLC dba CCCP	INC.	INC.		INC.	VISUAL, INC.	SECURITY	SYSTEMS	DIVERSIFIED	INC.	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%
	Kramer	30%	35%	35%	38%	24%	30%			30%	20%	35%
	Atlona	20%	30%	30%		32%					27%	30%
	WOLFVISION CYNAP	10%	3373	3070		5275						3373
	PANASONIC	5%										
	POLY			35%								
	T1V			5%								
	WOLFVISION			5%						15%		20%
	MERSIVE SUBSCRIPTION LICENSE			370		10%				1370		2070
	BENQ					35%						
	YEALINK	15%				33/0						
-	AIRTAME	1370					5%					
VVIILE-III	AINTAIVIE					CONFERENCE		FEARING'S				
		ACP CREATIVIT	ARROW AUDIO	AVI SYSTEMS	AVI-SPL LLC	TECHNOLOGIES	EPA AUDIO	AUDIO VIDEO	ONE	PRO SOUND,	BLUUM	
	30.0 Room Scheduling Panels	LLC dba CCCP	INC.	INC.	7131 61 2 226	INC.	VISUAL, INC.	SECURITY	DIVERSIFIED	INC.	TECHNOLOGY	
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	
	Crestron	40%	40%	40%	11%	45%	42%	40%	41%	44%	40%	
	EXTRON	45%		42%		47%	42%					
	VISIX	5%		5%							10%	
	LOGITECH	10%		12%								
	AMX			50%		51%		40%				
	ATLONA			30%		3273		1070				
	EVOKO			5%								
	STEELCASE			40%								
771100 111						CONFERENCE		FEARING'S				
		ACP CREATIVIT	ARROW AUDIO	AVI SYSTEMS	AVI-SPL LLC	TECHNOLOGIES	EPA AUDIO	AUDIO VIDEO	FULL COMPASS	ONE	PRO SOUND,	BLUUM
	31.0 Ceiling Microphones	LLC dba CCCP	INC.	INC.		INC.	VISUAL, INC.	SECURITY	SYSTEMS	DIVERSIFIED	INC.	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%
31.2	Sennheiser	17%	20%	40%	35%	10%			18%	20%	40%	24%
31.2	!=:==!	1,70	2073	.073		12 of 15			20,3	2073	1073	_ 170

Page 13 of 15

## AUDIOVISUAL EQUIPMENT PRICING AND DISCOUNTS PER VENDOR

33%

15% 28% 35%

20%

	Audix	20%	28%	33%		22%			15%	15%
	Earthworks		20%							
	Audio Technica	15%	20%	25%		15%	18%			10%
	Ace Backstage					33%				
	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 dba CCCP	ARROW AUDIO INC.	AVI SYSTEMS INC.	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
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%						
Write-In	PLANAR					10%	10%			
	MAXHUB						28%			10%
	PRIMEVIEW								18%	
	NEWLINE						35%			
	NANOLUMENS									10%
	33.0 Web Conferencing Solutions	ACP CREATIVIT	AVI SYSTEMS INC.	AVI-SPL LLC	CONFERENCE TECHNOLOGIES INC.	EPA AUDIO VISUAL, INC.	FEARING'S AUDIO VIDEO SECURITY	FULL COMPASS SYSTEMS	BLUUM TECHNOLOGY	
Item	Manufacturer Name:	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	% Discount	
Write-In	Logitech	12%	10%			8%	5%	5%	5%	
Write-In	Yamaha	10%					15%			
Write-In	Wolfvision	10%								
Write-In	BOSE PROFESSIONAL	10%								
	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%			
Write-In	CISCO - STAND ALONE/PERIPHERALS		30%				24%			
Write-In	VADDIO		16%			15%	16%		15%	
Write-In	YEALINK	15%	18%				10%		15%	
Write-In	HUDDLY		15%			12%	16%		10%	
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