

**Pricing Exhibit**  
**RFP 2021-03**  
**Audio Video Products**

**AV Product/Services Catalog - Price List**

<b>Supplier Name:</b>	Karcher Group Incorporated				
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**Instructions:** In the table below, Suppliers are required to submit a Catalog Discount Price List for all brands, by category, of products and services within the scope of this procurement that you are interested in selling to the Commonwealth. Add rows as needed for each brand/category. The expectation is that each category within a brand will provide the same percentage discount, therefore add as many categories as needed. In order to complete this exhibit, first indicate the "Index Price List" in the shaded fields above the table. In the space provided, you should indicate the source of the products and Index prices that are identified in the Product/Services Catalog Price List. Examples have been provided, which can be deleted. Next, provide the URL where the publicly available Index Price List can be found online. If an item does not have an Index Price List URL then the Supplier will need to produce a catalog document that can be accessed on their website or supply the catalog to VITA and VITA will host the document on the contract page for the Supplier. In either case, it will be the responsibility of the Supplier to keep this catalog up-to-date. If Suppliers proceed with this option, Suppliers should include a mock-up document to show what the catalog would look like if awarded a contract and once awarded a contract, the Supplier would have this catalog in place within 30 days of award. Then proceed to the Catalog Discount Price List table where you will identify all products, by category, that your firm would like to include in its offer in response to this solicitation. All products must fall within the scope of this solicitation, which includes all products and services that may be required in order to fulfill a request for a comprehensive solution. In other words, Suppliers should include hardware, software, maintenance, installation, accessories, etc. as applicable.

If applicable, please identify separate percentage discounts for academic and government customers. Index prices (which may be MSRP or other prices) on the Index price list may change over time as new price lists are published and new products are added. Supplier may construct product categories in any way you see fit. For example, you may construct your categories by product type, or by part type (e.g. Hardware, Software, Services), by product line, or any other logical method. The Percentage Discount(s) that is bid will be maintained throughout the life of the contract, with the exception of price changes permitted by the contract's terms.. New Product/Price Lists that are published subsequent to the initial Product/Price List may include new products, but new products will be subject to the same percentage discount offered in the original Product/Price List proposal for that product category. Discontinued products may fall off the new list(s).

All pricing must all prices must include eVA fees, IFA and reflect shipping that is F.O.B. Delivered to the specified location and include any shipping costs.

The price list submitted by suppliers must be a widely-used, publicly available price list that has a consistent basis of calculation and is available online throughout the life of the contract. A supplier may opt to be more competitive by offering a greater discount percentage for a specific purchase or a specific authorized user, but discounts may never be less than as indicated in this and subsequent price lists.

**Comprehensive AV Product/Service Catalog Discount Price List**

	Brand/OEM/Category Fields			Government Discount from Index Price	Academic Discount from Index Price	Index Price List URL
	Brand	OEM/Manufacturer	Product Category			
<b>A</b>						
	AMX	AMX	Integration	Control and Integration Products	35%	40%
	AMX	AMX	Accessories	Accessories	35%	40%
	Atlas Soundolier	Atlas Soundolier	Audio	Microphones	40%	45%
	Audix	Audix	Accessories	Accessories	40%	45%
	Audix	Audix	Audio	Amplifiers and Mixers	24%	26%
	AVF	AVF	Furniture	AV/VTC Carts and Lecterns	35%	40%
	AVF	AVF	Accessories	Accessories	35%	40%
<b>B</b>						
	Barco	Barco	Presentation	ClickShare Set	20%	20%

Barco	Barco	Presentation	ClickShare Set - Rackmount	20%	20%	<a href="http://www.scansourcecommunications.com/en/brands/barco">http://www.scansourcecommunications.com/en/brands/barco</a>
Barco	Barco	Presentation	ClickShare Set - Integration Kit	20%	20%	<a href="http://www.scansourcecommunications.com/en/brands/barco">http://www.scansourcecommunications.com/en/brands/barco</a>
Barco	Barco	Projection	Projectors - C and P Series	20%	25%	<a href="http://www.scansourcecommunications.com/en/brands/barco">http://www.scansourcecommunications.com/en/brands/barco</a>
Barco	Barco	Projection	Lamps/Lenses - C and P Series	20%	25%	<a href="http://www.scansourcecommunications.com/en/brands/barco">http://www.scansourcecommunications.com/en/brands/barco</a>
Barco	Barco	Accessories	Accessories - C and P Series	20%	25%	<a href="http://www.scansourcecommunications.com/en/brands/barco">http://www.scansourcecommunications.com/en/brands/barco</a>
Barco	Barco	Projection	Projectors - M and RLM Series	28%	33%	<a href="http://www.scansourcecommunications.com/en/brands/barco">http://www.scansourcecommunications.com/en/brands/barco</a>
Barco	Barco	Projection	Lamps/Lenses - M and RLM Series	19%	24%	<a href="http://www.scansourcecommunications.com/en/brands/barco">http://www.scansourcecommunications.com/en/brands/barco</a>
Barco	Barco	Accessories	Accessories - M Series Only	23%	28%	<a href="http://www.scansourcecommunications.com/en/brands/barco">http://www.scansourcecommunications.com/en/brands/barco</a>
Barco	Barco	Projection	Projectors - RLS Series	23%	28%	<a href="http://www.scansourcecommunications.com/en/brands/barco">http://www.scansourcecommunications.com/en/brands/barco</a>
Barco	Barco	Accessories	Lamps/Lenses - RLS Series	23%	28%	<a href="http://www.scansourcecommunications.com/en/brands/barco">http://www.scansourcecommunications.com/en/brands/barco</a>
Barco	Barco	Accessories	Accessories - RLS Series	23%	28%	<a href="http://www.scansourcecommunications.com/en/brands/barco">http://www.scansourcecommunications.com/en/brands/barco</a>
Belkin	Belkin	Networking	Networking Devices	25%	30%	<a href="http://www.belkin.com/us/">http://www.belkin.com/us/</a>
BIAMP	BIAMP	Audio	Amplifiers and Mixers	35%	40%	<a href="http://www.biamp.com/default.aspx">http://www.biamp.com/default.aspx</a>
Blackbox	Blackbox	Accessories	Accessories - Cables and Connectors	8%	10%	<a href="https://www.blackbox.com">https://www.blackbox.com</a>
BRG Precision	BRG Precision	Electronic Displays	Time Zone Displays	8%	10%	<a href="http://www.brgprecision.com/">http://www.brgprecision.com/</a>

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Cambridge Soundworks	Cambridge Soundworks	Audio	Sound Masking	35%	35%	<a href="http://store.cambridgesoundworks.com/">http://store.cambridgesoundworks.com/</a>
Canon	Canon	Projection	Projectors - SXGA All Models	23%	28%	<a href="https://www.usa.canon.com/internet/portal/us/home">https://www.usa.canon.com/internet/portal/us/home</a>
Canon	Canon	Projection	Projectors - LX - MU700 w.Lens	24%	29%	<a href="https://www.usa.canon.com/internet/portal/us/home">https://www.usa.canon.com/internet/portal/us/home</a>
Canon	Canon	Projection	Projectors - XGA LV-X300/LV-X300ST	22%	27%	<a href="https://www.usa.canon.com/internet/portal/us/home">https://www.usa.canon.com/internet/portal/us/home</a>
Canon	Canon	Projection	Projectors - WUXGA All Models	23%	28%	<a href="https://www.usa.canon.com/internet/portal/us/home">https://www.usa.canon.com/internet/portal/us/home</a>
Canon	Canon	Projection	Projectors - WXGA LV- WX300/LVWX300ST/ LV-MW500	20%	25%	<a href="https://www.usa.canon.com/internet/portal/us/home">https://www.usa.canon.com/internet/portal/us/home</a>
Canon	Canon	Projection	Projectors - WXGA - WX450ST/WX520/WX520D/WX6000D	23%	28%	<a href="https://www.usa.canon.com/internet/portal/us/home">https://www.usa.canon.com/internet/portal/us/home</a>
Canon	Canon	Projection	Projectors - WXGA - LV-8215/LV-8310R	28%	33%	<a href="https://www.usa.canon.com/internet/portal/us/home">https://www.usa.canon.com/internet/portal/us/home</a>
Canon	Canon	Projection	Projectors - 4K500ST	23%	28%	<a href="https://www.usa.canon.com/internet/portal/us/home">https://www.usa.canon.com/internet/portal/us/home</a>
Canon	Canon	Projection	Lamps - RS-LP01/2/3/4/5/7/8/9	26%	31%	<a href="https://www.usa.canon.com/internet/portal/us/home">https://www.usa.canon.com/internet/portal/us/home</a>
Canon	Canon	Projection	Lamps - LVLP17/ 18/19/20/21/22/23/24/25/26/30/31/32/35	20%	25%	<a href="https://www.usa.canon.com/internet/portal/us/home">https://www.usa.canon.com/internet/portal/us/home</a>
Canon	Canon	Projection	Lamps - LV-LP28/29/33	27%	32%	<a href="https://www.usa.canon.com/internet/portal/us/home">https://www.usa.canon.com/internet/portal/us/home</a>
Canon	Canon	Projection	Lamps - LV-LP34/37/38/39/40	21%	26%	<a href="https://www.usa.canon.com/internet/portal/us/home">https://www.usa.canon.com/internet/portal/us/home</a>
Canon	Canon	Projection	Lens - LX Series Projectors	21%	26%	<a href="https://www.usa.canon.com/internet/portal/us/home">https://www.usa.canon.com/internet/portal/us/home</a>
Canon	Canon	Projection	Lens - Standard Lens- LV Projector	9%	14%	<a href="https://www.usa.canon.com/internet/portal/us/home">https://www.usa.canon.com/internet/portal/us/home</a>
Canon	Canon	Projection	Lens - Ultra-Wide/Long/Wide LV Projector	25%	30%	<a href="https://www.usa.canon.com/internet/portal/us/home">https://www.usa.canon.com/internet/portal/us/home</a>
Canon	Canon	Projection	Lens - Standard Lens - WUX6000 Projector	24%	29%	<a href="https://www.usa.canon.com/internet/portal/us/home">https://www.usa.canon.com/internet/portal/us/home</a>
Canon	Canon	Projection	Lens - Long/Ultra Wide/Ultra Long/Short WUX6000	15%	20%	<a href="https://www.usa.canon.com/internet/portal/us/home">https://www.usa.canon.com/internet/portal/us/home</a>
Canon	Accessories	Accessories	Accessories - Mounting	26%	31%	<a href="https://www.usa.canon.com/internet/portal/us/home">https://www.usa.canon.com/internet/portal/us/home</a>
Canon	Cameras	Cameras	Digital SLR Cameras	37%	37%	<a href="https://www.usa.canon.com/internet/portal/us/home">https://www.usa.canon.com/internet/portal/us/home</a>
Chief	Chief	Accessories	Large Display Mounts	34%	39%	<a href="http://milestone.com">http://milestone.com</a>
Chief	Chief	Accessories	Display Mounting Hardware	34%	39%	<a href="http://milestone.com">http://milestone.com</a>
Chief	Chief	Projection	Projector Mounts	34%	39%	<a href="http://milestone.com">http://milestone.com</a>
Christie	Christie	Projection	Projectors - M Series	10%	12%	<a href="https://christiedigital.com/en-us">https://christiedigital.com/en-us</a>
Christie	Christie	Projection	Projectors - J Series	14%	16%	<a href="https://christiedigital.com/en-us">https://christiedigital.com/en-us</a>
Christie	Christie	Projection	Projectors - Boxer	11%	13%	<a href="https://christiedigital.com/en-us">https://christiedigital.com/en-us</a>
Christie	Christie	Projection	Projector - Roadie 4K	10%	12%	<a href="https://christiedigital.com/en-us">https://christiedigital.com/en-us</a>
Christie	Christie	Projection	Projector - D4K60	10%	12%	<a href="https://christiedigital.com/en-us">https://christiedigital.com/en-us</a>
Christie	Christie	Projection	Projector - 1 Chip DLP XGA	42%	44%	<a href="https://christiedigital.com/en-us">https://christiedigital.com/en-us</a>

Christie	Christie	Projection	Projector - 1 Chip DLP WUXGA	56%	58%	<a href="https://christiedigital.com/en-us">https://christiedigital.com/en-us</a>
Christie	Christie	Projection	Projector - 1 Chip DLP HD	54%	56%	<a href="https://christiedigital.com/en-us">https://christiedigital.com/en-us</a>
Christie	Christie	Projection	Projector - 1 Chip DLP WUXGA	56%	58%	<a href="https://christiedigital.com/en-us">https://christiedigital.com/en-us</a>
Christie	Christie	Projection	Lamps - M Series, J Series, Boxer	9%	11%	<a href="https://christiedigital.com/en-us">https://christiedigital.com/en-us</a>
Christie	Christie	Projection	Lamps - Roadie 4K, D4K60	34%	36%	<a href="https://christiedigital.com/en-us">https://christiedigital.com/en-us</a>
Christie	Christie	Projection	Lamps - 1 Chip DLP XGA, WXGA, HD, WUXGA	41%	43%	<a href="https://christiedigital.com/en-us">https://christiedigital.com/en-us</a>
Christie	Christie	Projection	All Projector Lenses	9%	11%	<a href="https://christiedigital.com/en-us">https://christiedigital.com/en-us</a>
Christie	Christie	Accessories	Accessories	9%	11%	<a href="https://christiedigital.com/en-us">https://christiedigital.com/en-us</a>
Contemporary Research	Contemporary Research	Television	TV Tuners	23%	25%	<a href="http://contemporaryresearch.com/">http://contemporaryresearch.com/</a>
Cisco	Cisco	Telepresence	Cisco Telepresence Systems - All Series Endpoints	27%	32%	<a href="http://www.cisco.com">http://www.cisco.com</a>
Cisco	Cisco	Telepresence	Cisco Telepresence Systems - All Series Accessories	27%	32%	<a href="http://www.cisco.com">http://www.cisco.com</a>
Cisco	Cisco	Telepresence	Cisco Telepresence Systems - All Series Licenses	27%	32%	<a href="http://www.cisco.com">http://www.cisco.com</a>
Cisco	Cisco	Telepresence	Cisco Telepresence Systems - All Series Support	27%	32%	<a href="http://www.cisco.com">http://www.cisco.com</a>
Cisco	Cisco	Telepresence	Other Cisco Products and Services	27%	32%	<a href="http://www.cisco.com">http://www.cisco.com</a>
Clearone	Clearone	Audio	Convergr Pro Amplifiers and Mixers	22%	24%	<a href="http://clearone.com/">http://clearone.com/</a>
Clearone	Clearone	Audio	Interact Pro Amplifiers and Mixers	27%	29%	<a href="http://clearone.com/">http://clearone.com/</a>
Clearone	Clearone	Audio	Sound Reinforcement	22%	24%	<a href="http://clearone.com/">http://clearone.com/</a>
Clearone	Clearone	Audio	NewComm Bundles w. Mic Arrays	29%	31%	<a href="http://clearone.com/">http://clearone.com/</a>
Clearone	Clearone	Networking	Networking Devices	29%	31%	<a href="http://clearone.com/">http://clearone.com/</a>
Clearone	Clearone	Accessories	Accessories - Speakers	26%	28%	<a href="http://clearone.com/">http://clearone.com/</a>
Contemporary Research	Contemporary Research	Television	IPTV Encoders	23%	25%	<a href="http://contemporaryresearch.com/">http://contemporaryresearch.com/</a>
Contemporary Research	Contemporary Research	Audio	Amplifiers and Mixers	23%	25%	<a href="http://contemporaryresearch.com/">http://contemporaryresearch.com/</a>
Crestron	Crestron	Integration	Control and Integration Products	35%	40%	<a href="http://crestron.com/">http://crestron.com/</a>
Crestron	Crestron	Accessories	Accessories	35%	40%	<a href="http://crestron.com/">http://crestron.com/</a>
Crown	Crown	Audio	CTS Series - Amplifiers and Mixers	36%	38%	<a href="http://www.crownaudio.com/en-US">http://www.crownaudio.com/en-US</a>
Crown	Crown	Audio	CDI Series - Amplifiers and Mixers	33%	35%	<a href="http://www.crownaudio.com/en-US">http://www.crownaudio.com/en-US</a>
D						
Da-Lite	Da-Lite	Projection	Projection Screens	25%	30%	<a href="http://www.milestone.com/">http://www.milestone.com/</a>
Da-Lite	Da-Lite	Accessories	Accessories	25%	30%	<a href="http://www.milestone.com/">http://www.milestone.com/</a>
Denon	Denon	Multimedia	Universal Players and Recorders	20%	22%	<a href="http://denonpro.com/">http://denonpro.com/</a>
Denon	Denon	Audio	Amplifiers and Mixers	20%	22%	<a href="http://denonpro.com/">http://denonpro.com/</a>
Denon	Denon	Accessories	Accessories	20%	22%	<a href="http://denonpro.com/">http://denonpro.com/</a>
Digital Projection	Digital Projection	Projection	Projectors - iVision, E-Vision, M-Vision, Highlite Series	20%	22%	<a href="http://www.digitalprojection.com/">http://www.digitalprojection.com/</a>
Digital Projection	Digital Projection	Projection	Projectors - Mercury, Titan, Insight 4K Series	18%	20%	<a href="http://www.digitalprojection.com/">http://www.digitalprojection.com/</a>
Digital Projection	Digital Projection	Projection	Lenses - All Series	20%	22%	<a href="http://www.digitalprojection.com/">http://www.digitalprojection.com/</a>
Digital Projection	Digital Projection	Projection	Lamps - All Series	10%	12%	<a href="http://www.digitalprojection.com/">http://www.digitalprojection.com/</a>
Digital Projection	Digital Projection	Accessories	Accessories	20%	22%	<a href="http://www.digitalprojection.com/">http://www.digitalprojection.com/</a>
Draper	Draper	Projection	Projection Screens - Electric	26%	31%	<a href="http://www.draperinc.com/default_us.aspx">http://www.draperinc.com/default_us.aspx</a>
Draper	Draper	Projection	Projection Screens - Manual	26%	31%	<a href="http://www.draperinc.com/default_us.aspx">http://www.draperinc.com/default_us.aspx</a>
Draper	Draper	Accessories	Accessories	19%	24%	<a href="http://www.draperinc.com/default_us.aspx">http://www.draperinc.com/default_us.aspx</a>
E						
Elmo USA	Elmo USA	Doc Cameras/Visualizers	All Products	25%	25%	<a href="http://www.elmousa.com">www.elmousa.com</a>
Epson	Epson	Projection	Projectors - 3LCD Projectors with/without standard lens - G Series	28%	30%	<a href="http://www.epson.com/cgi-bin/Store/jsp/index.do">http://www.epson.com/cgi-bin/Store/jsp/index.do</a>
Epson	Epson	Projection	Projectors - Home Cinema Series	20%	22%	<a href="http://www.epson.com/cgi-bin/Store/jsp/index.do">http://www.epson.com/cgi-bin/Store/jsp/index.do</a>

F	Epson	Epson	Projection	Projectors - Brightlink 575WI and 595WI Interactive	5%	7%	<a href="http://www.epson.com/cgi-bin/Store/jsp/index.do">http://www.epson.com/cgi-bin/Store/jsp/index.do</a>
	Epson	Epson	Projection	Projectors - Powerlite Series	0%	0%	<a href="http://www.epson.com/cgi-bin/Store/jsp/index.do">http://www.epson.com/cgi-bin/Store/jsp/index.do</a>
	Epson	Epson	Projection	Lamps	10%	12%	<a href="http://www.epson.com/cgi-bin/Store/jsp/index.do">http://www.epson.com/cgi-bin/Store/jsp/index.do</a>
	Epson	Epson	Projection	Lenses	23%	25%	<a href="http://www.epson.com/cgi-bin/Store/jsp/index.do">http://www.epson.com/cgi-bin/Store/jsp/index.do</a>
	Epson	Epson	Accessories	Accessories	10%	12%	<a href="http://www.epson.com/cgi-bin/Store/jsp/index.do">http://www.epson.com/cgi-bin/Store/jsp/index.do</a>
	Exact	Exact	Furniture	Furniture - AV Racks, Podiums, Lecterns	37%	39%	<a href="http://www.exactfurniture.com/">http://www.exactfurniture.com/</a>
	Exact	Exact	Accessories	Accessories - Rack Rails/Shelves	39%	41%	<a href="http://www.exactfurniture.com/">http://www.exactfurniture.com/</a>
	Exact	Exact	Accessories	Accessories - Dual TV Mount	37%	39%	<a href="http://www.exactfurniture.com/">http://www.exactfurniture.com/</a>
	Exact	Exact	Accessories	Accessories - Tabletop Mounts	36%	38%	<a href="http://www.exactfurniture.com/">http://www.exactfurniture.com/</a>
	Extron	Extron	Integration	Control and Integration Products	35%	40%	<a href="http://www.extron.com">www.extron.com</a>
	Extron	Extron	Audio	Amplifiers	35%	40%	<a href="http://www.extron.com">www.extron.com</a>
	FSR	FSR	Switches, Floor Boxes, Ceiling Solutions, DA's	All Products	11%	11%	<a href="http://www.fsrinc.com">www.fsrinc.com</a>
	FURMAN	FURMAN	Power Products	All Products	25%	25%	<a href="http://www.furmanpower.com">www.furmanpower.com</a>
G	GPO	GPO	Displays	NSV Series Video Wall Panels - 46", 49", 55" - 0.8mm/1.8mm/1.7mm/3.5mm. 1920x1080p - 500-700nits Brightness	18%	18%	<a href="http://www.gpodisplay.com">www.gpodisplay.com</a>
	GPO	GPO	Displays	Easy 4K Video Wall EK Series - 46", 49", 55" - 0.8mm/1.8mm/1.7mm/3.5mm/3.7mm/23mm. 1920x1080p and 3840x2160 - 400-700nits Brightness	18%	18%	<a href="http://www.gpodisplay.com">www.gpodisplay.com</a>
	GPO	GPO	Displays	Video Wall Bundles	18%	18%	<a href="http://www.gpodisplay.com">www.gpodisplay.com</a>
	GPO	GPO	Displays	Computing, Accessories, Software	18%	18%	<a href="http://www.gpodisplay.com">www.gpodisplay.com</a>
	GPO	GPO	Displays	Transparent OLED	19%	19%	<a href="http://www.gpodisplay.com">www.gpodisplay.com</a>
	GPO	GPO	Displays	OLED Video Wall	19%	19%	<a href="http://www.gpodisplay.com">www.gpodisplay.com</a>
	GPO	GPO	Displays	Interactive Tables	19%	19%	<a href="http://www.gpodisplay.com">www.gpodisplay.com</a>
	GPO	GPO	Displays	Table Bundles	19%	19%	<a href="http://www.gpodisplay.com">www.gpodisplay.com</a>
	GPO	GPO	Displays	Panoramic Displays	19%	19%	<a href="http://www.gpodisplay.com">www.gpodisplay.com</a>
	GPO	GPO	Displays	Touch Commercial Monitors	20%	20%	<a href="http://www.gpodisplay.com">www.gpodisplay.com</a>
	GPO	GPO	Displays	4K Commercial Monitors - DK Series	20%	20%	<a href="http://www.gpodisplay.com">www.gpodisplay.com</a>
	GPO	GPO	Displays	Outdoor High Brightness LED-LCD Open Frame - ON-Series	20%	20%	<a href="http://www.gpodisplay.com">www.gpodisplay.com</a>
	GPO	GPO	Displays	USP Display	20%	20%	<a href="http://www.gpodisplay.com">www.gpodisplay.com</a>
	GPO	GPO	Display Warranty	Two Additional Years of Video Wall Extended Warranty	20%	20%	<a href="http://www.gpodisplay.com">www.gpodisplay.com</a>
K	JBL	JBL	Audio	All Products	25%	25%	<a href="http://www.jblpro.com/www/products">http://www.jblpro.com/www/products</a>
	KGI	KGI	Services	Services - Installation	24%	24%	<a href="http://www.karchergroup.com">www.karchergroup.com</a>
	KGI	KGI	Services	Services - Advanced Programming	11%	11%	<a href="http://www.karchergroup.com">www.karchergroup.com</a>
	KGI	KGI	Services	Services - Advanced Design	11%	11%	<a href="http://www.karchergroup.com">www.karchergroup.com</a>
	KGI	KGI	Services	Services - Project Management	23%	23%	<a href="http://www.karchergroup.com">www.karchergroup.com</a>
	KGI	KGI	Services	Maintenance - Silver SLA	5%	6%	<a href="http://www.karchergroup.com">www.karchergroup.com</a>
	KGI	KGI	Services	Maintenance - Gold SLA	5%	6%	<a href="http://www.karchergroup.com">www.karchergroup.com</a>
	KGI	KGI	Services	Maintenance - Platinum SLA	5%	6%	<a href="http://www.karchergroup.com">www.karchergroup.com</a>
	Kramer	Kramer	Integration	Control and Integration Products	30%	35%	<a href="http://www.kramerelectronics.com">http://www.kramerelectronics.com</a>
	Kramer	Kramer	Audio	Amplifiers	30%	35%	<a href="http://www.kramerelectronics.com">http://www.kramerelectronics.com</a>
	Kramer	Kramer	Accessories	Accessories	30%	35%	<a href="http://www.kramerelectronics.com">http://www.kramerelectronics.com</a>

L	Lab Gruppen	Lab Gruppen	Amplifiers	All Products	30%	30%	<a href="http://www.audioassociatesonline.com">www.audioassociatesonline.com</a>
	LG	LG	Displays	LCD Displays - LX Series	12%	14%	<a href="https://www.lg.com/us">https://www.lg.com/us</a>
	LG	LG	Displays	Ultra HD 4K Model 84WS70BS-B	13%	15%	<a href="https://www.lg.com/us">https://www.lg.com/us</a>
				LED Displays - 32LS33A-5B, 42LS33A-5D, 42LS55A-5D, 42LS75A-5B, 47LS5A-5B, 47LS55A-5D, 49LS75A-5B, 55LS33A-5B, 55LS33A-5D, 55LS55A-5B, 55LS75A-5B, 98LS95A-5B, 47LS35A-5B, 65LS33A-5B, 65LS33A-5D		24%	
	LG	LG	Displays		22%		<a href="https://www.lg.com/us">https://www.lg.com/us</a>
				LCD Displays - 19M37D-B, 20M37D-B, 22MB35PY-1, 22MC37D-B, 24MB35PU-B, 24MB35PY-B, 27MC37HQ-B, M4715CCBA	51%	53%	<a href="https://www.lg.com/us">https://www.lg.com/us</a>
	LG	LG	Displays	LCD Displays - M370C-BA, M4714C-BA, M2900S-BN, M4212C-BA	61%	63%	<a href="https://www.lg.com/us">https://www.lg.com/us</a>
	LG	LG	Audio	Speakers	40%	45%	<a href="https://www.lg.com/us">https://www.lg.com/us</a>
	LG	LG	Accessories	Accessories	40%	45%	<a href="https://www.lg.com/us">https://www.lg.com/us</a>
	Liberty	Liberty	Accessories	Cables and Connectors	38%	40%	<a href="https://secure.libertycable.com/index.php">https://secure.libertycable.com/index.php</a>
	Listen Technologies	Listen Technologies	Telepresence	Conferencing Products	25%	27%	<a href="https://www.listentech.com/">https://www.listentech.com/</a>
M	Listen Technologies	Listen Technologies	Audio	Assistive Listening Devices	15%	17%	<a href="https://www.listentech.com/">https://www.listentech.com/</a>
	Marantz	Marantz	Multimedia	Audio Recorders	26%	28%	<a href="https://www.marantz.com/en-us/">https://www.marantz.com/en-us/</a>
	Marantz	Marantz	Accessories	Accessories	20%	22%	<a href="https://www.marantz.com/en-us/">https://www.marantz.com/en-us/</a>
	Marshall Electronics	Marshall Electronics	Networking	Video Encoders	21%	23%	<a href="http://www.marshall-usa.com/">http://www.marshall-usa.com/</a>
	Marshall Electronics	Marshall Electronics	Cameras	Box Cameras	21%	23%	<a href="http://www.marshall-usa.com/">http://www.marshall-usa.com/</a>
	Marshall Electronics	Marshall Electronics	Cameras	PTZ Cameras	21%	23%	<a href="http://www.marshall-usa.com/">http://www.marshall-usa.com/</a>
	Marshall Electronics	Marshall Electronics	Hardware	Rackmount Chassis	21%	23%	<a href="http://www.marshall-usa.com/">http://www.marshall-usa.com/</a>
	Marshall Electronics	Marshall Electronics	Accessories	Accessories-Camera Mounts	21%	23%	<a href="http://www.marshall-usa.com/">http://www.marshall-usa.com/</a>
N	Middle Atlantic	Middle Atlantic	Hardware	Equipment and Racks	35%	35%	<a href="http://www.middleatlantic.com/">http://www.middleatlantic.com/</a>
	NEC	NEC	Displays	LCD Displays - P403, P403-DRD, P463, P463- DRD, P553-AVT, V552-PC, X464UN, X464UN-2, X464UNS, X754HB and Accessories	18%	20%	<a href="http://www.necdisplay.com/">http://www.necdisplay.com/</a>
	NEC	NEC	Displays	LCD Displays - V552, V552-AVT, V552-DRD, V652-PC, X551UN-R, X555UNS-TMX4P and Accessories	19%	21%	<a href="http://www.necdisplay.com/">http://www.necdisplay.com/</a>
	NEC	NEC	Displays	LED/LCD Displays - X474HB, X554UN-2, X555UNS and Accessories	22%	24%	<a href="http://www.necdisplay.com/">http://www.necdisplay.com/</a>
O P	Netgear	Netgear	Networking Switches	All Products	10%	10%	<a href="http://www.synnex.com">www.synnex.com</a>
	Panasonic	Panasonic	Projection	All Projectors	25%	30%	<a href="http://shop.panasonic.com/">http://shop.panasonic.com/</a>
	Panasonic	Panasonic	Displays	All Professional Displays	4%	4%	<a href="http://shop.panasonic.com/">http://shop.panasonic.com/</a>
	Panasonic	Panasonic	Projection	All Interactive Boards	37%	37%	<a href="http://shop.panasonic.com/">http://shop.panasonic.com/</a>
	Panasonic	Panasonic	Projection	All Accessories	12%	12%	<a href="http://shop.panasonic.com/">http://shop.panasonic.com/</a>
	Planar	Planar	Displays	Video Wall Displays	15%	17%	<a href="http://www.planar.com/">http://www.planar.com/</a>
	Planar	Planar	Displays	Desktop Monitors	5%	7%	<a href="http://www.planar.com/">http://www.planar.com/</a>
	Planar	Planar	Accessories	Accessories	15%	17%	<a href="http://www.planar.com/">http://www.planar.com/</a>
	Polycom	Polycom	Telepresence	DC6 - Accessories	3%	0%	<a href="http://www.scansourcecommunications.com/en/brands/polycom/products">http://www.scansourcecommunications.com/en/brands/polycom/products</a>

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	Polycom	Polycom	Telepresence	DC8 - CX Phone Bundles	4%	15%	<a href="http://www.scansourcecommunications.com/en/brands/polycom/products">http://www.scansourcecommunications.com/en/brands/polycom/products</a>
	Polycom	Polycom	Telepresence	DC10 - System Hardware	15%	20%	<a href="http://www.scansourcecommunications.com/en/brands/polycom/products">http://www.scansourcecommunications.com/en/brands/polycom/products</a>
	Polycom	Polycom	Telepresence	DC12 - End-Point Hardware	21%	21%	<a href="http://www.scansourcecommunications.com/en/brands/polycom/products">http://www.scansourcecommunications.com/en/brands/polycom/products</a>
	Polycom	Polycom	Telepresence	DC14 - Infrastructure Hardware	21%	21%	<a href="http://www.scansourcecommunications.com/en/brands/polycom/products">http://www.scansourcecommunications.com/en/brands/polycom/products</a>
	Polycom	Polycom	Telepresence	DC16 - SoundStation Products	21%	21%	<a href="http://www.scansourcecommunications.com/en/brands/polycom/products">http://www.scansourcecommunications.com/en/brands/polycom/products</a>
	Polycom	Polycom	Telepresence	DC99 - Reactivation	0%	0%	<a href="http://www.scansourcecommunications.com/en/brands/polycom/products">http://www.scansourcecommunications.com/en/brands/polycom/products</a>
	Polycom	Polycom	Telepresence	Premier Maintenance Services (All Products)	1%	1%	<a href="http://www.scansourcecommunications.com/en/brands/polycom/products">http://www.scansourcecommunications.com/en/brands/polycom/products</a>
	Polycom	Polycom	Telepresence	1-Year Total Coverage Maintenance (All Products)	10%	15%	<a href="http://www.scansourcecommunications.com/en/brands/polycom/products">http://www.scansourcecommunications.com/en/brands/polycom/products</a>
	Polycom	Polycom	Telepresence	3-Year Total Coverage Maintenance (All Products)	13%	18%	<a href="http://www.scansourcecommunications.com/en/brands/polycom/products">http://www.scansourcecommunications.com/en/brands/polycom/products</a>
	Revolabs	Revolabs	Audio	Microphones - Elite Wired Microphones and Accessories	30%	35%	<a href="http://www.revolabs.com/home">http://www.revolabs.com/home</a>
	Revolabs	Revolabs	Audio	Microphones - Executive 4 and 8-Channel Systems	14%	19%	<a href="http://www.revolabs.com/home">http://www.revolabs.com/home</a>
	Revolabs	Revolabs	Audio	Microphones - Elite Wireless Microphones and Accessories	14%	19%	<a href="http://www.revolabs.com/home">http://www.revolabs.com/home</a>
	Revolabs	Revolabs	Audio	Audio System - Fusion 4 and 8-Channel Plug/Play System	9%	14%	<a href="http://www.revolabs.com/home">http://www.revolabs.com/home</a>
	Revolabs	Revolabs	Audio	Microphones - HD Wireless, MaxSecure 4 and 8-Channel Systems, and MaxSecure Wireless	14%	19%	<a href="http://www.revolabs.com/home">http://www.revolabs.com/home</a>
	Revolabs	Revolabs	Audio	FLX Unified Communications Conference Systems	5%	10%	<a href="http://www.revolabs.com/home">http://www.revolabs.com/home</a>
	Revolabs	Revolabs	Audio	FLX 2-Channel Conference Systems and Components	34%	39%	<a href="http://www.revolabs.com/home">http://www.revolabs.com/home</a>
	Revolabs	Revolabs	Accessories	All Accessories	14%	19%	<a href="http://www.revolabs.com/home">http://www.revolabs.com/home</a>
	RGB Spectrum	Integration	Integration Devices	Integration Devices	20%	22%	<a href="http://www.rgb.com/">http://www.rgb.com/</a>
	Samsung	Samsung	Displays	LCD Displays - Ultra Narrow Bezel-All Sizes	21%	23%	<a href="http://www.samsung.com/us/business">http://www.samsung.com/us/business</a>
				LCD Displays - MD, NC, S19, S20, S22, S23, S24, S27, S32, S34, T22, T24 Models and Accessories	26%	28%	<a href="http://www.samsung.com/us/business">http://www.samsung.com/us/business</a>
	Samsung	Samsung	Displays	LED Commercial - All Models	21%	23%	<a href="http://www.samsung.com/us/business">http://www.samsung.com/us/business</a>
	Samsung	Samsung	Displays	LED Displays - High Brightness Models with Accessories	21%	23%	<a href="http://www.samsung.com/us/business">http://www.samsung.com/us/business</a>
	Samsung	Samsung	Displays	MagicInfo Video Wall Displays and Accessories	21%	23%	<a href="http://www.samsung.com/us/business">http://www.samsung.com/us/business</a>
	Samsung	Samsung	Displays	LED Displays - Slim Direct Lit Models and Accessories	5%	7%	<a href="http://www.samsung.com/us/business">http://www.samsung.com/us/business</a>
	Sanus	Sanus	Mounts + Accessories	Display Mounts	32%	32%	<a href="http://www.milestone.com">www.milestone.com</a>
	Sanus	Sanus	Furniture	Technical Furniture	23%	23%	<a href="http://www.milestone.com">www.milestone.com</a>
	Sennheiser	Sennheiser	Audio	Handheld Transmitters for 3000 and 5000 Series	3%	5%	<a href="http://en-us.sennheiser.com/">http://en-us.sennheiser.com/</a>
	Sennheiser	Sennheiser	Audio	Complete Lavalier Kit for MKE102/104/105	4%	6%	<a href="http://en-us.sennheiser.com/">http://en-us.sennheiser.com/</a>
	Sennheiser	Sennheiser	Audio	SK5212II Bodypack Transmitters (2)	5%	7%	<a href="http://en-us.sennheiser.com/">http://en-us.sennheiser.com/</a>

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Sennheiser	Sennheiser	Audio	Rack Mountable Receiver GA3 and NT23US Power	9%	11%	<a href="http://en-us.sennheiser.com/">http://en-us.sennheiser.com/</a>
Sennheiser	Sennheiser	Audio	ew 112 G3 (SK100 G3 bodypack ME 2 omni	9%	11%	<a href="http://en-us.sennheiser.com/">http://en-us.sennheiser.com/</a>
Sennheiser	Sennheiser	Audio	Bodypack transmitter ME2 omni lavalier/ME4 Cardioid lavalier	9%	11%	<a href="http://en-us.sennheiser.com/">http://en-us.sennheiser.com/</a>
Sennheiser	Sennheiser	Audio	Handheld transmitter with e835/e845/e935/e945 capsule a	9%	11%	<a href="http://en-us.sennheiser.com/">http://en-us.sennheiser.com/</a>
Sennheiser	Sennheiser	Audio	Handheld transmitter with MD5235 cardioid/MD845 supercardioid/ME865 supercardioid	9%	11%	<a href="http://en-us.sennheiser.com/">http://en-us.sennheiser.com/</a>
Sennheiser	Sennheiser	Audio	Dual Channel Handheld System: (2) SKM 20	13%	15%	<a href="http://en-us.sennheiser.com/">http://en-us.sennheiser.com/</a>
Sennheiser	Sennheiser	Audio	IS Series Gooseneck Microphones - All Models	14%	16%	<a href="http://en-us.sennheiser.com/">http://en-us.sennheiser.com/</a>
Sennheiser	Sennheiser	Audio	All in One KA Amplifier and Processing	31%	33%	<a href="http://en-us.sennheiser.com/">http://en-us.sennheiser.com/</a>
Sennheiser	Sennheiser	Audio	Single Channel IEM Transmitter	39%	41%	<a href="http://en-us.sennheiser.com/">http://en-us.sennheiser.com/</a>
Sharp	Sharp	Displays	Interactive Displays - L603B, L703B, L803C Plus Package Options for each Model	25%	30%	<a href="http://www.sharpusa.com/">http://www.sharpusa.com/</a>
Sharp	Sharp	Displays	LCD Display - 60/70/90 with LED Backlight	26%	31%	<a href="http://www.sharpusa.com/">http://www.sharpusa.com/</a>
Sharp	Sharp	Displays	LED Commercial Displays - LC-60LE661U, LC-70LE661U, LC-80LE661U	19%	24%	<a href="http://www.sharpusa.com/">http://www.sharpusa.com/</a>
Sharp	Sharp	Displays	Digital Signage - PN-SS01, SS02, SV01	44%	49%	<a href="http://www.sharpusa.com/">http://www.sharpusa.com/</a>
Shure	Shure	Audio	Amplifiers and Mixers	24%	26%	<a href="http://www.shure.com/">http://www.shure.com/</a>
Shure	Shure	Audio	Microphones	38%	40%	<a href="http://www.shure.com/">http://www.shure.com/</a>
SMART Technologies	SMART Technologies	Displays	Interactive Displays w. Projector Bundle	6%	8%	<a href="http://usa.ingrammicro.com">usa.ingrammicro.com</a>
SMART Technologies	SMART Technologies	Displays	Interactive Displays	6%	8%	<a href="http://usa.ingrammicro.com">usa.ingrammicro.com</a>
Sound Control	Sound Control	Cameras	Camera Integration	25%	27%	<a href="http://www.soundcontrol.net/">http://www.soundcontrol.net/</a>
Spectrum Furniture	Spectrum Furniture	Furniture	All Products	40%	40%	<a href="http://www.spectrumfurniture.com">www.spectrumfurniture.com</a>
Stewart Filmscreen	Stewart Filmscreen	Projection Screens	All Products	10%	10%	<a href="http://www.stewartfilmscreen.com">www.stewartfilmscreen.com</a>
SurgeX	SurgeX	Power Products	All Products	18%	18%	
Tannoy	Tannoy	Audio	Speakers - CMS 3.0/Eyeball Ceiling/Dual Concentric Ceiling Speakers	40%	45%	<a href="http://tannoy.com/">http://tannoy.com/</a>
Tannoy	Tannoy	Audio	Speakers - Ceiling Subwoofer Series	40%	45%	<a href="http://tannoy.com/">http://tannoy.com/</a>
Tannoy	Tannoy	Audio	Speakers - DVS Series	35%	40%	<a href="http://tannoy.com/">http://tannoy.com/</a>
Tannoy	Tannoy	Audio	Speakers - AMS Series	40%	45%	<a href="http://tannoy.com/">http://tannoy.com/</a>
Tannoy	Tannoy	Audio	Speakers - Di Series	40%	45%	<a href="http://tannoy.com/">http://tannoy.com/</a>
Tannoy	Tannoy	Audio	Speakers - OCV Series	35%	40%	<a href="http://tannoy.com/">http://tannoy.com/</a>
Tannoy	Tannoy	Audio	Speakers - VLS Series Passiv Column	35%	40%	<a href="http://tannoy.com/">http://tannoy.com/</a>
Tannoy	Tannoy	Audio	Speakers - VX Series Passive/Active			
Tannoy	Tannoy	Audio	Sound Reinforcement	40%	45%	<a href="http://tannoy.com/">http://tannoy.com/</a>
Tannoy	Tannoy	Audio	Speakers - VXNet	35%	40%	<a href="http://tannoy.com/">http://tannoy.com/</a>
Tannoy	Tannoy	Audio	Speakers - Vnet Active, DSP-enabled Subwoofers	35%	40%	<a href="http://tannoy.com/">http://tannoy.com/</a>



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**RFP 2021-03**  
**AUDIO VISUAL PRODUCTS and MRO Services**

<b>Supplier Name:</b>	Karcher Group Incorporated				
<b>Submitted By:</b>	Jessica Jackson	<b>email:</b>	<a href="mailto:jjenkins@karchergroup.com">jjenkins@karchergroup.com</a>	<b>phone:</b>	571-299-2629
<b>Provide the required data in the highlighted cells</b>					

Note: All net costs to either the Commonwealth or Academic area are to be FOB Destination,  
inclusive of eVA and IFA fees.

ITEM #	Product	Minimum Requirements	Index Price List Cost	Contract Discount Percentage	Contract Price	Brand	Model	Public Website URL
1	Data Projector	LCD WUXGA (1920x1200) 5000 Lumens Inputs: HDMI Audio In Audio Out USB Remote control	1999.00	37.00%	\$ 1,260.00	Panasonic	PT-VZ580U	<a href="http://www.panasonic.com">www.panasonic.com</a>
2	Projector Screen	Viewing area: 60" x 80" Diagonal measure: 100" Surface: Matte White Design: Pneumatic scissor mechanism for raising and lowering the screen surface; lifts up and out of its sleek aluminum case and is ready to use in seconds	891.00	34.00%	\$ 588.00	Da-Lite	87063	<a href="http://www.legrandav.com">www.legrandav.com</a>
<b>*Matte White is not available and has been discontinued. High Gain Screen Material is quoted. See attached communication from manufacturer on the Deluxe Insta-Theater going End of Life. Matte White is sold out and they are selling through High Gain with no plans to replenish.</b>								
3	USB Microphone	16 bit Includes tripod desk stand, pivoting stand mount, USB cable	149.00	36.00%	\$ 96.00	Audio Technica	AT2020USB+	<a href="http://www.audio-technica.com">www.audio-technica.com</a>
4	Wireless Presentation	Up to two users on-screen  Share from laptop, tablet or smartphone  1920x1080 resoultuon  Minimum 12 simultaneous connections	1750.00	16.00%	\$ 1,475.00	Barco ClickShare	CSE-200	<a href="http://www.barco.com">www.barco.com</a>
5	Electronic White Board	Minimum 60" in length floor stand USB interface markers, eraser	2815.00	20.00%	\$ 2,252.00	PLUS	N-32W-CUSTOM	<a href="http://www.plus-america.com">www.plus-america.com</a>
<b>*Custom includes Floor Stand</b>								
6	55" Display	3840 x 2160 resolution IR Sensor 4K UHD	1069.00	23.00%	\$ 825.00	Panasonic	TH-55CQE1W	<a href="http://www.panasonic.com">www.panasonic.com</a>

		Built-in Wi-Fi Two HDMI Ports Built in Speaker						
7	75" Display	3840 x 2160 resolution 4K UHD Four HDMI Ports Built in Speaker	2579.00	19.00%	\$ 2,089.00	Panasonic	TH-75CQE1W	<a href="http://www.panasonic.com">www.panasonic.com</a>
8	Large Display Wall Mount	Fit screen size 55" - 70" Lockable Maximum load weight 150lbs Integrated cable managment	321.00	36.00%	\$ 205.00	Chief	LTM1U	<a href="http://www.legrandav.com">www.legrandav.com</a>
9	Rackmount Power 9 Outlet	20 Amps 120 Volts	328.00	49.00%	\$ 166.00	Middle Atlantic	PD-920R	<a href="http://www.legrandav.com">www.legrandav.com</a>
10	Surge Protector	8 outlets 8 foot cord 3900 Joule energy rating	93.00	39.00%	\$ 56.00	Tripp Lite	TLM825SA	<a href="http://www.synnex.com">www.synnex.com</a>
11	Ceiling Speakers	Minimum 6.5" diameter UL1480 UUMW Coaxially mounted	214.00	33.00%	\$ 144.00	JBL	Control 26CT-LS	<a href="http://www.jblpro.com">www.jblpro.com</a>
12	Eight (8) channel Amp	35 watts output power per channel at 8 ohms, 4 ohms Energy Star qualified 1U Class D	1650.00	43.00%	\$ 941.00	Extron	60-1759-01 / XPA U 358	<a href="http://www.extron.com">www.extron.com</a>
13	Conference camera table top use	Full HD 1080p video calling 1.2x HD zoom Integrated full duplex speakerphone	299.99	12.00%	\$ 263.75	Logitech	BCC950	<a href="http://www.logitech.com">www.logitech.com</a>
14	18" Gooseneck microphone	Output connectors (analog) 1 x XLR 3-pin	294.00	38.00%	\$ 183.00	Shure	MX418/C	<a href="http://www.shure.com">www.shure.com</a>
15	Digital Camera	20 megapixels 1280x720 video resolution LCD display 2.5" screen size AC adapter included Rechargeable battery	662.85	54.00%	\$ 305.00	Canon Powershot	SX540 HSNKT	<a href="http://www.canon.com">www.canon.com</a>
16	Digital SLR Camera	18-55mm lens 20 megapixels Wi-Fi enabled 1920x1080 video resolution TFT-LCD display Optical viewfinder	750.00	37.00%	\$ 472.00	Canon Rebel T7 EF-S	2727C002	<a href="http://www.canon.com">www.canon.com</a>

Rechargeable battery  
JPEG & RAW image file format  
Minimum ISO 100/Maximum ISO 6000

17 Annual Maintenance for Item #1	on-site, 12 months	1260.00	95.00%	\$ 63.00	KGI	Silver SLA	KGI will offer one-year maintenance with any installed equipment. Box Sales with maintenance requirements will be discounted to 5% and 6% of equipment sold price for VITA customers. This is in addition of any manufacturer warranties offered.
18 Annual Maintenance for Item #5	on-site, 12 months	2252.00	95.00%	\$ 112.60	KGI	Silver SLA	KGI will offer free one-year maintenance with any installed equipment. Box Sales with maintenance requirements will be discounted to 5% and 6% of equipment sold price for VITA customers. This is in addition of any manufacturer warranties offered.

19 Annual Maintenance for Item #6      on-site, 12 months

834.00	95.00%	\$	41.70	KGI	Silver SLA	KGI will offer free one-year maintenance with any installed equipment. Box Sales with maintenance requirements will be discounted to 5% and 6% of equipment sold price for VITA customers. This is in addition of any manufacturer warranties offered.

Service	Description	Govt. Hourly Rate	Academic Hourly Rate	
KGI-ADVDSG	Advanced Audio Visual Systems Design - Per Hour	116.00	116.00	
KGI-INSTALL	Installation Technician - Per Hour	95.00	95.00	
KGI-ADVPRG	Advanced Audio Visual Systems Programming - Per Hour	121.00	121.00	
KGI-PM	Project Manager - Per Hour	116.00	116.00	
Warranty-Std	1-Year Standard Warranty	0.00		
Warranty-Gold	Warranty with PM (Each Full Additional Year)	10% of Project Total	10% of Project Total	

**\*Please note the hourly labor rates offered are KGI's standard rates offered on our GSA Schedule 70 for IT Products and Solutions encompassing AV Products and Solutions. Our standard warranty for the Base year following any installation is \$0 and extended warranty support with Preventative Maintenance inspections are 10% of the project total.**