

SERIAL 06147 IGA AUDIO AND VIDEO PRODUCTS AND SERVICES (NIGP 88011)

DATE OF LAST REVISION: July 25, 2007

CONTRACT END DATE: October 31, 2009

**CONTRACT PERIOD BEGINNING NOVEMBER 01, 2006
ENDING OCTOBER 31, 2009**

TO: All Departments

FROM: Department of Materials Management

**SUBJECT: Contract for AUDIO AND VIDEO PRODUCTS AND
SERVICES (NIGP 88011)**

Attached to this letter is a listing of vendors available to Maricopa County Agencies utilizing the Arizona State Procurement Office Contract EPS060125-A2. The using agency and other interested parties may access and electronic version of this contract from the Materials Management Web site at:

http://www.maricopa.gov/materials/Awarded_Contracts/search.asp.

Please note: Price Agreement Purchase Orders (PG documents) may be generated using the information from this list. Use NIGP CODE 8801101.

All purchases of product(s) listed on the attached pages of this letter are to be obtained from the listed contractor(s).



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

In accordance with EPS060125, Offerors shall complete the following Offer Form for each manufacturer offered, indicating their responses in the spaces provided. Additional pages may be added so long as they are clearly referenced in the spaces provided. Offers that do not include this completed Offer Form or that do include an incomplete Offer Form or that include a completed Offer Form with unacceptable responses, may cause the entire offer to be deemed unacceptable and therefore non-responsive.

Manufacturer Name **3M**

MSRP Location (url, Attachment, etc.)

URL: http://solutions.3m.com/wps/portal/3M/en_US/Products/ProdServ/Dir/Display-Graphics/

Attachment: 3M.pdf

1. Products

1.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	86%
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2. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Manufacturer Name **ACE Backstage**

MSRP Location (url, Attachment, etc.)

URL: <http://www.acebackstage.com/>

Attachment: Ace Backstage.pdf

1. Products

2.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	70%
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3. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Manufacturer Name **AKG**

MSRP Location (url, Attachment, etc.)

URL: <http://www.akg.com/usa>

Attachment: AKG.pdf

1. Products

3.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	70%
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4. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Manufacturer Name **Allen**

MSRP Location (url, Attachment, etc.)

URL: <http://www.allenproducts.com/>

Attachment: Allen.pdf

1. Products

4.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	83%
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5. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Manufacturer Name **Altinex**

MSRP Location (url, Attachment, etc.)

URL: <http://www.altinex.com/>

Attachment: ALTINEX.pdf

1. Products

5.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	74%
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6. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Manufacturer Name **AMDJ**

MSRP Location (url, Attachment, etc.)

URL: http://www.americandj.com/catalog_download.asp

Attachment:

1. Products

6.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	88%
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7. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Manufacturer Name **AMK**

MSRP Location (url, Attachment, etc.)

URL: <http://www.amkdrives.com>

Attachment: AMK.pdf

1. Products

7.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	70%
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8. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Manufacturer Name **AMX**

MSRP Location (url, Attachment, etc.)

URL: <http://www.amx.com/>

Attachment: AMX.pdf

1. Products

8.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	65%
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9. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Manufacturer Name **Analog Way**

MSRP Location (url, Attachment, etc.)

URL: <http://www.analogway.com/>

Attachment: ANALOG WAY.pdf

1. Products

9.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	85%
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10. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Manufacturer Name **Anchor Audio**

MSRP Location (url, Attachment, etc.)

URL: <http://www.anchoraudio.com/>

Attachment: Anchor Audio.pdf

1. Products

10.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	73%
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11. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Manufacturer Name **Anchor Pad**

MSRP Location (url, Attachment, etc.)

URL: <http://www.anchorpad.com/>

Attachment: Anchor Pad.pdf

1. Products

11.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	90%
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12. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Manufacturer Name **Anthro**

MSRP Location (url, Attachment, etc.)

URL: <http://www.anthro.com/>

Attachment: Anthro.pdf

1. Products

12.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	75%
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13. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Manufacturer Name **APB Dynasonics**

MSRP Location (url, Attachment, etc.)

URL: <http://www.apbdynasonics.com/>

Attachment: APB Dynasonics.pdf

1. Products

13.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	80%
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14. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Manufacturer Name **Aphex**

MSRP Location (url, Attachment, etc.)

URL: <http://www.aphex.com/>

Attachment:

1. Products

14.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	75%
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15. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Manufacturer Name **Apollo**

MSRP Location (url, Attachment, etc.)

URL: <http://www.apolloavproducts.com/home.html>

Attachment: Apollo.pdf

1. Products

15.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	79%
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16. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Manufacturer Name **Ashly**

MSRP Location (url, Attachment, etc.)

URL: <http://www.ashly.com/>

Attachment: Ashly.pdf

1. Products

16.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	77%
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17. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Manufacturer Name **Astatic**

MSRP Location (url, Attachment, etc.)

URL: <http://www.astatic.com/>

Attachment: Astatic.pdf

1. Products

17.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	60%
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18. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Manufacturer Name **Atlas Sound**

MSRP Location (url, Attachment, etc.)

URL: <http://www.atlassound.com/>

Attachment: Atlas Sound.pdf

1. Products

18.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	78%
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19. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Manufacturer Name **Audio Enhancement**

MSRP Location (url, Attachment, etc.)

URL: <http://www.audioenhancement.com/ae/SiteDefault.aspx>

Attachment: Audio Enhancement.pdf

1. Products

19.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	85%
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20. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Manufacturer Name **Audio Technica**

MSRP Location (url, Attachment, etc.)

URL: <http://www.audio-technica.com/cms/site/c35da94027e94819/index.html>

Attachment: Audio Technica.pdf

1. Products

20.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	75%
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21. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Audix**

MSRP Location (url, Attachment, etc.)

URL: <http://www.audixusa.com/>

Attachment: Audix.pdf

1. Products

21.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	72%
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22. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Auton Motorized**

MSRP Location (url, Attachment, etc.)

URL: <http://www.auton.com/>

Attachment: Auton.pdf

1. Products

22.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	100%
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23. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

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Manufacturer Name **Autopatch**

MSRP Location (url, Attachment, etc.)

URL: <http://www.autopatch.com/>

Attachment: Autopatch.pdf

1. Products

23.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	80%
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24. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Avermedia**

MSRP Location (url, Attachment, etc.)

URL: <http://www.avermedia-usa.com/>

Attachment: Avermedia.pdf

1. Products

24.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	80%
-----------------------------	------------

25. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **AZTEC Security**

MSRP Location (url, Attachment, etc.)

URL: <http://www.aztec-coverpro.com>

Attachment: Aztec.pdf

1. Products

25.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	75%
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26. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **B & C**

MSRP Location (url, Attachment, etc.)

URL: <http://www.bcspeakers.com/>

Attachment: B&C.pdf

1. Products

26.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	68%
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27. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **BCI**

MSRP Location (url, Attachment, etc.)

URL: <http://www.broadatacom.com/site/>

Attachment: BCI.pdf

1. Products

27.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	70%
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28. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Beyer Dynamic**

MSRP Location (url, Attachment, etc.)

URL: <http://www.beyerdynamic.com/cms/Home.1.0.html?=&L=1>

Attachment: Beyerdynamic.pdf

1. Products

28.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	75%
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29. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Biamp**

MSRP Location (url, Attachment, etc.)

URL: <http://www.biamp.com/>

Attachment: Biamp.pdf

1. Products

29.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	75%
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30. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Blonder Tongue**

MSRP Location (url, Attachment, etc.)

URL: <http://www.blondertongue.com>

Attachment: Blonder Tongue.pdf

1. Products

30.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	78%
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31. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **BMS**

MSRP Location (url, Attachment, etc.)

URL: <http://www.locdown.com/projector-mounts.htm>

Attachment: BMS.pdf

1. Products

31.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	65%
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32. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Boeckeler**

MSRP Location (url, Attachment, etc.)

URL: <http://www.boeckeler.com/>

Attachment: Boeckler.pdf

1. Products

32.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	80%
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33. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Bogen**

MSRP Location (url, Attachment, etc.)

URL: <http://www.bogen.com/>

Attachment: Bogen.pdf

1. Products

33.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	70%
-----------------------------	------------

34. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Bose**

MSRP Location (url, Attachment, etc.)

URL: <http://www.bose.com/>

Attachment: Bose.pdf

1. Products

34.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	77%
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35. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Procurement Officer: Doug Milford

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Manufacturer Name **Bretford**

MSRP Location (url, Attachment, etc.)

URL: <http://www.bretford.com/>

Attachment: Bretford.pdf

1. Products

35.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	69%
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36. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Broadcast Vision**

MSRP Location (url, Attachment, etc.)

URL: <http://www.broadcastvision.com/>

Attachment:

1. Products

36.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	70%
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37. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Procurement Officer: Doug Milford

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Manufacturer Name **Califone**

MSRP Location (url, Attachment, etc.)

URL: <http://www.califone.com/>

Attachment: Califone.pdf

1. Products

37.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	70%
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38. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

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Manufacturer Name **Canon**

MSRP Location (url, Attachment, etc.)

URL: <http://www.usa.canon.com/html/canonindex.html>

Attachment: Canon.pdf

1. Products

38.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	77%
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39. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Manufacturer Name **Casio**

MSRP Location (url, Attachment, etc.)

URL: <http://www.casio.com/home/>

Attachment:

1. Products

39.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	85%
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40. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Procurement Officer: Doug Milford

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Manufacturer Name **CCS Install Packages**

MSRP Location (url, Attachment, etc.)

URL: <http://www.ccspresentationsystems.com/>

Attachment: CCS.pdf

1. Products

40.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	80%
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41. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **CCS Manufactured Products**

MSRP Location (url, Attachment, etc.)

URL: <http://www.ccspresentationsystems.com/>

Attachment: CCS.pdf

1. Products

41.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	80%
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42. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Chauvet**

MSRP Location (url, Attachment, etc.)

URL: <http://www.chauvetlighting.com/>

Attachment: Chauvet.pdf

1. Products

42.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	65%
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43. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Chief**

MSRP Location (url, Attachment, etc.)

URL: <http://www.chiefmfg.com/>

Attachment: Chief.pdf

1. Products

43.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	70%
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44. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Christie**

MSRP Location (url, Attachment, etc.)

URL: <http://www.christiedigital.com/>

Attachment: Christie.pdf

1. Products

44.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	82%
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45. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Clear One**

MSRP Location (url, Attachment, etc.)

URL: <http://www.clearone.com/>

Attachment: Clear One.pdf

1. Products

45.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	78%
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46. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Community**

MSRP Location (url, Attachment, etc.)

URL: <http://www.loudspeakers.net/main/>

Attachment: Community.pdf

1. Products

46.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	84%
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47. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Covid**

MSRP Location (url, Attachment, etc.)

URL: <http://www.covid.com/>

Attachment:

1. Products

47.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	75%
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48. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Crest Audio**

MSRP Location (url, Attachment, etc.)

URL: <http://www.crestaudio.com/>

Attachment: Crest Audio.pdf

1. Products

48.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	79%
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49. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Crestron**

MSRP Location (url, Attachment, etc.)

URL: <http://www.crestron.com/>

Attachment: Crestron.pdf

1. Products

49.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	74%
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50. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Crown**

MSRP Location (url, Attachment, etc.)

URL: <http://www.crownaudio.com/>

Attachment: Crown.pdf

1. Products

50.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	72%
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51. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Da-Lite**

MSRP Location (url, Attachment, etc.)

URL: <http://www.da-lite.com/>

Attachment: Da-Lite.pdf

1. Products

51.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	70%
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52. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **DBX**

MSRP Location (url, Attachment, etc.)

URL: <http://www.dbxpro.com/>

Attachment: dbx.pdf

1. Products

52.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	79%
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53. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Denon**

MSRP Location (url, Attachment, etc.)

URL: <http://www.usa.denon.com/>

Attachment: Denon & Marantz.pdf

1. Products

53.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	74%
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54. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Digital Projection**

MSRP Location (url, Attachment, etc.)

URL: <http://www.digitalprojection.com/content/view/262/2/>

Attachment: Digital Projection.pdf

1. Products

54.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	88%
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55. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

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Manufacturer Name **Digital Tech Frontier**

MSRP Location (url, Attachment, etc.)

URL: <http://www.wecantakeyouthere.com/DTF/contact.html>

Attachment: Virtual Reality.pdf

1. Products

55.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	75%
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56. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **DPA**

MSRP Location (url, Attachment, etc.)

URL: <http://www.dpamicrophones.com/>

Attachment: DPA.pdf

1. Products

56.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	78%
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57. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Draper**

MSRP Location (url, Attachment, etc.)

URL: <http://www.draperinc.com/>

Attachment: Draper.pdf

1. Products

57.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	70%
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58. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Dukane**

MSRP Location (url, Attachment, etc.)

URL: <http://www.dukane.com/>

Attachment: Dukane.pdf

1. Products

58.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	67%
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59. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

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Manufacturer Name **EAW**

MSRP Location (url, Attachment, etc.)

URL: <http://www.eaw.com/>

Attachment: EAW.pdf

1. Products

59.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	78%
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60. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **E-Beam**

MSRP Location (url, Attachment, etc.)

URL: <http://www.e-beam.com/>

Attachment: EBeam.pdf

1. Products

60.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	84%
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61. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **E-Instruction**

MSRP Location (url, Attachment, etc.)

URL: <http://www.einstruction.com/>

Attachment: E-Instruction.pdf

1. Products

61.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	85%
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62. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

In accordance with EPS060125, Offerors shall complete the following Offer Form for each manufacturer offered, indicating their responses in the spaces provided. Additional pages may be added so long as they are clearly referenced in the spaces provided. Offers that do not include this completed Offer Form or that do include an incomplete Offer Form or that include a completed Offer Form with unacceptable responses, may cause the entire offer to be deemed unacceptable and therefore non-responsive.

Manufacturer Name **Electro-Voice**

MSRP Location (url, Attachment, etc.)

URL: <http://www.electrovoice.com/index.php>

Attachment:

1. Products

62.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	80%
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63. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Elite Screens**

MSRP Location (url, Attachment, etc.)

URL: <http://www.elitescreens.com/>

Attachment: ELITE SCREENS.pdf

1. Products

63.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	70%
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64. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Elmo**

MSRP Location (url, Attachment, etc.)

URL: <http://www.elmoussa.com/>

Attachment: Elmo.pdf

1. Products

64.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	70%
-----------------------------	------------

65. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Epson**

MSRP Location (url, Attachment, etc.)

URL: <http://www.epson.com/cgi-bin/Store/hubProjectors.jsp>

Attachment: Epson.pdf

1. Products

65.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	66%
-----------------------------	------------

66. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Euro Design Systems**

MSRP Location (url, Attachment, etc.)

URL: http://www.euro-design-furniture.com/office_corporate.htm

Attachment: Euro Design Systems.pdf

1. Products

66.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	74%
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67. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Extron**

MSRP Location (url, Attachment, etc.)

URL: <http://www.extron.com/>

Attachment: Extron.pdf

1. Products

67.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	68%
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68. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **FBT**

MSRP Location (url, Attachment, etc.)

URL: <http://www.fbt.it/sito/Inglese/pae/index.asp>

Attachment: FBT.pdf

1. Products

68.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	78%
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69. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Fender**

MSRP Location (url, Attachment, etc.)

URL: <http://www.fender.com/>

Attachment: Fender.pdf

1. Products

69.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	70%
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70. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Focus Enhancements**

MSRP Location (url, Attachment, etc.)

URL: <http://www.focusinfo.com/>

Attachment: Focus Enhancements.pdf

1. Products

70.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	85%
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71. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Forbes**

MSRP Location (url, Attachment, etc.)

URL: <http://www.forbes-av.com/>

Attachment: Forbes.pdf

1. Products

71.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	74%
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72. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

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Manufacturer Name **FSR**

MSRP Location (url, Attachment, etc.)

URL: <http://www.fsrinc.com/>

Attachment: FSR.pdf

1. Products

72.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	78%
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73. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Fuji Film**

MSRP Location (url, Attachment, etc.)

URL: <http://www.fujifilm.com/>

Attachment:

1. Products

73.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	85%
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74. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Furman**

MSRP Location (url, Attachment, etc.)

URL: <http://www.furmansound.com/>

Attachment: Furman.pdf

1. Products

74.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	72%
-----------------------------	------------

75. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Procurement Officer: Doug Milford

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Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Galaxy**

MSRP Location (url, Attachment, etc.)

URL: <http://www.galaxyaudio.com/>

Attachment:

1. Products

75.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	75%
-----------------------------	------------

76. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Manufacturer Name **Gentner**

MSRP Location (url, Attachment, etc.)

URL: <http://www.gentnerals.com/>

Attachment:

1. Products

76.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	75%
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77. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Procurement Officer: Doug Milford

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Manufacturer Name **Glasfire**

MSRP Location (url, Attachment, etc.)

URL: <http://www.graybow.com/glasfire.html>

Attachment:

1. Products

77.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	90%
-----------------------------	------------

78. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Procurement Officer: Doug Milford

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Manufacturer Name **Gyration**

MSRP Location (url, Attachment, etc.)

URL: <http://www.gyration.com/en-US>

Attachment:

1. Products

78.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	82%
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79. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Manufacturer Name **Gyricon**

MSRP Location (url, Attachment, etc.)

URL: <http://www.xerox.com/innovation/index.shtml>

Attachment:

1. Products

79.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	85%
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80. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Manufacturer Name **Harmon Kardon**

MSRP Location (url, Attachment, etc.)

URL: <http://www.harmonkardon.com/>

Attachment:

1. Products

80.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	77%
-----------------------------	------------

81. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Manufacturer Name **Holland**

MSRP Location (url, Attachment, etc.)

URL: <http://www.hollandelectronics.com/>

Attachment:

1. Products

81.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	82%
-----------------------------	------------

82. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Horizon**

MSRP Location (url, Attachment, etc.)

URL: <http://www.horizonmusic.com/>

Attachment:

1. Products

82.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	85%
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83. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Hubbell**

MSRP Location (url, Attachment, etc.)

URL: <http://www.hubbell.com/>

Attachment:

1. Products

83.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	85%
-----------------------------	------------

84. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Infocus**

MSRP Location (url, Attachment, etc.)

URL: <http://www.infocus.com/>

Attachment: InFocus.pdf

1. Products

84.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	71%
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85. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Intelix**

MSRP Location (url, Attachment, etc.)

URL: <http://www.intelix.com/>

Attachment: Intelix.pdf

1. Products

85.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	78%
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86. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Interlink**

MSRP Location (url, Attachment, etc.)

URL: <http://www.interlinkelectronics.com/>

Attachment: Interlink.pdf

1. Products

86.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	79%
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87. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Inter-M**

MSRP Location (url, Attachment, etc.)

URL: <http://www.inter-m.com/en/default.asp>

Attachment:

1. Products

87.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	65%
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88. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **JBL**

MSRP Location (url, Attachment, etc.)

URL: <http://www.jbl.com/>

Attachment: JBL.pdf

1. Products

88.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	77%
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89. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Jelco**

MSRP Location (url, Attachment, etc.)

URL: <http://www.jelcoinc.com/>

Attachment:

1. Products

89.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	79%
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90. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **JVC**

MSRP Location (url, Attachment, etc.)

URL: <http://www.jvc.com>

Attachment: JVC.pdf

1. Products

90.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	83%
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91. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Ken-a-vision**

MSRP Location (url, Attachment, etc.)

URL: <http://www.ken-a-vision.com/>

Attachment:

1. Products

91.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	78%
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92. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Kilpsch**

MSRP Location (url, Attachment, etc.)

URL: <http://www.kilpsch.com>

Attachment: Kilpsch.pdf

1. Products

92.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	85%
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93. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Kramer**

MSRP Location (url, Attachment, etc.)

URL: <http://www.kramerelectronics.com/>

Attachment: Kramer.pdf

1. Products

93.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	67%
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94. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **KSI**

MSRP Location (url, Attachment, etc.)

URL: <http://www.ksipro.com/>

Attachment:

1. Products

94.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	90%
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95. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **L & E**

MSRP Location (url, Attachment, etc.)

URL: <http://www.le-us.com/>

Attachment: L&E.pdf

1. Products

95.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	88%
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96. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Manufacturer Name **Lacie**

MSRP Location (url, Attachment, etc.)

URL: <http://www.lacie.com/>

Attachment:

1. Products

96.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	90%
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97. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
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Procurement Officer: Doug Milford

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Manufacturer Name **Lectrosonics**

MSRP Location (url, Attachment, etc.)

URL: <http://www.lectrosonics.com/>

Attachment: Lectrosonics.pdf

1. Products

97.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	79%
-----------------------------	------------

98. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Procurement Officer: Doug Milford

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Manufacturer Name **LG**

MSRP Location (url, Attachment, etc.)

URL: <http://www.lge.com/products/category/list/tv.jhtml>

Attachment: Zenith.pdf

1. Products

98.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	84%
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99. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

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Manufacturer Name **Liberty**

MSRP Location (url, Attachment, etc.)

URL: <http://www.libertycable.com/resources/corner.html>

Attachment: Liberty.pdf

1. Products

99.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	84%
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100. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Manufacturer Name **Lightspeed**

MSRP Location (url, Attachment, etc.)

URL: <http://www.lightspeed-tek.com/>

Attachment: LightSPEED Technologies.pdf

1. Products

100.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	80%
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101. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Procurement Officer: Doug Milford

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Manufacturer Name **Lightviper**

MSRP Location (url, Attachment, etc.)

URL: <http://www.lightviper.com/>

Attachment: LightViper.pdf

1. Products

101.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	80%
-----------------------------	------------

102. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Procurement Officer: Doug Milford

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Manufacturer Name Listen

MSRP Location (url, Attachment, etc.)

URL: <http://www.listentech.com/>

Attachment: Listen.pdf

1. Products

102.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	80%
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103. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

In accordance with EPS060125, Offerors shall complete the following Offer Form for each manufacturer offered, indicating their responses in the spaces provided. Additional pages may be added so long as they are clearly referenced in the spaces provided. Offers that do not include this completed Offer Form or that do include an incomplete Offer Form or that include a completed Offer Form with unacceptable responses, may cause the entire offer to be deemed unacceptable and therefore non-responsive.

Manufacturer Name **Lowel Lighting**

MSRP Location (url, Attachment, etc.)

URL: <http://www.lowel.com/>

Attachment: Lowel Lighting.pdf

1. Products

103.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	80%
-----------------------------	------------

104. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Lowell**

MSRP Location (url, Attachment, etc.)

URL: <http://www.lowellmfg.com/>

Attachment: Lowell.pdf

1. Products

104.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	80%
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105. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Lumens**

MSRP Location (url, Attachment, etc.)

URL: <http://shopping.netsuite.com/lumens>

Attachment: Lumens.pdf

1. Products

105.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	75%
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106. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Luxor**

MSRP Location (url, Attachment, etc.)

URL: <http://www.luxorfurn.com/>

Attachment: Luxor.pdf

1. Products

106.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	78%
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107. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Mackie**

MSRP Location (url, Attachment, etc.)

URL: <http://www.mackie.com/>

Attachment: Mackie.pdf

1. Products

107.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	78%
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108. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Macpherson**

MSRP Location (url, Attachment, etc.)

URL: <http://www.macpherson-inc.com/>

Attachment: MacPherson.pdf

1. Products

108.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	80%
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109. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Magic Box**

MSRP Location (url, Attachment, etc.)

URL: <http://www.magicboxinc.com/>

Attachment: Magic Box.pdf

1. Products

109.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	88%
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110. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Marshall**

MSRP Location (url, Attachment, etc.)

URL: <http://www.marshallfurniture.com/>

Attachment: Marshall.pdf

1. Products

110.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	82%
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111. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Media Tech**

MSRP Location (url, Attachment, etc.)

URL: <http://www.gomEDIATECH.com/>

Attachment: MEDIATECH.pdf

1. Products

111.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	79%
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112. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Middle Atlantic Racks**

MSRP Location (url, Attachment, etc.)

URL: <http://www.middleatlantic.com/>

Attachment: Middle Atlantic.pdf

1. Products

112.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	76%
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113. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Mimio**

MSRP Location (url, Attachment, etc.)

URL: <http://www.mimio.com/>

Attachment: Mimio.pdf

1. Products

113.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	79%
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114. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Mitsubishi**

MSRP Location (url, Attachment, etc.)

URL: <http://www.mitsubishielectric.com/index.html>

Attachment: Mitsubishi.pdf

1. Products

114.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	70%
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115. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **NEC**

MSRP Location (url, Attachment, etc.)

URL: <http://www.necvisualsystems.com/>

Attachment: NEC.pdf

1. Products

115.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	65%
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116. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Nikon**

MSRP Location (url, Attachment, etc.)

URL: <http://www.nikonusa.com/>

Attachment: Nikon.pdf

1. Products

116.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	82%
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117. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Odyssey**

MSRP Location (url, Attachment, etc.)

URL: <http://www.odysseygear.com/>

Attachment: Odyssey Case.pdf

1. Products

117.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	80%
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118. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Olympic**

MSRP Location (url, Attachment, etc.)

URL: <http://www.olycase.com/>

Attachment:

1. Products

118.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	85%
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119. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Olympus**

MSRP Location (url, Attachment, etc.)

URL: <http://www.olympusamerica.com/>

Attachment: Olympus.pdf

1. Products

119.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	79%
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120. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

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Manufacturer Name **Omni Mount**

MSRP Location (url, Attachment, etc.)

URL: <http://www.omnimount.com/consumer/>

Attachment: OmniMount.pdf

1. Products

120.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	79%
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121. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

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Manufacturer Name **Optoma**

MSRP Location (url, Attachment, etc.)

URL: <http://www.optomausa.com/>

Attachment: Optoma.pdf

1. Products

121.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	94%
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122. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **OWI**

MSRP Location (url, Attachment, etc.)

URL: <http://www.owi-inc.com/>

Attachment: OWI.pdf

1. Products

122.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	75%
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123. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

In accordance with EPS060125, Offerors shall complete the following Offer Form for each manufacturer offered, indicating their responses in the spaces provided. Additional pages may be added so long as they are clearly referenced in the spaces provided. Offers that do not include this completed Offer Form or that do include an incomplete Offer Form or that include a completed Offer Form with unacceptable responses, may cause the entire offer to be deemed unacceptable and therefore non-responsive.

Manufacturer Name **Panasonic**

MSRP Location (url, Attachment, etc.)

URL: <http://www.panasonic.com/flash.asp>

Attachment:

1. Products

123.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	90%
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124. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Panduit**

MSRP Location (url, Attachment, etc.)

URL: <http://www.panduit.com/>

Attachment: Panduit.pdf

1. Products

124.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	85%
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125. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **PDR**

MSRP Location (url, Attachment, etc.)

URL: <http://www.pdrmounds.com/>

Attachment: PDR.pdf

1. Products

125.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	65%
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126. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Peavey**

MSRP Location (url, Attachment, etc.)

URL: <http://www.peavey.com/>

Attachment: Peavey.pdf

1. Products

126.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	80%
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127. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Peerless**

MSRP Location (url, Attachment, etc.)

URL: <http://www.peerlessindustries.com/>

Attachment: Peerless.pdf

1. Products

127.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	70%
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128. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Pelco**

MSRP Location (url, Attachment, etc.)

URL: <http://www.pelco.com/>

Attachment: Pelco.pdf

1. Products

128.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	90%
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129. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **PennFab**

MSRP Location (url, Attachment, etc.)

URL: <http://www.penn-elcom.com/>

Attachment: PennFabb.pdf

1. Products

129.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	78%
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130. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **PhonicEar**

MSRP Location (url, Attachment, etc.)

URL: <http://www.phonicear.com/>

Attachment:

1. Products

130.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	90%
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131. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Pico**

MSRP Location (url, Attachment, etc.)

URL: <http://www.picomacom.com/macom/home/>

Attachment:

1. Products

131.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	90%
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132. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Polycom**

MSRP Location (url, Attachment, etc.)

URL: <http://www.polycom.com/home/>

Attachment: Polycom.pdf

1. Products

132.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	75%
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133. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Premier**

MSRP Location (url, Attachment, etc.)

URL: <http://www.premiermounts.com/>

Attachment: Premier.pdf

1. Products

133.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	74%
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134. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Proco**

MSRP Location (url, Attachment, etc.)

URL: <http://www.procosound.com/>

Attachment: Proco.pdf

1. Products

134.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	78%
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135. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Procon**

MSRP Location (url, Attachment, etc.)

URL: <http://www.procon.co.uk/>

Attachment: Procon.pdf

1. Products

135.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	89%
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136. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Projection Design**

MSRP Location (url, Attachment, etc.)

URL: <http://www.projectiondesign.com/>

Attachment:

1. Products

136.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	80%
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137. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **QSC**

MSRP Location (url, Attachment, etc.)

URL: <http://www.qscaudio.com/>

Attachment: QSC.pdf

1. Products

137.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	72%
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138. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

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Manufacturer Name **Quam**

MSRP Location (url, Attachment, etc.)

URL: <http://www.quamspeakers.com/>

Attachment:

1. Products

138.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	60%
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139. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Rane**

MSRP Location (url, Attachment, etc.)

URL: <http://www.rane.com/>

Attachment: Rane.pdf

1. Products

139.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	75%
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140. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

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Manufacturer Name **Rapco**

MSRP Location (url, Attachment, etc.)

URL: <http://www.rapco.com/>

Attachment: Rapco.pdf

1. Products

140.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	80%
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141. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

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Manufacturer Name **RDL**

MSRP Location (url, Attachment, etc.)

URL: <http://www.rdlnet.com/>

Attachment: RDL.pdf

1. Products

141.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	80%
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142. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **REI**

MSRP Location (url, Attachment, etc.)

URL: <http://www.radioeng.com/>

Attachment:

1. Products

142.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	85%
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143. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **RGB Spectrum**

MSRP Location (url, Attachment, etc.)

URL: <http://www.rgb.com/en/default.asp>

Attachment: RGB Spectrum.pdf

1. Products

143.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	82%
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144. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

In accordance with EPS060125, Offerors shall complete the following Offer Form for each manufacturer offered, indicating their responses in the spaces provided. Additional pages may be added so long as they are clearly referenced in the spaces provided. Offers that do not include this completed Offer Form or that do include an incomplete Offer Form or that include a completed Offer Form with unacceptable responses, may cause the entire offer to be deemed unacceptable and therefore non-responsive.

Manufacturer Name **Sabine**

MSRP Location (url, Attachment, etc.)

URL: <http://www.sabineusa.com/>

Attachment: Sabine.pdf

1. Products

144.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	75%
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145. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Samsung**

MSRP Location (url, Attachment, etc.)

URL: <http://www.samsung.com/index.htm>

Attachment: Samsung.pdf

1. Products

145.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	85%
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146. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Sanyo**

MSRP Location (url, Attachment, etc.)

URL: <http://www.sanyo.com/home.cfm>

Attachment: SANYO.pdf

1. Products

146.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	64%
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147. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Scala**

MSRP Location (url, Attachment, etc.)

URL: <http://www.scala.com/>

Attachment:

1. Products

147.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	85%
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148. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Sennheiser**

MSRP Location (url, Attachment, etc.)

URL: <http://www.sennheiserusa.com/newsite/>

Attachment: Sennheiser.pdf

1. Products

148.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	70%
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149. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Sharp**

MSRP Location (url, Attachment, etc.)

URL: <http://www.sharpusa.com/>

Attachment: Sharp.pdf

1. Products

149.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	90%
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150. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Shure**

MSRP Location (url, Attachment, etc.)

URL: <http://www.shure.com/index.htm>

Attachment: Shure.pdf

1. Products

150.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	70%
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151. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Sierra Video**

MSRP Location (url, Attachment, etc.)

URL: <http://www.sierravideo.com/>

Attachment:

1. Products

151.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	74%
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152. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Smart**

MSRP Location (url, Attachment, etc.)

URL: <http://www.smarttech.com/>

Attachment: SMART.pdf

1. Products

152.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	80%
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153. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Smart Carts**

MSRP Location (url, Attachment, etc.)

URL: <http://www.afcindustries.com/smartcart.htm>

Attachment:

1. Products

153.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	80%
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154. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Sonic Foundry**

MSRP Location (url, Attachment, etc.)

URL: <http://www.sonicfoundry.com/>

Attachment:

1. Products

154.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	90%
-----------------------------	------------

155. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Sony**

MSRP Location (url, Attachment, etc.)

URL: <http://www.sony.com/index.php>

Attachment: SONY CONSUMER.pdf

1. Products

155.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	82%
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156. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Sound Advance**

MSRP Location (url, Attachment, etc.)

URL: <http://www.soundadvance.com/index.htm>

Attachment: Sound Advance.pdf

1. Products

156.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	85%
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157. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

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Manufacturer Name **Sound Panel**

MSRP Location (url, Attachment, etc.)

URL: <http://www.cinemashop.com/>

Attachment: Sound Panel.pdf

1. Products

157.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	80%
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158. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

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Manufacturer Name **Sound Tube**

MSRP Location (url, Attachment, etc.)

URL: <http://www.soundtube.com/>

Attachment: Soundtube.pdf

1. Products

158.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	80%
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159. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

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Manufacturer Name **Soundcraft**

MSRP Location (url, Attachment, etc.)

URL: <http://www.sound-craft.com/>

Attachment: Sound Craft.pdf

1. Products

159.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	80%
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160. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Soundsphere**

MSRP Location (url, Attachment, etc.)

URL: <http://www.soundsphere.com>

Attachment:

1. Products

160.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	74%
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161. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

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Manufacturer Name **SP Controls**

MSRP Location (url, Attachment, etc.)

URL: <http://www.spcontrols.com/>

Attachment: SP Controls.pdf

1. Products

161.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	73%
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162. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Procurement Officer: Doug Milford

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Manufacturer Name **Stewart**

MSRP Location (url, Attachment, etc.)

URL: <http://www.stewartfilmscreen.com/>

Attachment: Stewart.pdf

1. Products

162.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	80%
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163. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **SVS**

MSRP Location (url, Attachment, etc.)

URL: <http://www.svsound.com/>

Attachment: SVS.pdf

1. Products

163.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	92%
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164. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Procurement Officer: Doug Milford

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Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Symetrix**

MSRP Location (url, Attachment, etc.)

URL: <http://www.symetrixaudio.com/>

Attachment:

1. Products

164.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	78%
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165. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

In accordance with EPS060125, Offerors shall complete the following Offer Form for each manufacturer offered, indicating their responses in the spaces provided. Additional pages may be added so long as they are clearly referenced in the spaces provided. Offers that do not include this completed Offer Form or that do include an incomplete Offer Form or that include a completed Offer Form with unacceptable responses, may cause the entire offer to be deemed unacceptable and therefore non-responsive.

Manufacturer Name **System Devices**

MSRP Location (url, Attachment, etc.)

URL: <http://systemdevices.com/>

Attachment: System Devices.pdf

1. Products

165.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	70%
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166. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Tandberg**

MSRP Location (url, Attachment, etc.)

URL: <http://www.tandberg.net/>

Attachment: Tandberg.pdf

1. Products

166.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	78%
-----------------------------	------------

167. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Tannoy**

MSRP Location (url, Attachment, etc.)

URL: <http://www.tannoy.com/>

Attachment: TANNOY.pdf

1. Products

167.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	68%
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168. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Tascam**

MSRP Location (url, Attachment, etc.)

URL: <http://www.tascam.com/>

Attachment: TASCAM.pdf

1. Products

168.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	78%
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169. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Teach Logic**

MSRP Location (url, Attachment, etc.)

URL: <http://www.teachlogic.com/>

Attachment: Teach Logic.pdf

1. Products

169.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	79%
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170. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Technomad**

MSRP Location (url, Attachment, etc.)

URL: <http://www.technomad.com/>

Attachment: Technomad.pdf

1. Products

170.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	75%
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171. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **TEI**

MSRP Location (url, Attachment, etc.)

URL: <http://www.techelec.com/services/sma/index.htm>

Attachment: TEI.pdf

1. Products

171.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	90%
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172. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Telex**

MSRP Location (url, Attachment, etc.)

URL: <http://www.telex.com/>

Attachment: Telex.pdf

1. Products

172.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	75%
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173. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Teq Gear**

MSRP Location (url, Attachment, etc.)

URL: <http://www.teqgear.com>

Attachment: Teqgear.pdf

1. Products

173.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	80%
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174. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **TOA**

MSRP Location (url, Attachment, etc.)

URL: <http://www.toaelectronics.com/>

Attachment: TOA.pdf

1. Products

174.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	60%
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175. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Toshiba**

MSRP Location (url, Attachment, etc.)

URL: <http://www.toshiba.com/tai-new/>

Attachment: Toshiba.pdf

1. Products

175.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	95%
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176. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Totevision**

MSRP Location (url, Attachment, etc.)

URL: <http://www.totevision.com/>

Attachment: ToteVision.pdf

1. Products

176.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	82%
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177. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Ultimate Support**

MSRP Location (url, Attachment, etc.)

URL: <http://www.ultimatesupport.com/>

Attachment:

1. Products

177.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	75%
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178. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Vaddio**

MSRP Location (url, Attachment, etc.)

URL: <http://www.vaddio.com/>

Attachment: Vaddio.pdf

1. Products

178.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	80%
-----------------------------	------------

179. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Velbon**

MSRP Location (url, Attachment, etc.)

URL: <http://www.velbon-tripod.com/>

Attachment:

1. Products

179.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	70%
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180. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **VFI**

MSRP Location (url, Attachment, etc.)

URL: <http://www.video-furn.com/>

Attachment: VFI.pdf

1. Products

180.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	75%
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181. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Viewsonic**

MSRP Location (url, Attachment, etc.)

URL: <http://www.viewsonic.com/>

Attachment: Viewsonic.pdf

1. Products

181.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	95%
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182. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **Wall Plates**

MSRP Location (url, Attachment, etc.)

URL: <http://www.ccspresentationsystems.com/>

Attachment: CCS.pdf

1. Products

182.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	80%
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183. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



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Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **WallTalker**

MSRP Location (url, Attachment, etc.)

URL: <http://www.walltalkers.com/>

Attachment: WallTalker.pdf

1. Products

183.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	82%
-----------------------------	------------

184. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

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Manufacturer Name **West Penn**

MSRP Location (url, Attachment, etc.)

URL: <http://www.westpenn-cdt.com/>

Attachment:

1. Products

184.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	90%
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185. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

In accordance with EPS060125, Offerors shall complete the following Offer Form for each manufacturer offered, indicating their responses in the spaces provided. Additional pages may be added so long as they are clearly referenced in the spaces provided. Offers that do not include this completed Offer Form or that do include an incomplete Offer Form or that include a completed Offer Form with unacceptable responses, may cause the entire offer to be deemed unacceptable and therefore non-responsive.

Manufacturer Name **Whirlwind**

MSRP Location (url, Attachment, etc.)

URL: <http://www.whirlwindusa.com/>

Attachment:

1. Products

185.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	85%
-----------------------------	------------

186. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

In accordance with EPS060125, Offerors shall complete the following Offer Form for each manufacturer offered, indicating their responses in the spaces provided. Additional pages may be added so long as they are clearly referenced in the spaces provided. Offers that do not include this completed Offer Form or that do include an incomplete Offer Form or that include a completed Offer Form with unacceptable responses, may cause the entire offer to be deemed unacceptable and therefore non-responsive.

Manufacturer Name **Williams Sound**

MSRP Location (url, Attachment, etc.)

URL: <http://www.williamssound.com/home.aspx>

Attachment: Williams Sound.pdf

1. Products

186.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	75%
-----------------------------	------------

187. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

In accordance with EPS060125, Offerors shall complete the following Offer Form for each manufacturer offered, indicating their responses in the spaces provided. Additional pages may be added so long as they are clearly referenced in the spaces provided. Offers that do not include this completed Offer Form or that do include an incomplete Offer Form or that include a completed Offer Form with unacceptable responses, may cause the entire offer to be deemed unacceptable and therefore non-responsive.

Manufacturer Name **Winsted**

MSRP Location (url, Attachment, etc.)

URL: <http://www.winsted.com/>

Attachment: Winsted.pdf

1. Products

187.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	75%
-----------------------------	------------

188. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

In accordance with EPS060125, Offerors shall complete the following Offer Form for each manufacturer offered, indicating their responses in the spaces provided. Additional pages may be added so long as they are clearly referenced in the spaces provided. Offers that do not include this completed Offer Form or that do include an incomplete Offer Form or that include a completed Offer Form with unacceptable responses, may cause the entire offer to be deemed unacceptable and therefore non-responsive.

Manufacturer Name **Wireless Computing**

MSRP Location (url, Attachment, etc.)

URL: <http://www.wireless-computing.com/>

Attachment:

1. Products

188.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	89%
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189. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

In accordance with EPS060125, Offerors shall complete the following Offer Form for each manufacturer offered, indicating their responses in the spaces provided. Additional pages may be added so long as they are clearly referenced in the spaces provided. Offers that do not include this completed Offer Form or that do include an incomplete Offer Form or that include a completed Offer Form with unacceptable responses, may cause the entire offer to be deemed unacceptable and therefore non-responsive.

Manufacturer Name **Wiremold**

MSRP Location (url, Attachment, etc.)

URL: <http://www.wiremold.com/>

Attachment:

1. Products

189.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	85%
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190. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

In accordance with EPS060125, Offerors shall complete the following Offer Form for each manufacturer offered, indicating their responses in the spaces provided. Additional pages may be added so long as they are clearly referenced in the spaces provided. Offers that do not include this completed Offer Form or that do include an incomplete Offer Form or that include a completed Offer Form with unacceptable responses, may cause the entire offer to be deemed unacceptable and therefore non-responsive.

Manufacturer Name **Wireworks**

MSRP Location (url, Attachment, etc.)

URL: <http://www.wireworks.com/>

Attachment:

1. Products

190.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	85%
-----------------------------	------------

191. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

In accordance with EPS060125, Offerors shall complete the following Offer Form for each manufacturer offered, indicating their responses in the spaces provided. Additional pages may be added so long as they are clearly referenced in the spaces provided. Offers that do not include this completed Offer Form or that do include an incomplete Offer Form or that include a completed Offer Form with unacceptable responses, may cause the entire offer to be deemed unacceptable and therefore non-responsive.

Manufacturer Name **Wolfvision**

MSRP Location (url, Attachment, etc.)

URL: <http://www.wolfvision.com/wolf/1.html>

Attachment: Wolfvision.pdf

1. Products

191.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	83%
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192. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

In accordance with EPS060125, Offerors shall complete the following Offer Form for each manufacturer offered, indicating their responses in the spaces provided. Additional pages may be added so long as they are clearly referenced in the spaces provided. Offers that do not include this completed Offer Form or that do include an incomplete Offer Form or that include a completed Offer Form with unacceptable responses, may cause the entire offer to be deemed unacceptable and therefore non-responsive.

Manufacturer Name **Xantech**

MSRP Location (url, Attachment, etc.)

URL: <http://www.xantech.com/>

Attachment:

1. Products

192.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	68%
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193. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

In accordance with EPS060125, Offerors shall complete the following Offer Form for each manufacturer offered, indicating their responses in the spaces provided. Additional pages may be added so long as they are clearly referenced in the spaces provided. Offers that do not include this completed Offer Form or that do include an incomplete Offer Form or that include a completed Offer Form with unacceptable responses, may cause the entire offer to be deemed unacceptable and therefore non-responsive.

Manufacturer Name **Yamaha**

MSRP Location (url, Attachment, etc.)

URL: <http://www.yamaha.com/yec/>

Attachment: Yamaha.pdf

1. Products

193.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	75%
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194. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

In accordance with EPS060125, Offerors shall complete the following Offer Form for each manufacturer offered, indicating their responses in the spaces provided. Additional pages may be added so long as they are clearly referenced in the spaces provided. Offers that do not include this completed Offer Form or that do include an incomplete Offer Form or that include a completed Offer Form with unacceptable responses, may cause the entire offer to be deemed unacceptable and therefore non-responsive.

Manufacturer Name **Zenith**

MSRP Location (url, Attachment, etc.)

URL: http://www.zenith.com/home_flash.asp?flash=true

Attachment: Zenith.pdf

1. Products

194.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	84%
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195. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

In accordance with EPS060125, Offerors shall complete the following Offer Form for each manufacturer offered, indicating their responses in the spaces provided. Additional pages may be added so long as they are clearly referenced in the spaces provided. Offers that do not include this completed Offer Form or that do include an incomplete Offer Form or that include a completed Offer Form with unacceptable responses, may cause the entire offer to be deemed unacceptable and therefore non-responsive.

Manufacturer Name

MSRP Location (url, Attachment, etc.)

URL:

Attachment: .pdf

1. Products

195.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	%
-----------------------------	----------

196. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

In accordance with EPS060125, Offerors shall complete the following Offer Form for each manufacturer offered, indicating their responses in the spaces provided. Additional pages may be added so long as they are clearly referenced in the spaces provided. Offers that do not include this completed Offer Form or that do include an incomplete Offer Form or that include a completed Offer Form with unacceptable responses, may cause the entire offer to be deemed unacceptable and therefore non-responsive.

Manufacturer Name

MSRP Location (url, Attachment, etc.)

URL:

Attachment: .pdf

1. Products

196.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	%
-----------------------------	----------

197. Services

	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Solicitation Number: EPS060125
Solicitation Name: Audio and Video Products and Services
Procurement Officer: Doug Milford

Document Name: Offer Form 1 - Manufacturer

Offeror Name: **CCS Presentation Systems**

In accordance with EPS060125, Offerors shall complete the following Offer Form for each manufacturer offered, indicating their responses in the spaces provided. Additional pages may be added so long as they are clearly referenced in the spaces provided. Offers that do not include this completed Offer Form or that do include an incomplete Offer Form or that include a completed Offer Form with unacceptable responses, may cause the entire offer to be deemed unacceptable and therefore non-responsive.

Manufacturer Name

MSRP Location (url, Attachment, etc.)

URL:

Attachment: .pdf

1. Products

197.1. Purchase

The offered price is calculated by multiplying the Percent of List offered by the MSRP. For example, a product that has an MSRP of \$100, and the offered Percent of List is 60% (example offering only and is not intended to indicate what percent should be offered), the State's price under the Contract would be \$60 (\$100*60%).

MSRP Percent of List	%
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198. Services

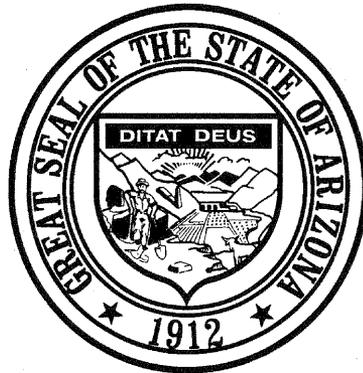
	Urban	Rural
Design	\$80 per hour	\$100 per hour
Installation	\$80 per hour	\$100 per hour
Training	\$80 per hour	\$100 per hour
Maintenance	\$100 per hour	\$120 per hour
Programming	\$100 per hour	\$120 per hour
Documentation	\$80 per hour	\$80 per hour



Contract

Contract No.: EPS060125-13
Vendor: Troxell Communications

State of Arizona
Enterprise Procurement Services
100 N 15th Ave., Suite 104
Phoenix, AZ 85007



Contract EPS060125-13

Audio and Video Products and Services

IN ACCORDANCE WITH A.R.S. 41-2501, ET SEQ, AND UNDER
THE AUTHORITY OF THE STATE OF ARIZONA, DEPARTMENT
OF ADMINISTRATION, ENTERPRISE PROCUREMENT
SERVICES DIVISION, HEREBY ESTABLISHES THE FOLLOWING
ARIZONA STATE CONTRACT.



Contract Summary

Contract No.: EPS060125-13
Vendor: Troxell Communications

State of Arizona
Enterprise Procurement Services
100 N 15th Ave., Suite 104
Phoenix, AZ 85007

Requisition Number: ADSM-6QGUEK
Solicitation Number: EPS060125-A2
Solicitation Title: Audio and Video Products and Services

Vendor Name: Troxell Communications
Proposal Number: ADSM-6RFPA9-1

Contract Number: EPS060125-13
Type: Statewide
Status: Complete
Contract Start Date: 11/01/2006
Contract End Date: 10/31/2009
Max Extensions: Two Year(s)

Procurement Officer: Doug Milford
(602) 542-9121
doug.milford@azdoa.gov

Procurement Manager: James Scarboro

Procurement Administrator: Jean Clark



Terms and Conditions

Contract No.: EPS060125-13
Vendor: Troxell Communications

State of Arizona
Enterprise Procurement Services
100 N 15th Ave., Suite 104
Phoenix, AZ 85007

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Terms and Conditions

Contract No.: EPS060125-13
Vendor: Troxell Communications

State of Arizona
Enterprise Procurement Services
100 N 15th Ave., Suite 104
Phoenix, AZ 85007

1. Contract Terms and Conditions

1.1. Definitions

As used in this Solicitation and any resulting Contract, the terms listed below are defined as follows:

1.1.1. Attachment

any item the Solicitation requires the Offeror to submit as part of the Offer.

1.1.2. Contract

the combination of the Solicitation, including the Uniform and Special Instructions to Offerors, the Uniform and Special Terms and Conditions, and the Specifications and Statement of Work; the Offer and any Best and Final Offers; and any Solicitation Amendments or Contract Amendments.

1.1.3. Contract Amendment

a written document signed by the Procurement Officer that is issued for the purpose of making changes in the Contract.

1.1.4. Contractor

any person who has a Contract with the State.

1.1.5. Days

calendar days unless otherwise specified.

1.1.6. Exhibit

any item labeled as an Exhibit in the Solicitation or placed in the Exhibits section of the Solicitation.

1.1.7. Gratuity

a payment, loan, subscription, advance, deposit of money, services, or anything of more than nominal value, present or promised, unless consideration of substantially equal or greater value is received.

1.1.8. Materials

all property, including equipment, supplies, printing, insurance and leases of property but does not include land, a permanent interest in land or real property or leasing space.

1.1.9. Procurement Officer

the person, or his or her designee, duly authorized by the State to enter into and administer Contracts and make written determinations with respect to the Contract.

1.1.10. Services

the furnishing of labor, time or effort by a contractor or subcontractor which does not involve the delivery of a specific end product other than required reports and performance, but does not include employment agreements or collective bargaining agreements.

1.1.11. Subcontractor

any Contract, express or implied, between the Contractor and another party or between a subcontractor and another party delegating or assigning, in whole or in part, the making or furnishing of any material or any service required for the performance of the Contract.

1.1.12. State

the State of Arizona and Department or Agency of the State that executes the Contract.



Terms and Conditions

Contract No.: EPS060125-13
Vendor: Troxell Communications

State of Arizona
Enterprise Procurement Services
100 N 15th Ave., Suite 104
Phoenix, AZ 85007

1.1.13. State Fiscal year

the period beginning with July 1 and ending June 30,

1.2. Contract Interpretation

1.2.1. Arizona law

The Arizona law applies to this Contract including, where applicable, the Uniform Commercial Code as adopted by the State of Arizona and the Arizona Procurement Code, Arizona Revised Statutes (A.R.S.) Title 41, Chapter 23, and its implementing rules, Arizona Administrative Code (A.A.C.) Title 2, Chapter 7.

1.2.2. Implied Contract terms

Each provision of law and any terms required by law to be in this Contract are a part of this Contract as if fully stated in it.

1.2.3. Contract Order of Precedence

In the event of a conflict in the provisions of the Contract, as accepted by the State and as they may be amended, the following shall prevail in the order set forth below:

- 1 Special Terms and Conditions;
- 2 Uniform Terms and Conditions;
- 3 Statement or Scope of Work;
- 4 Specifications;
- 5 Attachments;
- 6 Exhibits;
- 7 Documents referenced or included in the Solicitation.

1.2.4. Relationship of Parties

The Contractor under this Contract is an independent Contractor. Neither party to this Contract shall be deemed to be the employee or agent of the other party to the Contract.

1.2.5. Severability

The provisions of this Contract are severable. Any term or condition deemed illegal or invalid shall not affect any other term or condition of the Contract.

1.2.6. No Parole Evidence

This Contract is intended by the parties as a final and complete expression of their agreement. No course of prior dealings between the parties and no usage of the trade shall supplement or explain any terms used in this document and no other understanding either oral or in writing shall be binding.

1.2.7. No Waiver

Either party's failure to insist on strict performance of any term or condition of the Contract shall not be deemed a waiver of that term or condition even if the party accepting or acquiescing in the nonconforming performance knows of the nature of the performance and fails to object to it.

1.3. Contract Administrations and Operation

1.3.1. Contract

The contract between the State of Arizona and the contractor shall consist of the solicitation as amended, any requests for clarifications and/or best and final offers, the proposal submitted by the contractor, their responses to any requests for clarifications and/or their best and final offer. In the event of a conflict in language between the documents referenced above, the provisions and requirements set forth and/or referenced in the solicitation as amended shall govern. However, the State reserves the right to clarify any contractual relationship in writing, and such written



Terms and Conditions

Contract No.: EPS060125-13
Vendor: Troxell Communications

State of Arizona
Enterprise Procurement Services
100 N 15th Ave., Suite 104
Phoenix, AZ 85007

clarification shall govern in case of conflict with the applicable requirements stated in the solicitation as amended or the contractor's proposal. In all other matters not affected by the written clarification, if any, the solicitation shall govern.

1.3.2. Contract Restructure After Award

The State may clarify any Contract following award. This clarification shall not substantially alter the contents of the Contract, but shall only edit and reformat the Contract in a manner that will facilitate ease of use, contract administration, and concurrence of the Parties.

1.3.3. Contract Type

Fixed price with price adjustments.

1.3.4. Eligible Agencies (Statewide)

This contract shall be for the use of all State of Arizona departments, agencies, commissions and boards. In addition, eligible universities, political subdivisions and nonprofit educational or public health institutions may participate at their discretion. In order to participate in this contract, a university, political subdivision, or nonprofit educational or public health institution shall have entered into a Cooperative Purchasing Agreement with the Department of Administration, Enterprise Procurement Services as required by Arizona Revised Statutes 41-2632.

1.3.5. Geographic Coverage

Any proposal for services shall include coverage to all geographic regions within the State of Arizona. Service areas are divided into two sections, urban and rural. The Offeror may establish a single price for Rural areas and a single price for Urban areas. All cities specified as Urban shall consider the entire city as Urban regardless if any portion of the city is beyond the specified radius. The four urban areas are;

- Flagstaff with a 20 mile radius from city center
- Yuma with a 20 mile radius from city center
- Tucson with a 25 mile radius from city center
- Phoenix with a 30 mile radius from city center
 - o Avondale, Chandler, El Mirage, Glendale, Goodyear, Litchfield Park, Mesa, Peoria, Scottsdale, Tempe, Tolleson

1.3.6. Defective Products

All defective products shall be replaced and exchanged by the contractor. The cost of transportation, unpacking, inspection, repacking, reshipping or other like expenses shall be paid by the vendor. All replacement products must be received by the state within seven (7) days of initial notification.

1.3.7. Records

Under A.R.S. § 35-214 and § 35-215, the Contractor shall retain and shall contractually require each subcontractor to retain all data and other 'records' relating to the acquisition and performance of the Contract for a period of five years after the completion of the Contract. All records shall be subject to inspection and audit by the State at reasonable times. Upon request, the Contractor shall produce a legible copy of any or all such records.

1.3.8. Confidentiality of Records

The Contractor shall establish and maintain procedures and controls acceptable to the State for the purpose of assuring that information or data in its possession is not mishandled, misused, released, disclosed, or used in an inappropriate manner by it, its agents, officers, or employees. This includes information contained in its records obtained from the State or others, necessary for contract performance. The contractor shall take all reasonable steps and precautions to safeguard this information and data and shall not divulge the information or data to parties other than those needed for the performance of duties under the contract.

1.3.9. Confidentiality (End-users)

Notwithstanding aggregate usage statistics used for reporting purposes, Contractor shall keep confidential all information concerning individual end-users. Contractor shall not, under any conditions, resell, transfer or convey



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information about end-users to any third party. Contractor shall not retain or reuse information about the end-users in their own operations.

1.3.10. Non-Discrimination

The Contractor shall comply with State Executive Order No. 99-4 and all other applicable Federal and State laws, rules and regulations, including the Americans with Disabilities Act.

1.3.11. Audit

Pursuant to ARS § 35-214, at any time during the term of this Contract and five (5) years thereafter, the Contractor's or any subcontractor's books and records shall be subject to audit by the State and, where applicable, the Federal Government, to the extent that the books and records relate to the performance of the Contract or Subcontract.

1.3.12. Facilities Inspection and Materials Testing

The Contractor agrees to permit access to its facilities, subcontractor facilities and the Contractor's processes or services, at reasonable times for inspection of the facilities or materials covered under this Contract. The State shall also have the right to test, at its own cost, the materials to be supplied under this Contract. Neither inspection of the Contractor's facilities nor materials testing shall constitute final acceptance of the materials or services. If the State determines non-compliance of the materials, the Contractor shall be responsible for the payment of all costs incurred by the State for testing and inspection.

1.3.13. Notices

Notices to the Contractor required by this Contract shall be made by the State to the person indicated on the Offer and Acceptance form submitted by the Contractor unless otherwise stated in the Contract. Notices to the State required by the Contract shall be made by the Contractor to the Solicitation Contact Person indicated on the Solicitation cover sheet, unless otherwise stated in the Contract. An authorized Procurement Officer and an authorized Contractor representative may change their respective person to whom notice shall be given by written notice to the other and an amendment to the Contract shall not be necessary.

1.3.14. Advertising, Publishing and Promotion of Contract

The Contractor shall not use, advertise or promote information for commercial benefit concerning this Contract without the prior written approval of the Procurement Officer.

1.3.15. Property of the State

Any materials, including reports, computer programs and other deliverables, created under this Contract are the sole property of the State. The Contractor is not entitled to a patent or copyright on those materials and may not transfer the patent or copyright to anyone else. The Contractor shall not use or release these materials without the prior written consent of the State.

1.3.16. Ownership of Intellectual Property

Any and all intellectual property, including but not limited to copyright, invention, trademark, tradename, service mark, and/or trade secrets created or conceived pursuant to or as a result of this contract and any related subcontract ('Intellectual Property'), shall be work made for hire and the State shall be considered the creator of such Intellectual Property. The agency, department, division, board or commission of the State of Arizona requesting the issuance of this contract shall own (for and on behalf of the State) the entire right, title and interest to the Intellectual Property throughout the world. Contractor shall notify the State, within thirty (30) days, of the creation of any Intellectual Property by it or its subcontractor(s). Contractor, on behalf of itself and any subcontractor (s), agrees to execute any and all document(s) necessary to assure ownership of the Intellectual Property vests in the State and shall take no affirmative actions that might have the effect of vesting all or part of the Intellectual Property in any entity other than the State. The Intellectual Property shall not be disclosed by contractor or its subcontractor(s) to any entity not the State without the express written authorization of the agency, department, division, board or commission of the State of Arizona requesting the issuance of this contract.



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1.3.17. Federal Immigration and Nationality Act

By entering into the Contract, the Contractor warrants compliance with the Federal Immigration and Nationality Act (FINA) and all other Federal immigration laws and regulations related to the immigration status of its employees. The Contractor shall obtain statements from its subcontractors certifying compliance and shall furnish the statements to the Procurement Officer upon request. These warranties shall remain in effect through the term of the Contract. The Contractor and its subcontractors shall also maintain Employment Eligibility Verification forms (I-9) as required by the U.S. Department of Labor's Immigration and Control Act, for all employees performing work under the Contract. I-9 forms are available for download at USCIS.GOV.

The State may request verification of compliance for any Contractor or subcontractor performing work under the Contract. Should the State suspect or find that the Contractor or any of its subcontractors are not in compliance, the State may pursue any and all remedies allowed by law, including, but not limited to: suspension of work, termination of the Contract for default, and suspension and/or debarment of the Contractor. All costs necessary to verify compliance are the responsibility of the Contractor.

1.3.18. IT 508 Compliance

Unless specifically authorized in the Contract, any electronic or information technology offered to the State of Arizona under this solicitation shall comply with A.R.S. 41-2531 and 2532 and Section 508 of the Rehabilitation Act of 1973, which requires that employees and members of the public shall have access to and use of information technology that is comparable to the access and use by employees and members of the public who are not individuals with disabilities.

1.3.19. Manufacturer Full-line Evidence

The State may at any time during the solicitation or after Contract award require evidence that the Vendor is authorized to sell and distribute the full line of products offered by any manufacturer the Vendor is offering or awarded. This evidence may include a letter from the manufacturer verifying the Vendor's full line authorization.

1.3.20. New Equipment

All equipment, materials, parts and other components incorporated in the work or an item covered by this contract shall be new, of the latest model and of the most suitable grade for the purpose intended. Any and all work under this contract shall be performed in a skilled and workmanlike manner.

1.3.21. Non-Exclusive Contract

All equipment, materials, parts and other components incorporated in the work or an item covered by this contract shall be new, of the latest model and of the most suitable grade for the purpose intended. Any and all work under this contract shall be performed in a skilled and workmanlike manner.

1.3.22. Offshore Performance of Work Prohibited

Due to security and identity protection concerns, direct services under this contract shall be performed within the borders of the United States. Any services that are described in the specifications or scope of work that directly serve the State of Arizona or its clients and may involve access to secure or sensitive data or personal client data or development or modification of software for the State shall be performed within the borders of the United States. Unless specifically stated otherwise in the specifications, this definition does not apply to indirect or 'overhead' services, redundant back-up services or services that are incidental to the performance of the contract. This provision applies to work performed by subcontractors at all tiers.

1.3.23. Post Award Meetings

Upon award, any or all contractors should avail themselves to participating in post award meetings with state and political subdivision users and buyers.

Meetings may be held either as many as two (2) times in metropolitan ('metro') Phoenix during each contract year or once within metro Phoenix and once in another user city within the state each contract year.



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The meetings may include a pre-conference with state personnel to discuss mutual contractual responsibilities and other performance related items.

1.3.24. Price Increase (After One Year)

The State Procurement Office may review a fully documented request for a price increase only after the contract has been in effect for one (1) year. A price increase adjustment shall only be considered at the time of a contract extension and shall be a factor in the extension review process. The State Procurement Office shall determine whether the requested price increase or an alternate option is in the best interest of the state.

The price increase adjustment, if approved, will be effective upon the effective date of the contract extension.

1.3.25. Price Reductions

Price reductions may be submitted to the state for consideration at any time during the contract period. The contractor shall offer the state a price reduction on the contract product(s) concurrent with a published price reduction made to other customers. The state at its own discretion may accept a price reduction. The contractor shall request, in writing, a price reduction. The contractor shall request, in writing, a price reduction and provide the following:

1. A formal announcement from the manufacturer that the cost of the contract product has been reduced.
2. Documentation, i.e., published cost lists, from the manufacturer showing, to the satisfaction of the state, the actual cost reduction.
3. Documentation showing that the published cost reductions have been offered to other distributors.

1.3.26. Price Reductions (Temporary)

The Contractor may offer promotional or volume discounts at any time during the Contract such that the price is at or below the percent of list price within the Contract given that the price reduction is available to all Customers allowed to purchase under the Contract. Price reductions that are available only to certain Customers must be expressly allowed by the Procurement Officer to be valid under this Contract.

1.3.27. Product Discontinuance

The Contractor shall inform the State in writing of any discontinued products under the Contract.

1.3.28. Usage Reports

The contractor shall furnish the state a usage report delineating the acquisition activity governed by the contract. The format of the report shall be approved by the state and shall disclose the quantity and the dollar value of each contract item by individual purchasing unit.

The usage report shall be due at the end of each three month period of the contract term.

1.4. Costs and Payments

1.4.1. Order Acknowledgement

Contractor shall acknowledge receipt of all Orders. Contractor shall notify the Customer, in writing or electronically, within two (2) days of Order receipt. Customers may accept verbal Order acknowledgment when time and circumstances require.

1.4.2. Billing

All billing notices shall include delivery time, and contractual payment terms. Items are to be identified by the name, model number, contract number, line item number, and serial number if applicable. Any contract release order issued by the requesting agency shall refer to the contract number and line item number(s).



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1.4.3. Payments

Payments shall comply with the requirements of A.R.S. Titles 35 and 41, Net 30 days. Upon receipt and acceptance of goods or services, the Contractor shall submit a complete and accurate invoice for payment from the State within thirty (30) days.

1.4.4. Delivery

Prices shall be F.O.B. destination to the delivery location designated herein. Contractor shall retain title and control of all goods until they are delivered and the contract of coverage has been completed. All risk of transportation and all related charges shall be the responsibility of the contractor. All claims for visible or concealed damage shall be filed by the contractor. The state will notify the contractor promptly of any damaged goods and shall assist the contractor in arranging for inspection.

1.4.5. Secure Location Deliveries

The Contractor will be responsible for contacting the secure location (such as Arizona Department of Corrections) for security clearance, hours of operation, dress code, and other related rule when scheduling a delivery or service call. Lack of familiarity with the locations or policies will not relieve a contractor of their responsibilities in fulfillment of the delivery, installation, maintenance/service agreement, and contract requirements.

1.4.6. Applicable Taxes

- **Payment of Taxes**

The Contractor shall be responsible for paying all applicable taxes.

- **State and Local Transaction Privilege Taxes**

The State of Arizona is subject to all applicable state and local transaction privilege taxes. Transaction privilege taxes apply to the sale and are the responsibility of the seller to remit. Failure to collect such taxes from the buyer does not relieve the seller from its obligation to remit taxes.

- **Tax Indemnification**

Contractor and all subcontractors shall pay all Federal, state and local taxes applicable to its operation and any persons employed by the Contractor. Contractor shall, and require all subcontractors to hold the State harmless from any responsibility for taxes, damages and interest, if applicable, contributions required under Federal, and/or state and local laws and regulations and any other costs including transaction privilege taxes, unemployment compensation insurance, Social Security and Worker's Compensation.

- **IRS W9 Form**

In order to receive payment the Contractor shall have a current I.R.S. W9 Form on file with the State of Arizona, unless not required by law.

1.4.7. Availability of Funds for the Next State Fiscal Year

Funds may not presently be available for performance under this Contract beyond the current state fiscal year. No legal liability on the part of the State for any payment may arise under this Contract beyond the current state fiscal year until funds are made available for performance of this Contract.

1.4.8. Availability of Funds for the Current State Fiscal Year

Should the State Legislature enter back into session and reduce the appropriations or for any reason and these goods or services are not funded, the State may take any of the following actions:

1. Accept a decrease in price offered by the contractor;
2. Cancel the Contract
3. Cancel the contract and re-solicit the requirements.



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1.5. Contract Changes

1.5.1. Amendments

This Contract is issued under the authority of the Procurement Officer who signed this Contract. The Contract may be modified only through a Contract Amendment within the scope of the Contract. Changes to the Contract, including the addition of work or materials, the revision of payment terms, or the substitution of work or materials, directed by a person who is not specifically authorized by the procurement officer in writing or made unilaterally by the Contractor are violations of the Contract and of applicable law. Such changes, including unauthorized written Contract Amendments shall be void and without effect, and the Contractor shall not be entitled to any claim under this Contract based on those changes.

1.5.2. Subcontracts

The Contractor shall not enter into any Subcontract under this Contract for the performance of this contract without the advance written approval of the Procurement Officer. The Contractor shall clearly list any proposed subcontractors and the subcontractor's proposed responsibilities. The Subcontract shall incorporate by reference the terms and conditions of this Contract.

1.5.3. Assignment and Delegation

The Contractor shall not assign any right nor delegate any duty under this Contract without the prior written approval of the Procurement Officer. The State shall not unreasonably withhold approval.

1.6. Risk of Liability

1.6.1. Risk of Loss

The Contractor shall bear all loss of conforming material covered under this Contract until received by authorized personnel at the location designated in the purchase order or Contract. Mere receipt does not constitute final acceptance. The risk of loss for nonconforming materials shall remain with the Contractor regardless of receipt.

1.6.2. Indemnification

- **Contractor/Vendor Indemnification (Not Public Agency)**

The parties to this contract agree that the State of Arizona, its' departments, agencies, boards and commissions shall be indemnified and held harmless by the contractor for the vicarious liability of the State as a result of entering into this contract. However, the parties further agree that the State of Arizona, its' departments, agencies, boards and commissions shall be responsible for its' own negligence. Each party to this contract is responsible for its' own negligence.

- **Public Agency Language Only**

Each party (as 'indemnitor') agrees to indemnify, defend, and hold harmless the other party (as 'indemnitee') from and against any and all claims, losses, liability, costs, or expenses (including reasonable attorney's fees) (hereinafter collectively referred to as 'claims') arising out of bodily injury of any person (including death) or property damage but only to the extent that such claims which result in vicarious/derivative liability to the indemnitee, are caused by the act, omission, negligence, misconduct, or other fault of the indemnitor, its' officers, officials, agents, employees, or volunteers.'



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- **Indemnification – Patent and Copyright**

The Contractor shall indemnify and hold harmless the State against any liability, including costs and expenses, for infringement of any patent, trademark or copyright arising out of Contract performance or use by the State of materials furnished or work performed under this Contract. The State shall reasonably notify the Contractor of any claim for which it may be liable under this paragraph. If the contractor is insured pursuant to A.R.S. § 41-621 and § 35-154, this section shall not apply.

1.6.3. Force Majeure

1.6.4.1 Except for payment of sums due, neither party shall be liable to the other nor deemed in default under this Contract if and to the extent that such party's performance of this Contract is prevented by reason of force majeure. The term 'force majeure' means an occurrence that is beyond the control of the party affected and occurs without its fault or negligence. Without limiting the foregoing, force majeure includes acts of God; acts of the public enemy; war; riots; strikes; mobilization; labor disputes; civil disorders; fire; flood; lockouts; injunctions -intervention-acts; or failures or refusals to act by government authority; and other similar occurrences beyond the control of the party declaring force majeure which such party is unable to prevent by exercising reasonable diligence.

1.6.4.2 Force Majeure shall not include the following occurrences:

1.6.4.2.1 Late delivery of equipment or materials caused by congestion at a manufacturer's plant or elsewhere, or an oversold condition of the market;

1.6.4.2.2 Late performance by a subcontractor unless the delay arises out of a force majeure occurrence in accordance with this force majeure term and condition; or

1.6.4.2.3 Inability of either the Contractor or any subcontractor to acquire or maintain any required insurance, bonds, licenses or permits.

1.6.4.3 If either party is delayed at any time in the progress of the work by force majeure, the delayed party shall notify the other party in writing of such delay, as soon as is practicable and no later than the following working day, of the commencement thereof and shall specify the causes of such delay in such notice. Such notice shall be delivered or mailed certified-return receipt and shall make a specific reference to this article, thereby invoking its provisions. The delayed party shall cause such delay to cease as soon as practicable and shall notify the other party in writing when it has done so. The time of completion shall be extended by Contract Amendment for a period of time equal to the time that results or effects of such delay prevent the delayed party from performing in accordance with this Contract.

1.6.4.4 Any delay or failure in performance by either party hereto shall not constitute default hereunder or give rise to any claim for damages or loss of anticipated profits if, and to the extent that such delay or failure is caused by force majeure.

1.6.4. Third Party Antitrust Violations

The Contractor assigns to the State any claim for overcharges resulting from antitrust violations to the extent that those violations concern materials or services supplied by third parties to the Contractor, toward fulfillment of this Contract.

1.6.5. Insurance

Insurance Indemnification Clause

Contractor shall indemnify, defend, save and hold harmless the State of Arizona, its departments, agencies, boards, commissions, universities and its officers, officials, agents, and employees (hereinafter referred to as 'Indemnitee') from and against any and all claims, actions, liabilities, damages, losses, or expenses (including court costs, attorneys' fees, and costs of claim processing, investigation and litigation) (hereinafter referred to as 'Claims') for bodily injury or personal injury (including death), or loss or damage to tangible or intangible property caused, or alleged to be caused,



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in whole or in part, by the negligent or willful acts or omissions of Contractor or any of its owners, officers, directors, agents, employees or subcontractors. This indemnity includes any claim or amount arising out of or recovered under the Workers' Compensation Law or arising out of the failure of such contractor to conform to any federal, state or local law, statute, ordinance, rule, regulation or court decree. It is the specific intention of the parties that the Indemnitee shall, in all instances, except for Claims arising solely from the negligent or willful acts or omissions of the Indemnitee, be indemnified by Contractor from and against any and all claims. It is agreed that Contractor will be responsible for primary loss investigation, defense and judgment costs where this indemnification is applicable. In consideration of the award of this contract, the Contractor agrees to waive all rights of subrogation against the State of Arizona, its officers, officials, agents and employees for losses arising from the work performed by the Contractor for the State of Arizona. Insurance Requirements Contractor and subcontractors shall procure and maintain until all of their obligations have been discharged, including any warranty periods under this Contract, are satisfied, insurance against claims for injury to persons or damage to property which may arise from or in connection with the performance of the work hereunder by the Contractor, his agents, representatives, employees or subcontractors. The insurance requirements herein are minimum requirements for this Contract and in no way limit the indemnity covenants contained in this Contract. The State of Arizona in no way warrants that the minimum limits contained herein are sufficient to protect the Contractor from liabilities that might arise out of the performance of the work under this contract by the Contractor, its agents, representatives, employees or subcontractors, and Contractor is free to purchase additional insurance.

Minimum Commercial General Liability

Policy shall include bodily injury, property damage, personal injury and broad form contractual liability coverage.

General Aggregate \$2,000,000

Products - Completed Operations Aggregate \$1,000,000

Personal and Advertising Injury \$1,000,000

Blanket Contractual Liability - Written and Oral \$1,000,000

Fire Legal Liability \$ 50,000

Each Occurrence \$1,000,000

The policy shall be endorsed to include the following additional insured language: 'The State of Arizona, its departments, agencies, boards, commissions, universities and its officers, officials, agents, and employees shall be named as additional insureds with respect to liability arising out of the activities performed by or on behalf of the Contractor'. Policy shall contain a waiver of subrogation against the State of Arizona, its departments, agencies, boards, commissions, universities and its officers, officials, agents, and employees for losses arising from work performed by or on behalf of the Contractor.

Minimum Automobile Liability

Bodily Injury and Property Damage for any owned, hired, and/or non-owned vehicles used in the performance of this Contract.

Combined Single Limit (CSL) \$1,000,000

The policy shall be endorsed to include the following additional insured language: 'The State of Arizona, its departments, agencies, boards, commissions, universities and its officers, officials, agents, and employees shall be named as additional insureds with respect to liability arising out of the activities performed by or on behalf of the Contractor, involving automobiles owned, leased, hired or borrowed by the Contractor'.

Minimum Worker's Compensation and Employer's Liability

Workers' Compensation Statutory

Employers' Liability

Each Accident \$ 500,000

Disease - Each Employee \$ 500,000

Disease - Policy Limit \$1,000,000

Policy shall contain a waiver of subrogation against the State of Arizona, its departments, agencies, boards, commissions, universities and its officers, officials, agents, and employees for losses arising from work performed by or on behalf of the Contractor. This requirement shall not apply to: Separately, EACH contractor or subcontractor exempt under A.R.S. 23-901, AND when such contractor or subcontractor executes the appropriate waiver (Sole Proprietor/Independent Contractor) form.

Minimum Professional Liability (Errors and Omissions Liability)



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Each Claim \$1,000,000
Annual Aggregate \$2,000,000

In the event that the professional liability insurance required by this Contract is written on a claims-made basis, Contractor warrants that any retroactive date under the policy shall precede the effective date of this Contract; and that either continuous coverage will be maintained or an extended discovery period will be exercised for a period of two (2) years beginning at the time work under this Contract is completed. Policy shall contain a waiver of subrogation against the State of Arizona, its departments, agencies, boards, commissions, universities and its officers, officials, agents, and employees for losses arising from work performed by or on behalf of the Contractor. The policy shall cover professional misconduct or lack of ordinary skill for those positions defined in the Scope of Work of this contract.

Additional Insurance Requirements

The policies shall include, or be endorsed to include, the following provisions. The State of Arizona, its departments, agencies, boards, commissions, universities and its officers, officials, agents, and employees wherever additional insured status is required such additional insured shall be covered to the full limits of liability purchased by the Contractor, even if those limits of liability are in excess of those required by this Contract. The Contractor's insurance coverage shall be primary insurance with respect to all other available sources. Coverage provided by the Contractor shall not be limited to the liability assumed under the indemnification provisions of this Contract.

Notice of Cancellation

Each insurance policy required by the insurance provisions of this Contract shall provide the required coverage and shall not be suspended, voided, canceled, or reduced in coverage or in limits except after thirty (30) days prior written notice has been given to the State of Arizona. Such notice shall be sent directly to the Contract Administrator in the Enterprise Procurement Services Division of the State of Arizona Department of Administration and shall be sent by certified mail, return receipt requested.

Acceptability of Insurers

Insurance is to be placed with duly licensed or approved non-admitted insurers in the state of Arizona with an 'A.M. Best' rating of not less than A- VII. The State of Arizona in no way warrants that the above-required minimum insurer rating is sufficient to protect the Contractor from potential insurer insolvency.

Subcontractors

Contractors' certificate(s) shall include all subcontractors as insureds under its policies or Contractor shall furnish to the State of Arizona separate certificates and endorsements for each subcontractor. All coverages for subcontractors shall be subject to the minimum requirements identified above.

Approval

Any modification or variation from the insurance requirements in this Contract shall be made by the Department of Administration, Risk Management Section, whose decision shall be final. Such action will not require a formal Contract amendment, but may be made by administrative action.

Exceptions

In the event the Contractor or sub-contractor(s) is/are a public entity, then the Insurance Requirements shall not apply. Such public entity shall provide a Certificate of Self-Insurance. If the contractor or sub-contractor(s) is/are a State of Arizona agency, board, commission, or university, none of the above shall apply.

Verification of Coverage - Certificate of Insurance

Contractor shall furnish the State of Arizona with Certificate(s) of Insurance (ACORD form or equivalent approved by the State of Arizona) as required by this Contract. The certificates for each insurance policy are to be signed by a person authorized by that insurer to bind coverage on its behalf. All certificates and endorsements are to be received and approved by the State of Arizona before work commences. Each insurance policy required by this Contract must be in effect at or prior to commencement of work under this Contract and remain in effect for the duration of the project. Failure to maintain the insurance policies as required by this Contract, or to provide evidence of renewal, is a material breach of contract. All certificates required by this Contract shall be sent directly to the Contract Administrator in the Enterprise Procurement Services Division of the State of Arizona Department of Administration. The State of Arizona project/contract number and project description shall be noted on the certificate of insurance. The State of Arizona



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reserves the right to require complete, certified copies of all insurance policies required by this Contract at any time. DO NOT SEND CERTIFICATES OF INSURANCE TO THE STATE OF ARIZONA'S RISK MANAGEMENT SECTION

1.7. Warranties

1.7.1. Liens

The Contractor warrants that the materials supplied under this Contract are free of liens and shall remain free of liens.

1.7.2. Quality

Unless otherwise modified elsewhere in these terms and conditions, the Contractor warrants that, for one year after acceptance by the State of the materials, they shall be:

1. Of a quality to pass without objection in the trade under the Contract description;
2. Fit for the intended purposes for which the materials are used;
3. Within the variations permitted by the Contract and are of even kind, quantity, and quality within each unit and among all units;
4. Adequately contained, packaged and marked as the Contract may require; and
5. Conform to the written promises or affirmations of fact made by the Contractor.

1.7.3. Fitness

The Contractor warrants that any material supplied to the State shall fully conform to all requirements of the Contract and all representations of the Contractor, and shall be fit for all purposes and uses required by the Contract.

1.7.4. Inspection

The warranties set forth in subparagraphs 7.1 through 7.3 of this paragraph are not affected by inspection or testing of or payment for the materials by the State.

1.7.5. Year 2000

1.7.5.1 Notwithstanding any other warranty or disclaimer of warranty in this Contract, the Contractor warrants that all products delivered and all services rendered under this Contract shall comply in all respects to performance and delivery requirements of the specifications and shall not be adversely affected by any date-related data Year 2000 issues. This warranty shall survive the expiration or termination of this Contract. In addition, the defense of force majeure shall not apply to the Contractor's failure to perform specification requirements as a result of any date-related data Year 2000 issues.

1.7.5.2 Additionally, notwithstanding any other warranty or disclaimer of warranty in this Contract, the Contractor warrants that each hardware, software, and firmware product delivered under this Contract shall be able to accurately process date/time data (including but not limited to calculation, comparing, and sequencing) from, into, and between the twentieth and twenty-first centuries, and the years 1999 and 2000 and leap year calculations, to the extent that other information technology utilized by the State in combination with the information technology being acquired under this Contract properly exchanges date-time data with it. If this Contract requires that the information technology products being acquired perform as a system, or that the information technology products being acquired perform as a system in combination with other State information technology, then this warranty shall apply to the acquired products as a system. The remedies available to the State for breach of this warranty shall include, but shall not be limited to, repair and replacement of the information technology products delivered under this Contract. In addition, the defense of force majeure shall not apply to the failure of the Contractor to perform any specification requirements as a result of any date-related data Year 2000 issues.

1.7.6. Compliance with Applicable Laws

The materials and services supplied under this Contract shall comply with all applicable Federal, state and local laws, and the Contractor shall maintain all applicable license and permit requirements.



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1.7.7. Survival of Rights and Obligations after Contract Expiration or Termination

1.7.7.1 Contractor's Representations and Warranties. All representations and warranties made by the Contractor under this Contract shall survive the expiration or termination hereof. In addition, the parties hereto acknowledge that pursuant to A.R.S. § 12-510, except as provided in A.R.S. § 12-529, the State is not subject to or barred by any limitations of actions prescribed in A.R.S., Title 12, Chapter 5.

1.7.7.2 Purchase Orders. The Contractor shall, in accordance with all terms and conditions of the Contract, fully perform and shall be obligated to comply with all purchase orders received by the Contractor prior to the expiration or termination hereof, unless otherwise directed in writing by the Procurement Officer, including, without limitation, all purchase orders received prior to but not fully performed and satisfied at the expiration or termination of this Contract.

1.8. State's Contractual Remedies

1.8.1. Right to Assurance

If the State in good faith has reason to believe that the Contractor does not intend to, or is unable to perform or continue performing under this Contract, the Procurement Officer may demand in writing that the Contractor give a written assurance of intent to perform. Failure by the Contractor to provide written assurance within the number of Days specified in the demand may, at the State's option, be the basis for terminating the Contract under the Uniform Terms and Conditions or other rights and remedies available by law or provided by the contract.

1.8.2. Stop Work Order

1.8.2.1 The State may, at any time, by written order to the Contractor, require the Contractor to stop all or any part, of the work called for by this Contract for period(s) of days indicated by the State after the order is delivered to the Contractor. The order shall be specifically identified as a stop work order issued under this clause. Upon receipt of the order, the Contractor shall immediately comply with its terms and take all reasonable steps to minimize the incurrence of costs allocable to the work covered by the order during the period of work stoppage.

1.8.2.2 If a stop work order issued under this clause is canceled or the period of the order or any extension expires, the Contractor shall resume work. The Procurement Officer shall make an equitable adjustment in the delivery schedule or Contract price, or both, and the Contract shall be amended in writing accordingly.

1.8.3. Non-exclusive Remedies

The rights and the remedies of the State under this Contract are not exclusive.

1.8.4. Nonconforming Tender

Materials or services supplied under this Contract shall fully comply with the Contract. The delivery of materials or services or a portion of the materials or services that do not fully comply constitutes a breach of contract. On delivery of nonconforming materials or services, the State may terminate the Contract for default under applicable termination clauses in the Contract, exercise any of its rights and remedies under the Uniform Commercial Code, or pursue any other right or remedy available to it.

1.8.5. Right of Offset

The State shall be entitled to offset against any sums due the Contractor, any expenses or costs incurred by the State, or damages assessed by the State concerning the Contractor's non-conforming performance or failure to perform the Contract, including expenses, costs and damages described in the Uniform Terms and Conditions.



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1.9. Contract Termination

1.9.1. Cancellation for Conflict of Interest

Pursuant to A.R.S. § 38-511, the State may cancel this Contract within three (3) years after Contract execution without penalty or further obligation if any person significantly involved in initiating, negotiating, securing, drafting or creating the Contract on behalf of the State is or becomes at any time while the Contract or an extension of the Contract is in effect an employee of or a consultant to any other party to this Contract with respect to the subject matter of the Contract. The cancellation shall be effective when the Contractor receives written notice of the cancellation unless the notice specifies a later time. If the Contractor is a political subdivision of the State, it may also cancel this Contract as provided in A.R.S. § 38-511.

1.9.2. Gratuities

The State may, by written notice, terminate this Contract, in whole or in part, if the State determines that employment or a Gratuity was offered or made by the Contractor or a representative of the Contractor to any officer or employee of the State for the purpose of influencing the outcome of the procurement or securing the Contract, an amendment to the Contract, or favorable treatment concerning the Contract, including the making of any determination or decision about contract performance. The State, in addition to any other rights or remedies, shall be entitled to recover exemplary damages in the amount of three times the value of the Gratuity offered by the Contractor.

1.9.3. Suspension or Debarment

The State may, by written notice to the Contractor, immediately terminate this Contract if the State determines that the Contractor has been debarred, suspended or otherwise lawfully prohibited from participating in any public procurement activity, including but not limited to, being disapproved as a subcontractor of any public procurement unit or other governmental body. Submittal of an offer or execution of a contract shall attest that the contractor is not currently suspended or debarred. If the contractor becomes suspended or debarred, the contractor shall immediately notify the State.

1.9.4. Termination for Convenience

The State reserves the right to terminate the Contract, in whole or in part at any time, when in the best interests of the State without penalty or recourse. Upon receipt of the written notice, the Contractor shall stop all work, as directed in the notice, notify all subcontractors of the effective date of the termination and minimize all further costs to the State. In the event of termination under this paragraph, all documents, data and reports prepared by the Contractor under the Contract shall become the property of and be delivered to the State upon demand. The Contractor shall be entitled to receive just and equitable compensation for work in progress, work completed and materials accepted before the effective date of the termination. The cost principles and procedures provided in A.A.C. R2-7-701 shall apply.

1.9.5. Termination for Default

- 1.9.5.1 In addition to the rights reserved in the contract, the State may terminate the Contract in whole or in part due to the failure of the Contractor to comply with any term or condition of the Contract, to acquire and maintain all required insurance policies, bonds, licenses and permits, or to make satisfactory progress in performing the Contract. The Procurement Officer shall provide written notice of the termination and the reasons for it to the Contractor.
- 1.9.5.2 Upon termination under this paragraph, all goods, materials, documents, data and reports prepared by the Contractor under the Contract shall become the property of and be delivered to the State on demand.
- 1.9.5.3 The State may, upon termination of this Contract, procure, on terms and in the manner that it deems appropriate, materials or services to replace those under this Contract. The Contractor shall be liable to the State for any excess costs incurred by the State in procuring materials or services in substitution for those due from the Contractor.



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1.9.6. Continuation of Performance Through Termination

The Contractor shall continue to perform, in accordance with the requirements of the Contract, up to the date of termination, as directed in the termination notice.

1.10. Contract Claims

All contract claims or controversies under this Contract shall be resolved according to A.R.S. Title 41, Chapter 23, Article 9, and rules adopted thereunder.

1.11. Arbitration

The parties to this Contract agree to resolve all disputes arising out of or relating to this contract through arbitration, after exhausting applicable administrative review, to the extent required by A.R.S. § 12-1518, except as may be required by other applicable statutes (Title 41).



Scope of Work

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2. Scope of Work

The Contract for shall be for Products and Services and as defined herein.

2.1. Purpose

The State of Arizona, its agencies, boards and commissions (State) as well as participating members of the State Purchasing Cooperative (Cooperative), have an ongoing requirement for various Products and Services as described herein. The purpose of the Solicitation is to conduct a competitive process, in accordance with Arizona Revised Statutes to create a contract or contracts from which the State and its Cooperative members may acquire these Products and Services.

2.2. Objectives

The Objectives for this section are to provide for:

1. Value-Added-Reseller, distributor, as well as manufacturer-direct proposals
2. Audio and Video products and services based upon entire manufacturer product lines, rather than specifying product-specific, technology requirements
3. Flexible products and services that will evolve to include changing technologies and fully utilize next generation networks

2.2.1. Products and Services

The State desires to create a contract or contracts to replace Contract AD020018 Video and Audio Conferencing Products and expand the products and services beyond just conferencing. The State acknowledges that the Audio and Video industry and its suppliers is changing rapidly, and as such desires to establish manufacturer-based contracts rather than product-specific point-in-time technology requirements, allowing for flexibility to accommodate open-standards-based products and new technologies.

2.2.2. Management

The State intends to consider Value-Added-Reseller, distributor, as well as manufacturer-direct proposals and may award multiple manufacturer offerings to a successful Value-Added-Reseller and/or distributor. The State prefers to obtain vendors who represent multiple manufacturers as well as vendors who represent manufacturers that produce specialized products.

2.3. Scope of Products and Services

The Audio and Video Products and Services under this Contract include (1) the actual manufacturer's product or service and all labor, materials, transportation, equipment and other activities for, and reasonably incidental to the installation, integration, and implementation, including engineering analysis, design and configuration, of the manufacturer's product or service, (2) the software and/or hardware maintenance of the manufacturer's product or service, (3) ancillary services in conjunction with the implementation, or extension of a manufacturer's product. Offerors shall make available a complete family or line of business of a manufacturer's products at a "single percentage-of-MSRP." Offerors shall make available a similar "single percentage-of-MSRP" for hardware/software maintenance within a complete family or line of business of a manufacturer's products.

2.4. Specific items included:

The following Audio and Video products and services, previously defined and available under the following contracts, are specifically included in this procurement are:

- Products
 - Still photography cameras
 - Video cameras
 - Camera batteries
 - Digital video camera disk drives
 - Monitors (including televisions)
 - Projectors



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- Projector lamps
 - Cases
 - Mounting brackets/yokes
 - Software
 - OEM
 - Authoring
 - Editing Equipment
 - Light kits
 - AV Cabling
 - Mixers/Processors
 - AV Switchers
 - AV Controllers
 - Tripods
 - Tripod dollies
 - Microphones
 - Podiums
 - Screens (including Automated and Portable)
 - AV tables/Carts
 - Rack Mounts
 - Speakers
 - Switchers
 - Soundboards
 - PA Systems (including portable)
 - Media Players
 - Recorders (including media recording and publishing systems that capture, manage, and deliver web presentations)
 - Integrated Room Systems
 - Desktop Systems
 - Digital Video Servers
 - Decoders/receivers
 - Duplicators/CD Burners
 - Interactive Boards
 - Ancillary Power
 - Audio and Video Accessories
- Services
 - Design
 - Installation
 - Training
 - Maintenance

2.5. Items not included

The following items specifically are not included in this procurement:

- Rented or leased products
- Computers - unless the intended design of the computer is specifically for Audio and/or Video purposes
- Computer monitors
- Radio related Products and Services, including Public Safety Communication Equipment, 2-way radios, 900MHz Digital Microwave Radio Systems, and Digital Microwave Radio Equipment
- Wireless products and services (Cellular, Data, PDA'S, Pagers)
- Carrier Services, both regulated and unregulated



Manufacturer Product Lines

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3. Pricing

3.1. Products – Alphabetical Order

Manufacturer List	% Of List	% Off List
ACER	80	20
ADTECH	90	10
A.D.I.	80	20
ADS TECHNOLOGIES	80	20
ADVANCE CARTS	80	20
AITECH	80	20
AKG ACOUSTICS	80	20
ALTINEX	80	20
AMBICO	80	20
AMX	80	20
ANCHOR AUDIO	75	25
ANVIL CASES, INC.	80	20
APOLLO AUDIO VISUAL	75	25
ASPEN ELECTRONICS	75	25
ANTON BAUER	80	20
AUDIO-TECHNICA US INC	78	22
ATLAS SOUND	80	20
ALTEC LANSING	80	20
AUSTRALIAN MONITOR	75	25
AVERMEDIA INC.	85	15
AVOCENT CORP	80	20
BALT INC.	80	20
BARCO	80	20
BEI	80	20
BEYER DYNAMIC	65	35
BIAMP SYSTEMS	80	20
BLACK BOX CORPORATION	80	20
BLONDER-TONGUE LABORATORIES	85	15
BUSINESS MACHINE SECURITY	80	20
BENQ INC	90	10
BUHL OPTICAL COMPANY	83	17
BOGEN COMMUNICATIONS INC	75	25
BOSE CORPORATION	75	25
BOGEN PHOTO CORP	85	15
BRETFORD MANUFACTURING INC	70	30
BRILLIAN CORP	80	20
BTX TECHNOLOGIES	80	20
BUHL INDUSTRIES	75	25
BUSNELL	75	25
CALIFONE INTERNATIONAL, INC.	75	25



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Manufacturer List	% Of List	% Off List
CANON USA	80	20
CASIO INC	80	20
CANON BROADCAST USA	75	25
COMCABLES.COM	80	20
COMMUNICATIONS SPECIALTIES,INC	85	15
CRESTRON ELECTRONICS INC	80	20
CETACEA	70	30
CHANNEL PLUS	80	20
CHIEF MANUFACTURING	80	20
CHANNEL VISION	80	20
CLEARCOM	80	20
CLOVER	80	20
CLEARLIGHT	80	20
COOL-LUX	85	15
CANARE	80	20
COMPREHENSIVE VIDEO CORP	80	20
COVID, INC.	78	22
CROWN AUDIO	80	20
CASE LOGIC	80	20
CONFERENCE SYSTEMS INC.	80	20
CTX INTERNATIONAL INC.	80	20
CURBELL ELECTRONICS	80	20
CERWIN VEGA	85	15
DA-LITE SCREEN COMPANY, INC.	80	20
DBL DISTRIBUTING	82	18
DBX	80	20
DELTA DESIGNS	80	20
DOREMI LABS INC	80	20
DENON	79	21
DRAPER INC.	80	20
DUKANE CORPORATION	75	25
DAVIS & SANFORD	80	20
EIKI INTERNATIONAL	75	25
ELECTROGRAPH	85	15
ELMO	73	27
ELO TOUCH SYSTEMS	80	20
EMERSON	80	20
EPSON AMERICA, INC.	80	20
EMPIRE SCIENTIFIC CO	80	20
ESE	80	20
ELECTRO VOICE	80	20



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Manufacturer List	% Of List	% Off List
EYECOM	78	22
FIBER OPTIONS	75	25
FOCUS ENHANCEMENTS	85	15
FEC	78	22
FENDER MUSICAL INSTRUMENTS	85	15
FAST FORWARD VIDEO	80	20
FUJI	80	20
FUJITSU	75	25
FLEETWOOD FURNITURE CO.	80	20
FOR-A CORPORATION OF AMERICA	85	15
FOSGATE-AUDIONICS	80	20
FSR INC	80	20
FURMAN SOUND, INC.	80	20
GENTNER	85	15
GITZO	80	20
GO VIDEO	85	15
GITZO	80	20
GYRATION, INC.	85	15
HEWLETT PACKARD	80	20
HITACHI AMERICA LTD.	80	20
HAMILTON ELECTRONICS	80	20
HOTRONICS	80	20
HALL RESEARCH TECHNOLOGIES INC	80	20
HITACHI SOFTWARE ENG AMERICA	80	20
IEC	80	20
INTERLINK ELECTRONICS	85	15
INFOCUS SYSTEMS INC	85	15
INLINE	85	15
INGRAM MICRO	85	15
MATTHEWS STUDIO EQUIPMENT INC	85	15
INTELIX	85	15
JBL PROFESSIONAL	80	20
JELCO INC.	85	15
JVC	85	15
KEN-A-VISION MFG. CO. INC.	80	20
KODAK	75	25
KENWOOD	80	20
KONICA	80	20
KRAMER ELECTRONICS, USA	70	30
KNOX VIDEO PRODUCTS	80	20



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LECTROSONICS INC	80	20
LEIGHTRONIX, INC	80	20
LG COMMERCIAL	80	20
LG ELECTRONICS	80	20
LGE PROJECTORS	80	20
LINK ELECTRONICS	80	20
LENMAR	80	20
LOWELL MFG CO	80	20
LOREX	80	20
LOWEL-LIGHT MANUFACTURING	80	20
LAIRD TELEMEDIA	80	20
LUMENS INTEGRATION, INC	85	15
LUXOR CORPORATION	70	30
LIBERTY WIRE AND CABLE	90	10
MAGNAVOX	80	20
MARANTZ	79	21
MAXELL CORPORATION	80	20
MICROBOARDS TECHNOLOGY LLC	78	22
MAGIC BOX	80	20
MACE	80	20
MEDIATECH	85	15
MEYER SOUND	80	20
MIDDLE ATLANTIC PRODUCTS	80	20
MITSUBISHI ELECTRONICS	75	25
MILLER CAMERA SUPPORT	85	15
MINOLTA CORPORATION	80	20
MITSUBISHI	75	25
MACKIE DESIGNS, INC.	79	21
3M DISPLAY	82	18
MOTOROLA	80	20
MPC EDUCATIONAL SYSTEMS	78	22
MARSHALL FURNITURE INC.	85	15
MARSHALL INDUSTRIES	80	20
MARSHALL ELECTRONICS	80	20
MUSTEK	80	20
NADY SYSTEMS	79	21
NEC TECHNOLOGIES, INC.	80	20
NETMEDIA	80	20
NIKON INC	85	15
NOVA SOLUTIONS, INC.	80	20
NXG TECHNOLOGIES	80	20
OCONNOR ENGINEERING	85	15



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Manufacturer List	% Of List	% Off List
OLYMPUS CORPORATION	85	15
OMNIRAX	79	21
OMNIMOUNT SYSTEMS	80	20
OPTOMA	80	20
OKLAHOMA SOUND CORP	80	20
OTC WIRELESS	80	20
OWI	78	22
PANASONIC CONSUMER	82	18
PANASONIC	82	18
PASO SOUND	79	21
PROCON TECHNOLOGY	80	20
PICO	80	20
PDI COMMUNICATION SYSTEMS	80	20
PEAVEY	78	22
PEAVEY ELECTRONICS CORP.	78	22
PELCO	80	20
PENTEX	80	20
AMPLIVOX SOUND SYSTEMS	80	20
PEERLESS INDUSTRIES	75	25
PHONIC EAR	80	20
PHILIPS	78	22
PIONEER	78	22
PELICAN	80	20
PLUS VISION CORPORATION	78	22
POLYVISION	85	15
POLYCOM	80	20
PREMIER MOUNTS	85	15
PRO MOUNTS	80	20
NROMAX	85	15
K & H PRODUCTS LTD	80	20
PREMIER MOUNTS	80	20
PROXIMA	80	20
PROMAX TECHNOLOGY	80	20
PORTER CASE, INC.	80	20
PROCON TECHNOLOGY, USA	80	20
PENTAX CORPORATION	80	20
PYLE	80	20
QUASAR	80	20
QUICKSET TRIPODS	85	15
QUARTET	78	22
RCA	80	20
RADIO DESIGN LABS	80	20



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Manufacturer List	% Of List	% Off List
RGB SPECTRUM	80	20
SABINE	80	20
SAMSON TECHNOLOGIES CORP.	75	25
SANYO	80	20
SOUND ADVANCE SYSTEMS	80	20
SYNERGY BROADCAST SYSTEMS	85	15
SCAN DO	80	20
SOUNDCRAFT MIXERS	78	22
SOUND CRAFT SYSTEMS	80	20
SP CONTROLS	80	20
SOUND TECH	80	20
SENNHEISER ELECTRONIC CORP	80	20
STEWART FILMSCREEN	80	20
SHARP	79	21
SHURE INC.	70	30
SIGMA ELECTRONICS INC	80	20
SIMA PRODUCTS CORPORATION	80	20
SKB CASES	80	20
SLIK TRIPODS	80	20
SMITH SYSTEMS	80	20
SMITH VICTOR	78	22
SONY	82	18
SPECTRUM INDUSTRIES INC	79	21
SPEAKER CRAFT	80	20
STAMPEDE PRESENTATIONS PROD	85	15
SPECO TECHNOLOGIES	80	20
SAMSUNG	79	21
SIERRA VIDEO SYSTEMS	80	20
STANTRON/APW ENCLOSURES	85	15
STEADICAM	80	20
STEREN ELECTRONICS	80	20
SVS INC.	80	20
SYLVANIA	80	20
SYMETRIX, INC	78	22
TECH DATA	85	15
THOMSON CONSUMER ELECTRONICS	80	20
TECHNICAL NECESSITIES	80	20
TEAC/TASCAM	80	20
TECHNICS	80	20
TECH ELECTRONICS	80	20
TELEX COMMUNICATIONS INC	80	20



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TIFFEN CORPORATION	78	22
TEACH LOGIC INC.	80	20
TANNOY NORTH AMERICA, INC	85	15
TECHNOMAD	85	15
TOA ELECTRONICS	70	30
TONER EQUIPMENT CABLE, INC.	80	20
TOSHIBA AMERICA CONSUMER PROD	75	25
TOTE VISION	80	20
TURBO SOUND	80	20
THE SCREEN WORKS	80	20
T2 SUPPLY	80	20
ULTRAK, INC	75	25
VAN SAN CORPORATION	80	20
VIDEONICS	80	20
VELBON	80	20
VIDEO FURNITURE INTERNATIONAL	80	20
VIDEOTEK INC	80	20
VIEWSONIC	80	20
VIVITAR CORPORATION	80	20
VANGUARD	80	20
WHEELIT INC	80	20
WHIRLWIND MUSIC DISTRIBUTORS	80	20
H. WILSON COMPANY	75	25
WINSTED CORPORATION	80	20
WILLIAMS SOUND CORP	73	27
WESTINGHOUSE	80	20
WOLF VISION INC	80	20
XANTECH CORPORATION	80	20
XEROX	80	20
YAMAHA CORPORATION OF AMERICA	75	25
YOKOGAWA	80	20
ZIMY ELECTRONICS	80	20
IT FITZ	80	20
ZENITH	80	20



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3.2. Products – By Category

ARIZONA STATE CONTRACT BY PRODUCT CATEGORIES

DIGITAL PHOTOGRAPHY CAMERAS

Canon
Kodak
Nikon
Olympus
Sony
Fujifilm
Casio
Pentax
Konica/Minolta
Samsung
Vivitar
Mustek
Philips
Hamilton

DIGITAL VIDEO CAMERAS

Canon
Sony
JVC
Panasonic
Samsung
Mustek
Sanyo
Sharp
Hitachi
Hamilton

CAMERA BATTERIES

Canon
Kodak
Nikon
Olympus
Sony
Fujifilm
Casio
Pentax



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ARIZONA STATE CONTRACT BY PRODUCT CATEGORIES (Continued)

CAMERA BATTERIES (Continued)

Konica/Minolta Samsung
Vivitar
Mustek
Philips
JVC
Panasonic
Lenmar
Empire Scientific

DIGITAL VIDEO CAMERA DISK DRIVES

Canon
Sony
JVC
Panasonic
Samsung
Mustek
Toshiba
Hitachi
Aiptek
Sanyo



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ARIZONA STATE CONTRACT BY PRODUCT CATEGORIES (Continued)

MONITORS AND TELEVISIONS

RCA
Zenith
Philips
Magnavox
Samsung
Sharp N
JVC
Sylvania
Viewsonic
Panasonic
Dell
Acer
Clearview
Sanyo
LG
StarLogic
Aspen
NEC
NetTV
Proview
Gateway N
Toshiba
Fujitsu
Pelco
Xerox
CTX
Elo
Westinghouse
Protron
Zizio
Totevision
Sampo



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ARIZONA STATE CONTRACT BY PRODUCT CATEGORIES (Continued)

PROJECTORS

3M
Proxima
BenQ
Boxlight
Canon
Dukane
Eiki
Elmo
Epson
Hitachi
HP
InFocus
JVC
LG
Mitsubishi
NEC
Optoma
Panasonic
Plus
Sanyo
Sharp
Toshiba
Viewsonic

PROJECTOR LAMPS

Replacement lamps are available for all projectors listed above

DOCUMENT CAMERAS

Avermedia
Lumens
Elmo
Samsung
Kenavision
Canon
Dukane



Manufacturer Product Lines

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ARIZONA STATE CONTRACT BY PRODUCT CATEGORIES (Continued)

CASES

Anvil
Jelco
Porter
Zimy Electronics
PortaBrace
Pelican
ItFitz
Case Logic
Ambico
VanGuard

MOUNTING BRACKETS/YOKES

Business Machine Security
Chief
Peerless
Progressive Marketing
Promounts
Omni
Panavise

SOFTWARE

Hitachi
Polyvision
Panaboards
Bitlogic
RGB Spec
FSR
AMX
Creston

EDITING EQUIPMENT

JVC
Panasonic
Videonics
Sima
Ambico
Sony
TecNec



Manufacturer Product Lines

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ARIZONA STATE CONTRACT BY PRODUCT CATEGORIES (Continued)

LIGHT KITS

Smith Victor
Lowell
Buhl
NSI
Cool Lux

AV CABLING

BTX
Kramer
Comprehensive
Technec
ComCables
Covid
IEC
BlackBox
NXG
Cables Unlimited

MIXERS/PROCESSORS

Shure
Sennheiser
JBL
Crown
Panasonic
RDL
Sabine
Mackie
DBX
Samson
Creston
AMX



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ARIZONA STATE CONTRACT BY PRODUCT CATEGORIES (Continued)

AV SWITCHERS

Kramer
Covid
Creston
Panasonic
Sony
Hall Research

AV CONTROLLERS

Creston
SP Controls
Xtantec
TeqGear
AMX
Kramer
Channel Vision
Channel Plus
Open House
Leviton
Stereon
Microsmith
Speaker Craft
Pico Macon

TRIPODS

Bogen
Tiffen
Velbon
SLK
Sony
Quickset
Mathews
OConnor
Gitzo

TRIPOD DOLLIES

Bogen
Velbon
Quikset
Mathews
OConnor



Manufacturer Product Lines

Contract No.: EPS060125-13
Vendor: Troxell Communications

State of Arizona
Enterprise Procurement Services
100 N 15th Ave., Suite 104
Phoenix, AZ 85007

ARIZONA STATE CONTRACT BY PRODUCT CATEGORIES (Continued)

MICROPHONES

AKG
Anchor
AudioTechnica
AZden
Bogen
Crown
Nady
Samson
Shure
Sennheiser
Sony
Telex
TOA
Hamilton
MPC
Califone
Fender

PODIUMS

Amplivox
Anchor
Bogen
Soundcraft
Dalite
Paso
Oklahoma Sound
Van San
Marshall



Manufacturer Product Lines

Contract No.: EPS060125-13
Vendor: Troxell Communications

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ARIZONA STATE CONTRACT BY PRODUCT CATEGORIES (Continued)

SCREENS AUTOMATED AND PORTABLE

Apollo
Bretford
Dalite
Draper
Stewart Film

AV TABLES AND CARTS

Apollo
Bretford
Dalite
Chief
Luxor
Wilson
Winstead
Balt
Spectrum

RACK MOUNTS

Atlas
Samson
Delta Design
Mis Atlantic
Gator
Tec Nec
Winstead
SKB



Manufacturer Product Lines

Contract No.: EPS060125-13
Vendor: Troxell Communications

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ARIZONA STATE CONTRACT BY PRODUCT CATEGORIES (Continued)

SPEAKERS

Amplivox
Anchor
Atlas
Azden
Bogen
Califone
Fender
JBL
Mackie
Samson
Sony
Sound Advance
Telex
TOA
Yamaha
Bose
OW
Cetacia
Paso
Sound Tech
Tannoy
Community
Teach Logic
Cerwin Vega
Technomad
Sennheiser
Turbo Sound

ASSISTIVE LISTENING

Conference Systems
Telex
Williams Sound
Senneheiser
Phonic Ear



Manufacturer Product Lines

Contract No.: EPS060125-13
Vendor: Troxell Communications

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ARIZONA STATE CONTRACT BY PRODUCT CATEGORIES (Continued)

INTERACTIVE WHITEBOARDS

Hitachi Software
Poly Vision
Panaboards

WHITE BOARDS

Apollo
Bretford
Luxor
Polyvision

SECURITY CAMERAS

Panasonic
Sony
Pelco
Elmo
Canon
Lorex
Mace
Speco
Clover
NetMedia
Motorola
Bosch

SWITCHERS

Kramer
Blonder Tongue
Comprehensive
Tec Nec
Telex
Creston
AMX
Xantech
SPControls
FSR
Australian Monitor



Manufacturer Product Lines

Contract No.: EPS060125-13
Vendor: Troxell Communications

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ARIZONA STATE CONTRACT BY PRODUCT CATEGORIES (Continued)

SOUNDBOARDS

Mackie
Marantz
Marshall
Panasonic
Sony
TOA
Yamaha

PA SYSTEMS INCLUDING PORTABLE

Fender
Anchor
Califone
Amplivox
Atlas
Buhl
Samson
Williams Sound
JBL
TeachLogic
Bogen
Hamilton
Pyle Pro
Nady
Azden
Speco



Manufacturer Product Lines

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ARIZONA STATE CONTRACT BY PRODUCT CATEGORIES (Continued)

MEDIA PLAYERS

Califone
Amplivox
Buhl
Go Video
Pioneer
Samsung
Sony
Panasonic
Marantz
Denon
JVC
Australian Monitor
Yamaha
Teac
Tascam

RECORDERS

Califone
Amplivox
Buhi
Go Video
Pioneer
Samsung
Sony
Panasonic
Polyvision
Polycom
T2
Olympus
Sennheiser
Grass Valley
Kramer
Sierra Video
Focus Enhancements
Doremi Labs
Videonics
ProCon
Teac
Tascam



Manufacturer Product Lines

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ARIZONA STATE CONTRACT BY PRODUCT CATEGORIES (Continued)

DESKTOP SYSTEMS

Polycon
T2
Clear One

DIGITAL VIDEO SERVERS

Adtec
Focus Enhancements
Videonics
Blackbox
Sennheiser
Magic Box
Doremi Labs

DECODERS/RECEIVERS

BlonderTongue
Toner Cable
Communication Specialities
Shure
Kramer
Creston
AMX
VideoTek
SPControl
Xantech
Sigma Electronics
Symetrix
Tecch Electronics
Technical Necessities
ESE
Fiber Options
Fosgate Audionics
Hall Research
Intellix
Knox Video
Link Electronics
OTC Wireless



Manufacturer Product Lines

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ARIZONA STATE CONTRACT BY PRODUCT CATEGORIES (Continued)

DUPLICATORS/CD BURNERS

Microboards
ProCon
FEC

AUDIO AND VIDEO ACCESSORIES

Maxell
Comprehensive
Velbon
Miller
OConnor
Bogen
Comcables
Lowell
Omni Mounts
Portabrace
Sony
Shure Audio
Technica
Califone
Sennheiser
Furman
RDL
Smith Victor
AverMedja
ADS
Elmo
Lumens
Promax
Kramer
Focus Enhancements
Covid
Sony
JVC
Panasonic
Telex
MPC
Hamilton
ProCon
Blackbox
Symetrix
Kensington



Manufacturer Product Lines

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**TUTORIALS FOR BOTH CUSTOMERS AND MANUFACTURERS ARE AVAILABLE
ON THE TROXELL HOME PAGE AT: www.trox.com**

CLICK ON WEB TUTORIALS AND PROCEED AS DIRECTED.

Statement on Pricing

The pricing offered by Troxell Communications represents the minimum discounts allowed for any product and or manufacturer listed. Since the best pricing represents multiple percentage discounts the prices displayed on the web will frequently exceed the minimum price discount of this proposal by large amounts. Special prices and promotions will automatically become a part of this offer. Best available pricing will be clearly displayed on the web, including the discount available.

Dedicated website available

Troxell Communications, Inc. is providing the State of Arizona the use of a dedicated web site. The site lists all the manufacturers contained in this proposal, their products, list prices, and discounted prices.

Access is easy. Simply go to www.trox.com. Through the *login* function enter your email address, your existing Troxell Communications, Inc. customer number, and password (if you do not yet have a customer number and password use customer #: 9998 and password: troxell). From here, select the "Products/Purchasing" menu and search by product category, brand, or model number for any item on our bid proposal.

***Descriptive Product Materials are available via our website at
www.trox.com.***

***Also see the Spirit website attached PDF files for Press Releases and
our Integrated Classroom Solutions.***



Manufacturer Product Lines

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Troxell Communications Website Advantages

One of the advantages of working with Troxell Communications is access to our exclusive customer website. This is a secure, password protected, and customized website exclusively for the STATE OF ARIZONA that provides:

- **A comprehensive database of products with model numbers, pictures, specifications, and pricing maintained directly to our database by manufacturers.**
- Custom pricing for the STATE OF ARIZONA that shows manufacturer provided list prices, your established contract price, and the percent and total dollar savings on each item.
- On-line search capabilities with product descriptions, product images, and specifications on current products.
- Updated product information selected for the STATE OF ARIZONA contract including delisting of discontinued product and adding of new product with the same discount structure as the original bid.
- Administrative real time functions to research and track orders, access open order and purchase history reports, reprint invoices, and develop usage reports.
- The ability for all STATE OF ARIZONA users to access pricing information at their desktop and construct quotes for approval or budgeting purposes.
- Complete contact list for Troxell Communications staff for assistance.

Access is easy. Simply go to www.trox.com. Through the *login* function enter your email address, your existing Troxell Communications, Inc. customer number, and password (if you do not yet have a customer number and password use customer #: 9998 and password: troxell). From here, select the "Products/Purchasing" menu and search by product category, brand, or model number for any item on our bid proposal.

It's a convenient, efficient, and accurate way to check pricing and discounts available on our line. Our objective is to provide the most aggressive discounts available to STATE OF ARIZONA customers with visibility to all.



3.3. Services

Design	\$ 75.00	\$ 75.00
Installation *	\$ 75.00	\$ 75.00
Training **	\$ 75.00	\$ 75.00
Maintenance **	\$ 75.00	\$ 75.00

*** SEE INSTALLATION STATEMENT**

**** SEE TRAINING STATEMENT**

***** SEE WARRANTY STATEMENT**

INSTALLATION STATEMENT

TROXELL COMMUNICATIONS HAS BEEN INVOLVED WITH THE NUMEROUS AUDIO AND VIDEO INSTALLATIONS THROUGHOUT THE YEARS OF ITS EXISTENCE AS A CORPORATION WHICH INCLUDES:

VIDEO LCD PROJECTION SYSTEMS INCLUDING AUDIO AND VIDEO, DOCUMENT CAMERAS, RECORDING SYSTEMS. TV MOUNTS, TELEVISIONS AND VCR'S

COMPLETE MULTI MEDIA TRAINING ROOMS FULLY CONTROLLED BY WIRELESS CONTROLL SYSTEMS.

LARGE RETRACTABLE PROJECTION SYSTEMS AND AUDIO SYSTEMS CONTROLLED BY TOUCH PANEL CONTROLS.

CLOSED CIRCUIT SECURITY TV SYSTEMS ON HIGH SCHOOL CAMPUSES AS WELL AS STAND ALONE TV'S AND TV MOUNTS.

WE ARE PROUD OF OUR WORK AND THE MANUFACTURERS AND PRODUCTS WE PRESENT.

THE STATE AND ITS POLITICAL SUBDIVISIONS ARE WELCOME AT ANYTIME TO TOUR OUR CORPORATE FACILITIES HERE IN PHOENIX AND TO VISIT ANY OF OUR INSTALLATIONS.



Automated eProcurement System



TRAINING STATEMENT

ON SITE TRAINING CLASSES CAN BE MADE AVAILABLE AT ANY TIME OF MUTUAL AGREEMENT BY TROXELL COMMUNICATIONS AND THE END USERS. IN THE CASE OF INDIVIDUAL PIECES OF EQUIPMENT PURCHASED AS STAND ALONE EQUIPMENT A CHARGE WOULD NOT BE MADE. IF A FULL SYSTEM HAS BEEN PURCHASED WITH SEVERAL PIECES OF EQUIPMENT THEN A STANDARD FEE OF \$75 PER HOUR WILL BE INVOICED FOR TRAINING ON THE SYSTEM.

OFF SITE TRAINING CLASSES MAY BE HELD AT TROXELL COMMUNICATIONS AND OPERATIONAL CERTIFICATION TRAINING MAY BE HELD AT TROXELL COMMUNICATIONS AND/OR THE MANUFACTURERS LOCATION WITH THE SAME CONDITIONS AS STATED ABOVE FOR ON SITE TRAINING. TRAVEL COSTS MAY BE ADDED AT THE DISCRETION OF THE MANUFACTURERS WHEN TRAINING CLASSES ARE HELD AT MANUFACTURERS SITE OTHER THAN PHOENIX.

ALL TRAINING DOCUMENTS AND AIDS SHALL BE FURNISHED BY THE MANUFACTURER OR TROXELL COMMUNICATIONS.

FULL SUPPORT WILL BE AVAILABLE AT ALL TIMES THROUGHOUT THE LENGTH OF THE CONTRACT.

WARRANTY STATEMENT

ALL MANUFACTURERS AND PRODUCT RECOMMENDED ON THIS PROPOSAL ARE WARRANTIED FOR A MINIMUM OF ONE YEAR. EACH MANUFACTURER'S OTHER PRODUCTS ARE ALSO WARRANTIED FOR ONE YEAR.

IN THE CASE OF DUKANE PRODUCTS THE WARRANTY IS TWO TO FIVE YEARS.

IN THE CASE OF HITACHI AND MITSUBISHI PRESENTATION PRODUCTS THE WARRANTY IS THREE YEARS.

LOANERS ARE AVAILABLE WHEN DOWN TIME HAS BEEN DEEMED CRITICAL.

TROXELL COMMUNICATIONS HAS ALWAYS SUPPORTED ALL PRODUCTS THAT IT SELLS TO THE FULL EXTENT POSSIBLE THROUGH THE MANY YEARS THAT IT HAS BEEN ESTABLISHED.

AFTER THE FIRST YEAR OF FULL WARRANTY ALL PRODUCTS WILL BE SERVICED AT CURRENT SHOP PRICES ESTABLISHED FOR THE YEAR.



Key Contacts

Contract No.: EPS060125-13
Vendor: Troxell Communications

State of Arizona
Enterprise Procurement Services
100 N 15th Ave., Suite 104
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4. Key Contacts

Contractor shall provide an adequate staff of experienced personnel, capable of and devoted to the successful accomplishment of work to be performed under the Contract. Contractor shall assign specific individuals to key positions in support of the Contract. Once assigned to work under the Contract, Key Personnel shall not be removed or replaced without the prior written approval of the State. As requested by the State, Contractor shall remove and/or replace Key Personnel from performance under the Contract. Notices of changes to Key Personnel shall include; the name of Key Personnel; their relevant qualifications and experience; their specific responsibilities under the Contract; and all contact data including telephone number(s) and e-mail address.

4.1. Key Personnel (Contract Contact)

Name: Joan C. Allen

Telephone No.: 602-437-7140 Ext. 1001

E-Mail: joan.allen@trox.com

Mailing Address: 4830 S. 38th ST

City: Phoenix

State: AZ Zip: 85040

Contract Responsibility: Contract Specialist (Any Questions in Clarifying our Bid Response)

4.2. Key Personnel (Ordering – New Customers)

Name: Mary Casby

Telephone No.: 602-437-7140 Ext. 4104

E-Mail: mary.casby@trox.com

Mailing Address: 4830 S. 38th ST

City: Phoenix

State: AZ Zip: 85040

Contract Responsibility: Account Executive

4.3. Key Personnel (Billing – Current Customers)

Name: Susan Cuevas

Telephone No.: 602-437-7240 Ext. 1400

E-Mail: susan.cuevas@trox.com

Mailing Address: 4830 S. 38th ST

City: Phoenix

State: AZ Zip: 85040

Contract Responsibility: Accounting Department Head



Key Contacts

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4.4. Key Personnel (Customer Service)

Name: Bob Arment

Telephone No.: 602-437-7240 Ext. 1600

E-Mail: robert.ament@trox.com

Mailing Address: 4830 S. 38th ST

City: Phoenix

State: AZ Zip: 85040

Contract Responsibility: Customer Service Dept. Head

Key Personnel (Troxell Communications, Inc. Installation and Integration Department)

Name: Rick Weinholdt

Telephone No.: 602-437-7240 Ext. 2000

E-Mail: rick.weinholdt@trox.com

Mailing Address: 4830 S. 38th St

City: Phoenix

State: AZ Zip: 85040

Contract Responsibility: Installation and Design Manager



Subcontractors

Contract No.: EPS060125-13
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5. Subcontractors

Contractor shall not enter into any Subcontract for the performance of the Contract without the advance written approval of the State. If the Contractor adds a Subcontractor, the Contractor shall clearly list all proposed Subcontractors and the Subcontractors' proposed responsibilities under the Contract. All Subcontracts, current or subsequently added, shall incorporate by reference the terms and conditions of the Contract.

5.1. Subcontractor

Not Applicable (See Above Installation and Integration Department)

Descriptive Product Materials are available via our website at www.trox.com.

Also see the Spirit website attached PDF files for Press Releases and our Integrated Classroom Solutions.

State Contract EPS 060125-7

Manufacturers List	% off list price	Design	Installation	Training	Maintenance
3M Digital Wall Display	89%	\$120.00	\$70.00	\$95.00	\$95.00
Ace Backstage Co.	85%	\$120.00	\$70.00	\$95.00	\$95.00
AKG Acoustics Inc.	80%	\$120.00	\$70.00	\$95.00	\$95.00
Akira Displays	75%	\$120.00	\$70.00	\$95.00	\$95.00
Alpha Video	88%	\$120.00	\$70.00	\$95.00	\$95.00
Altinex Inc.	85%	\$120.00	\$70.00	\$95.00	\$95.00
American Time and Signal	88%	\$120.00	\$70.00	\$95.00	\$95.00
AMX	75%	\$120.00	\$70.00	\$95.00	\$95.00
Analog Way Inc.	88%	\$120.00	\$70.00	\$95.00	\$95.00
Anchor Audio Inc.	75%	\$120.00	\$70.00	\$95.00	\$95.00
Anthro Corporation	80%	\$120.00	\$70.00	\$95.00	\$95.00
Anton/Bauer Inc.	89%	\$120.00	\$70.00	\$95.00	\$95.00
Aphex Systems LTD	88%	\$120.00	\$70.00	\$95.00	\$95.00
APW	88%	\$120.00	\$70.00	\$95.00	\$95.00
ARRI Inc.	89%	\$120.00	\$70.00	\$95.00	\$95.00
Ashley Audio	80%	\$120.00	\$70.00	\$95.00	\$95.00
Atlas Sound	75%	\$120.00	\$70.00	\$95.00	\$95.00
Audio-Technica US Inc.	89%	\$120.00	\$70.00	\$95.00	\$95.00
Aurora Multimedia	85%	\$120.00	\$70.00	\$95.00	\$95.00
AutoPatch	83%	\$120.00	\$70.00	\$95.00	\$95.00
Autoscript	95%	\$120.00	\$70.00	\$95.00	\$95.00
Avitech International	89%	\$120.00	\$70.00	\$95.00	\$95.00
Avocent	83%	\$120.00	\$70.00	\$95.00	\$95.00
AVR System Integration	88%	\$120.00	\$70.00	\$95.00	\$95.00
Belden Wire & Cable Co.	75%	\$120.00	\$70.00	\$95.00	\$95.00
BeyerDynamic Inc.	85%	\$120.00	\$70.00	\$95.00	\$95.00
Blonder-Tongue Laboratories Inc.	79%	\$120.00	\$70.00	\$95.00	\$95.00
Bogen Communications	80%	\$120.00	\$70.00	\$95.00	\$95.00
Bogen Imaging	79%	\$120.00	\$70.00	\$95.00	\$95.00
Bosch	88%	\$120.00	\$70.00	\$95.00	\$95.00
Bose Corporation	75%	\$120.00	\$70.00	\$95.00	\$95.00
Bretford Manufacturing Inc.	75%	\$120.00	\$70.00	\$95.00	\$95.00
Broadcast Video Systems	95%	\$120.00	\$70.00	\$95.00	\$95.00
Canare Corporation of America	95%	\$120.00	\$70.00	\$95.00	\$95.00
Canon USA Inc. - Broadcast	80%	\$120.00	\$70.00	\$95.00	\$95.00
Canon USA Inc. - Consumer Video	80%	\$120.00	\$70.00	\$95.00	\$95.00
Canon USA Inc. - Video Division	80%	\$120.00	\$70.00	\$95.00	\$95.00
Canopus	89%	\$120.00	\$70.00	\$95.00	\$95.00
Cartoni	89%	\$120.00	\$70.00	\$95.00	\$95.00
Century Optics	95%	\$120.00	\$70.00	\$95.00	\$95.00
Chief Manufacturing	79%	\$120.00	\$70.00	\$95.00	\$95.00
Chimera Lighting	95%	\$120.00	\$70.00	\$95.00	\$95.00
Christie Digital	80%	\$120.00	\$70.00	\$95.00	\$95.00
Chyron Corp.	95%	\$120.00	\$70.00	\$95.00	\$95.00
Clarity Visual Systems	85%	\$120.00	\$70.00	\$95.00	\$95.00
Clear-Com Intercom Systems	89%	\$120.00	\$70.00	\$95.00	\$95.00
ClearOne Communications	79%	\$120.00	\$70.00	\$95.00	\$95.00
Communications Specialties Inc.	85%	\$120.00	\$70.00	\$95.00	\$95.00
Community Loudspeakers	75%	\$120.00	\$70.00	\$95.00	\$95.00
Contemporary Research	79%	\$120.00	\$70.00	\$95.00	\$95.00
Cool-Lux	89%	\$120.00	\$70.00	\$95.00	\$95.00

Covid	85%	\$120.00	\$70.00	\$95.00	\$95.00
Crest Audio	70%	\$120.00	\$70.00	\$95.00	\$95.00
Crestron Electronics Inc.	78%	\$120.00	\$70.00	\$95.00	\$95.00
Crown Audio	70%	\$120.00	\$70.00	\$95.00	\$95.00
Da-Lite Screen Company	75%	\$120.00	\$70.00	\$95.00	\$95.00
Denon Electronics	75%	\$120.00	\$70.00	\$95.00	\$95.00
DNF Controls	89%	\$120.00	\$70.00	\$95.00	\$95.00
Draper Inc.	75%	\$120.00	\$70.00	\$95.00	\$95.00
Dukane Corp.	88%	\$120.00	\$70.00	\$95.00	\$95.00
DVTel	89%	\$120.00	\$70.00	\$95.00	\$95.00
Eastern Acoustic Works (EAW)	80%	\$120.00	\$70.00	\$95.00	\$95.00
ECHOLab	89%	\$120.00	\$70.00	\$95.00	\$95.00
Eiki Projection & Display	65%	\$120.00	\$70.00	\$95.00	\$95.00
Electro-Voice	83%	\$120.00	\$70.00	\$95.00	\$95.00
ELMO Mfg. Corp.	85%	\$120.00	\$70.00	\$95.00	\$95.00
Endeleo	89%	\$120.00	\$70.00	\$95.00	\$95.00
Ensemble Designs	89%	\$120.00	\$70.00	\$95.00	\$95.00
Evertz	89%	\$120.00	\$70.00	\$95.00	\$95.00
Extron Electronics	75%	\$120.00	\$70.00	\$95.00	\$95.00
Faroudja Labs	89%	\$120.00	\$70.00	\$95.00	\$95.00
Fast Forward Video	89%	\$120.00	\$70.00	\$95.00	\$95.00
Fiber Options	85%	\$120.00	\$70.00	\$95.00	\$95.00
Focus Enhancements	89%	\$120.00	\$70.00	\$95.00	\$95.00
FOR-A-Corp of America Pro Line	88%	\$120.00	\$70.00	\$95.00	\$95.00
Forbes Industries	79%	\$120.00	\$70.00	\$95.00	\$95.00
Frezzi	89%	\$120.00	\$70.00	\$95.00	\$95.00
FSR Inc.	85%	\$120.00	\$70.00	\$95.00	\$95.00
Fujinon Inc. (Lenses)	89%	\$120.00	\$70.00	\$95.00	\$95.00
Furman Sound	89%	\$120.00	\$70.00	\$95.00	\$95.00
Gepco International, Inc.	85%	\$120.00	\$70.00	\$95.00	\$95.00
Global Streams	89%	\$120.00	\$70.00	\$95.00	\$95.00
Grass Valley	88%	\$120.00	\$70.00	\$95.00	\$95.00
Gruber Industries	85%	\$120.00	\$70.00	\$95.00	\$95.00
Hitachi Cameras	85%	\$120.00	\$70.00	\$95.00	\$95.00
IBDS	88%	\$120.00	\$70.00	\$95.00	\$95.00
IDX Technology	89%	\$120.00	\$70.00	\$95.00	\$95.00
JBL Professional	70%	\$120.00	\$70.00	\$95.00	\$95.00
Jelco Inc.	80%	\$120.00	\$70.00	\$95.00	\$95.00
Jupiter Systems	88%	\$120.00	\$70.00	\$95.00	\$95.00
JVC - Broadcast & Professional Video	89%	\$120.00	\$70.00	\$95.00	\$95.00
Key West Technology	89%	\$120.00	\$70.00	\$95.00	\$95.00
Kramer Electronics USA	79%	\$120.00	\$70.00	\$95.00	\$95.00
KSI Furniture	80%	\$120.00	\$70.00	\$95.00	\$95.00
Large Screen Displays	89%	\$120.00	\$70.00	\$95.00	\$95.00
Lectrosonics Inc.	89%	\$120.00	\$70.00	\$95.00	\$95.00
Leightronix Inc.	89%	\$120.00	\$70.00	\$95.00	\$95.00
Leitch	90%	\$120.00	\$70.00	\$95.00	\$95.00
LGE	79%	\$120.00	\$70.00	\$95.00	\$95.00
Lightspeed Technologies	89%	\$120.00	\$70.00	\$95.00	\$95.00
LINK Electronics	85%	\$120.00	\$70.00	\$95.00	\$95.00
Listen Technologies	82%	\$120.00	\$70.00	\$95.00	\$95.00
Littlite	85%	\$120.00	\$70.00	\$95.00	\$95.00
Lowell Mfg	88%	\$120.00	\$70.00	\$95.00	\$95.00
Mackie Designs Inc.	80%	\$120.00	\$70.00	\$95.00	\$95.00
MacroSystem US Inc.	89%	\$120.00	\$70.00	\$95.00	\$95.00

Magenta Research	89%	\$120.00	\$70.00	\$95.00	\$95.00
Marshall Electronics	89%	\$120.00	\$70.00	\$95.00	\$95.00
Marshall Furniture	75%	\$120.00	\$70.00	\$95.00	\$95.00
Media Vault	89%	\$120.00	\$70.00	\$95.00	\$95.00
Middle Atlantic Products	77%	\$120.00	\$70.00	\$95.00	\$95.00
Miller Camera Support	90%	\$120.00	\$70.00	\$95.00	\$95.00
Mitsubishi Products	90%	\$120.00	\$70.00	\$95.00	\$95.00
NextWindow	85%	\$120.00	\$70.00	\$95.00	\$95.00
O'Conner - Professional Camera Support Systems	90%	\$120.00	\$70.00	\$95.00	\$95.00
Optibase Inc.	89%	\$120.00	\$70.00	\$95.00	\$95.00
Panasonic Broadcast & Professional Video	88%	\$120.00	\$70.00	\$95.00	\$95.00
Panasonic Digital Communications & Security	88%	\$120.00	\$70.00	\$95.00	\$95.00
Panoramadv	89%	\$120.00	\$70.00	\$95.00	\$95.00
Peavey Electronics - Architectural Acoustics	88%	\$120.00	\$70.00	\$95.00	\$95.00
Peavey Electronics - Media Matrix	88%	\$120.00	\$70.00	\$95.00	\$95.00
Peerless Industries Inc.	75%	\$120.00	\$70.00	\$95.00	\$95.00
Pelican Products Inc.	75%	\$120.00	\$70.00	\$95.00	\$95.00
PESA Switching Systems Inc.	85%	\$120.00	\$70.00	\$95.00	\$95.00
Petroff	88%	\$120.00	\$70.00	\$95.00	\$95.00
Petrol	89%	\$120.00	\$70.00	\$95.00	\$95.00
Pioneer Electronics	89%	\$120.00	\$70.00	\$95.00	\$95.00
Pointmaker - Boeckler Instruments Inc.	80%	\$120.00	\$70.00	\$95.00	\$95.00
Polycom Inc.	75%	\$120.00	\$70.00	\$95.00	\$95.00
Polyvision	80%	\$120.00	\$70.00	\$95.00	\$95.00
Premier Mounts	88%	\$120.00	\$70.00	\$95.00	\$95.00
Primex Wireless	89%	\$120.00	\$70.00	\$95.00	\$95.00
Procon Technology	89%	\$120.00	\$70.00	\$95.00	\$95.00
QSC Audio Products Inc.	83%	\$120.00	\$70.00	\$95.00	\$95.00
QTV	89%	\$120.00	\$70.00	\$95.00	\$95.00
Quam	75%	\$120.00	\$70.00	\$95.00	\$95.00
Radio Design Labs	75%	\$120.00	\$70.00	\$95.00	\$95.00
Rane Corp.	80%	\$120.00	\$70.00	\$95.00	\$95.00
Renkus Heinz	89%	\$120.00	\$70.00	\$95.00	\$95.00
RGB Spectrum	88%	\$120.00	\$70.00	\$95.00	\$95.00
Rolls	85%	\$120.00	\$70.00	\$95.00	\$95.00
Rose Electronics	85%	\$120.00	\$70.00	\$95.00	\$95.00
Ross Video	89%	\$120.00	\$70.00	\$95.00	\$95.00
Sabine Musical Mfg Company Inc.	82%	\$120.00	\$70.00	\$95.00	\$95.00
Sachtler Corp of America	95%	\$120.00	\$70.00	\$95.00	\$95.00
Samsung	78%	\$120.00	\$70.00	\$95.00	\$95.00
Sennheiser Electronics Corp.	75%	\$120.00	\$70.00	\$95.00	\$95.00
Sharp Electronics Corp.	78%	\$120.00	\$70.00	\$95.00	\$95.00
Shure Incorporated	70%	\$120.00	\$70.00	\$95.00	\$95.00
Sigma Electronics Inc.	89%	\$120.00	\$70.00	\$95.00	\$95.00
SMART Technologies Inc.	85%	\$120.00	\$70.00	\$95.00	\$95.00
Sony Consumer/LCD & Plasma	82%	\$120.00	\$70.00	\$95.00	\$95.00
Sony Electronics Inc. Broadcast & Professional	82%	\$120.00	\$70.00	\$95.00	\$95.00
Soundcraft Mixers Inc.	89%	\$120.00	\$70.00	\$95.00	\$95.00
Soundtube	85%	\$120.00	\$70.00	\$95.00	\$95.00
SP Controls	85%	\$120.00	\$70.00	\$95.00	\$95.00

Spider Support Systems	89%	\$120.00	\$70.00	\$95.00	\$95.00
Stewart Filmscreen Corp.	89%	\$120.00	\$70.00	\$95.00	\$95.00
SurgeX	89%	\$120.00	\$70.00	\$95.00	\$95.00
Switronix	85%	\$120.00	\$70.00	\$95.00	\$95.00
Symetrix Inc.	89%	\$120.00	\$70.00	\$95.00	\$95.00
Tandberg	85%	\$120.00	\$70.00	\$95.00	\$95.00
Tannoy	88%	\$120.00	\$70.00	\$95.00	\$95.00
Tascam	84%	\$120.00	\$70.00	\$95.00	\$95.00
Tec Nec/Technical Necessities	85%	\$120.00	\$70.00	\$95.00	\$95.00
Tei Software	85%	\$120.00	\$70.00	\$95.00	\$95.00
Telemetry Inc.	90%	\$120.00	\$70.00	\$95.00	\$95.00
Telestream	89%	\$120.00	\$70.00	\$95.00	\$95.00
Telex Communications Inc.	80%	\$120.00	\$70.00	\$95.00	\$95.00
Three Sixty Systems (360 Systems)	89%	\$120.00	\$70.00	\$95.00	\$95.00
Tiffen Mfg Corp (Lenses)	89%	\$120.00	\$70.00	\$95.00	\$95.00
TOA Electronics Inc.	75%	\$120.00	\$70.00	\$95.00	\$95.00
Toshiba Video Wall Displays	82%	\$120.00	\$70.00	\$95.00	\$95.00
Total School	88%	\$120.00	\$70.00	\$95.00	\$95.00
Vaddio	82%	\$120.00	\$70.00	\$95.00	\$95.00
VanSan Corporation	83%	\$120.00	\$70.00	\$95.00	\$95.00
VFI	80%	\$120.00	\$70.00	\$95.00	\$95.00
Videotek Inc.	85%	\$120.00	\$70.00	\$95.00	\$95.00
Videssence	95%	\$120.00	\$70.00	\$95.00	\$95.00
Vinten	90%	\$120.00	\$70.00	\$95.00	\$95.00
Vista Systems	95%	\$120.00	\$70.00	\$95.00	\$95.00
Whirlwind	80%	\$120.00	\$70.00	\$95.00	\$95.00
Williams Sound	76%	\$120.00	\$70.00	\$95.00	\$95.00
Winsted Corp.	85%	\$120.00	\$70.00	\$95.00	\$95.00
Wohler	89%	\$120.00	\$70.00	\$95.00	\$95.00
WolfVision Inc.	85%	\$120.00	\$70.00	\$95.00	\$95.00

Introduction

Multimedia Telesys, Inc. is a comprehensive multimedia communications systems solutions provider. Our customer-designed SOA (Service Oriented Architecture) systems provide specialized full-motion video telecommunication solutions to law enforcement, correctional institutions, judicial services and medical service providers.

Within this specialized field, only Multimedia Telesys, Inc. can be a true one stop, full service vender. Our capabilities include:

- System design & consulting services
- Engineering & systems integration
- Hardware manufacturing
- Software development
- Installation / Training / Technical support
- Service & onsite support
- Finance & leasing options

Each MTI system or solution is comprised of individual components, thus in response to (RFP EPS060125) Multimedia Telesys, Inc. should be considered a "value added reseller" of the following products:

- ◆ Video cameras
- Lens
- ◆ Camera batteries
- ◆ Digital camera disk drives
- ◆ Monitors
- ◆ Projectors
- ◆ Projector lamps
- ◆ Cases
- ◆ Mounting brackets
- ◆ Software
 - OEM
 - Authoring
- ◆ Editing equipment
- ◆ Mixers/Processors
- ◆ AV switchers
- ◆ AV controllers
- ◆ Tripods
- ◆ Microphones
- ◆ Equipment enclosures
- ◆ Screens
- ◆ AV tables/carts
- ◆ Rack mounts
- ◆ Ancillary power
- ◆ Duplicators/CD Burners
- ◆ Interactive boards
- ◆ Decoders/receivers
- ◆ Encoders / Codecs
- ◆ Recorders
- ◆ Desktop systems
- ◆ Digital Video Servers
- ◆ A/V accessories
- ◆ Switchers
- ◆ Soundboards
- ◆ Media players
- ◆ Speakers

It is important to note, Multimedia Telesys, Inc. provides individual component level purchasing support for existing MTI systems and solutions only. Future component level support will be part of a warranty or extended warranty program.

Though our price list does include many "turn-key" systems and solutions, some of these systems are to be considered base packages. Thus each system or solution is in part a custom system.

Multimedia Telesys, Inc.

Products

Room Systems (such as conference or court rooms)

Room Systems are designed for courtroom and conference applications which communicate through audio/video from one point to another. Multiple parties can be viewed on monitor screens depending on which views you choose.

Manufacturer Part Number	Part Description	MSRP	Arizona State Discount	Arizona Discount \$	Arizona Price \$
CT.1V.SW.E	Court system single view a/b	\$8,350.00	12.00%	\$1,002.00	\$7,348.00
CT.1V.PTZ.E	Court system single view ptz sw	\$9,950.00	12.00%	\$1,194.00	\$8,756.00
CT.4V.E	Court system 4 view	\$18,569.87	12.00%	\$2,228.38	\$16,341.49
CT.5/1V.E	Court system 5 + 1	\$37,590.03	12.00%	\$4,510.80	\$33,079.23

Rollabout Terminals with Electronics

Rollabout Modules are designed for Video Arraignment and Video Visitation applications that allow inmates in detention centers, courtrooms and other remote locations to communicate through audio/video without having to transport them to court proceedings and visitation sessions. Designed mainly for corrections, detention, jail, high volume court service environments and telemedicine but can be used in other environments.

Manufacturer Part Number	Part Description	MSRP	Arizona State Discount	Arizona Discount \$	Arizona Price \$
RA.4RB.M.E	4 foot blue mic top	\$4,966.00	12.00%	\$595.92	\$4,370.08
RA.4RW.M.E	4 foot white mic top	\$5,166.00	12.00%	\$619.92	\$4,546.08
RA.4RW.HF.E	4 foot white hands free	\$5,257.00	12.00%	\$630.84	\$4,626.16
RA.4RB.M.E	4 foot black mic top	\$4,977.00	12.00%	\$597.24	\$4,379.76
RA.4RB.HF.E	4 foot black hands free	\$5,257.00	12.00%	\$630.84	\$4,626.16
RA.4RB.HF.E	4 foot black reflective	\$5,470.00	12.00%	\$656.40	\$4,813.60
RA.5RB.E	5 foot w/o draw	\$7,289.00	12.00%	\$874.68	\$6,414.32
RA.5RB.WD.E	5 foot w draw	\$8,199.00	12.00%	\$983.88	\$7,215.12
RA.5.4RB.E	5.4 foot Mobile Video Cabinet	\$4,179.00	12.00%	\$501.48	\$3,677.52
RA.6RB.E	6 foot non reflective	\$6,289.00	12.00%	\$754.68	\$5,534.32
RA.6RB.RH.E	6 foot reflective Vid Arraignm	\$7,682.00	12.00%	\$921.84	\$6,760.16

Roll-about Terminals no Electronics

Without Electronics-Roll-about Modules are designed for Video Arraignment and Video Visitation applications linking inmates in detention centers, courtrooms and other remote locations without having to transport them to court proceedings and visitation sessions. Designed exclusively for corrections, detention, jail, high volume court service environments and telemedicine.

Manufacturer Part Number	Part Description	MSRP	Arizona State Discount	Arizona Discount \$	Arizona Price \$
RA.4RB	4 foot black mic top	\$3,550.00	12.00%	\$ 426.00	\$ 3,124.00
RA.5RB	5 foot w/o draw	\$5,989.00	12.00%	\$ 718.68	\$ 5,270.32
RA.5RB.WD	5 foot w draw	\$6,584.00	12.00%	\$ 790.08	\$ 5,793.92
RA.5.4RB	5.4 foot Mobile Video Cabinet	\$3,107.00	12.00%	\$ 372.84	\$ 2,734.16
RA.6RB	6 foot non reflective	\$4,764.00	12.00%	\$ 571.68	\$ 4,192.32

Part number suffix

E = With full electronics

No E = No electronics

SL= Stainless steel
PT= Painted steel (color selection)

Video Visitation PC Control, Digital Switching with Recording

The PC Controllers function is to schedule and control Video Visitation visits between a visitor and an inmate within a facility. The Digital Switching Systems transmit and receive the audio/video data to and from a VVS visitor unit in a lobby to a VVS inmate cellblock unit.

Manufacturer Part Number	Part Description	MSRP	Arizona State Discount	Arizona Discount \$	Arizona Price \$
VVS.PC.64	PC Controller 64 w/ tch scrn	\$48,611.20	12.00%	\$ 5,833.34	\$ 42,777.86
VVS.PC.128	PC Controller 128 w/ tch scrn	\$51,370.40	12.00%	\$ 6,164.45	\$ 45,205.95
VVS.PC.256	PC Controller 256 w/ tch scrn	\$56,475.00	12.00%	\$ 6,777.00	\$ 49,698.00
VVS.PC.512	PC Controller 512 w/ tch scrn	\$58,475.00	12.00%	\$ 7,017.00	\$ 51,458.00
VVS.SW.64	A/V Switch 64 x 64, records 8	\$185,220.00	12.00%	\$ 22,226.40	\$ 162,993.60
VVS.SW.128	A/V Switch 128 x 128, records 16	\$316,560.13	12.00%	\$ 37,987.22	\$ 278,572.91
VVS.SW.256	A/V Switch 256 x 256, records 24	\$834,500.20	12.00%	\$100,140.02	\$ 734,360.18
VVS.SW.512	A/V Switch 512 x 512, records 32	\$1,690,379.20	12.00%	\$ 202,845.50	1,487,533.70

Video Visitation Wall Mount with Electronics

A Video Visitation Wall Mounted Unit is custom designed to fit any facility requirement. Video Visitation allows inmates to remain in their cellblock unit while visiting with visitors in a lobby or remote location through audio/video communications. A Wall Mounted Unit can be used on either the visitor or inmate side.

Manufacturer Part Number	Part Description	MSRP	Arizona State Discount	Arizona Discount \$	Arizona Price \$
WI.24.SL.E	Wall unit 24", handset, 15" monitor, SL	\$2,999.00	12.00%	\$ 359.88	\$ 2,639.12
WI.24.SL.HF.E	Wall unit 24", hands free, 15" monitor, SL	\$2,992.00	12.00%	\$ 359.04	\$ 2,632.96
WI.24.PT.E	Wall unit 24", handset, 15" monitor, PT	\$2,990.00	12.00%	\$ 358.80	\$ 2,631.20
WI.32.SL.E	Wall unit 32", handset, 15" monitor, SL	\$3,990.00	12.00%	\$ 478.80	\$ 3,511.20
WI.32.PT.E	Wall unit 32", handset, 15" monitor, PT	\$3,990.00	12.00%	\$ 478.80	\$ 3,511.20
WI.61.SL.E	Wall unit 61", handset, 15" crt monitor, SL	\$3,820.00	12.00%	\$ 458.40	\$ 3,361.60

Video Visitation Wall Mount no Electronics

Without Electronics-A Video Visitation Wall Mounted Unit is custom designed to fit any facility requirement. Video Visitation allows inmates to remain in their cellblock unit while visiting with visitors in a lobby or remote location through audio/video communications. A Wall Mounted Unit can be used on either the visitor or inmate side.

Manufacturer Part Number	Part Description	MSRP	Arizona State Discount	Arizona Discount \$	Arizona Price \$
WI.24.SL	Wall unit 24", SL	\$1,185.00	12.00%	\$ 142.20	\$ 1,042.80
WI.24.SL.HF	Wall unit 24", hands free, SL	\$1,320.00	12.00%	\$ 158.40	\$ 1,161.60
WI.24.PT	Wall unit 24", PT	\$1,050.00	12.00%	\$ 126.00	\$ 924.00
WI.32.SL	Wall unit 32", SL	\$2,399.00	12.00%	\$ 287.88	\$ 2,111.12
WI.32.PT	Wall unit 32", PT	\$1,970.00	12.00%	\$ 236.40	\$ 1,733.60
WI.61.SL	Wall unit 61", SL	\$2,320.00	12.00%	\$ 278.40	\$ 2,041.60

Part number suffix

E = With full electronics

No E = No electronics

SL= Stainless steel
PT= Painted steel (color selection)

Video Visitation Floor Mount with Electronics

A Video Visitation Floor Mounted Unit allows inmates to remain in their cellblock unit while visiting with visitors in a lobby or remote location through audio/video communications. This type of unit is customized to allow more visitor area than the typical visitation stations so multiple visitors can visit simultaneously but can be used on the inmate side. This unit is securely mounted to the ground and can be free-standing or ganged back to back to minimize space requirements.

Manufacturer Part Number	Part Description	MSRP	Arizona State Discount	Arizona Discount \$	Arizona Price \$
WK.24.SL.E	Pedestal/stool 24", handset, 15" mntr fcplte, SL	\$3,320.00	12.00%	\$ 398.40	\$ 2,921.60
WK.24.SL.HF.E	Pedestal/stool 24", hands free, 15" mntr fcplte, SL	\$3,499.00	12.00%	\$ 419.88	\$ 3,079.12
WK.24.PT.E	Pedestal/stool 24", handset, 15" mntr fcplte, PT	\$3,200.00	12.00%	\$ 384.00	\$ 2,816.00
WK.24a.SL.E	Pedestal/stool 24", handset, 17" mntr fcplte, SL	\$3,390.00	12.00%	\$ 406.80	\$ 2,983.20
WK.24a.SL.HF.E	Pedestal/stool 24", hands free, 17" mntr fcplte, SL	\$3,590.00	12.00%	\$ 430.80	\$ 3,159.20
WK.24a.PT.E	Pedestal/stool 24", handset, 17" mntr fcplte, PT	\$3,229.00	12.00%	\$ 387.48	\$ 2,841.52
WK.32.SL.E	Pedestal vvs 32", handset, 15" mntr fcplte, SL	\$4,349.00	12.00%	\$ 521.88	\$ 3,827.12
WK.32.PT.E	Pedestal vvs 32", handset, 15" mntr fcplte, PT	\$3,899.00	12.00%	\$ 467.88	\$ 3,431.12
WK.32a.SL.E	Pedestal vvs 32", handset, 17" mntr fcplte, SL	\$4,299.00	12.00%	\$ 515.88	\$ 3,783.12
WK.32a.PT.E	Pedestal vvs 32", handset, 17" mntr fcplte, PT	\$3,890.00	12.00%	\$ 466.80	\$ 3,423.20
WK.41.SL.E	Kiosk V unit 41", handset, 15" mntr fcplte, SL	\$6,850.00	12.00%	\$ 822.00	\$ 6,028.00
WK.41.PT.E	Kiosk V unit 41", handset, 15" mntr fcplte, PT	\$4,450.00	12.00%	\$ 534.00	\$ 3,916.00

Video Visitation Floor Mount no Electronics

Without Electronics- A Video Visitation Floor Mounted Unit allows inmates to remain in their cellblock unit while visiting with visitors in a lobby or remote location through audio/video communications. This type of unit is customized to allow more visitor area than the typical visitation stations so multiple visitors can visit simultaneously but can be used on the inmate side. This unit is securely mounted to the ground and can be free-standing or ganged back to back to minimize space requirements.

Manufacturer Part Number	Part Description	MSRP	Arizona State Discount	Arizona Discount \$	Arizona Price \$
WK.24.SL	Pedestal/stool, 24", SL	\$1,459.00	12.00%	\$ 175.08	\$ 1,283.92
WK.24.SL.HF	Pedestal/stool hands free 24", SL	\$1,652.00	12.00%	\$ 198.24	\$ 1,453.76
WK.24.PT	Pedestal/stool 24", PT	\$1,319.00	12.00%	\$ 158.28	\$ 1,160.72
WK.32.SL	Pedestal vvs 32", SL	\$2,390.00	12.00%	\$ 286.80	\$ 2,103.20
WK.32.PT	Pedestal vvs 32", PT	\$1,610.00	12.00%	\$ 193.20	\$ 1,416.80
WK.41.SL	Kiosk V unit 41", SL	\$5,208.00	12.00%	\$ 624.96	\$ 4,583.04
WK.41.PT	Kiosk V unit 41", PT	\$4,436.00	12.00%	\$ 532.32	\$ 3,903.68

Communicating Switching 1Gigabit ATM or Ethernet (bi-directional)

The Communicating Switching Systems convert signals into digital format that are transmitted and received to and from a remote location. The data is transmitted and received through a 1 GB, ATM or Ethernet connection. A VVS visitor lobby in one jail can visit an inmate through VVS in another jail with these Communicating Switching Systems.

Manufacturer Part Number	Part Description	MSRP	Arizona State Discount	Arizona Discount \$	Arizona Price \$
CS.1.ET	Network com DiS/W,tran port	\$2,987.50	12.00%	\$ 358.50	\$ 2,629.00
CS.1.ER	Network com DiS/W, rec port	\$2,987.50	12.00%	\$ 358.50	\$ 2,629.00
CS.4.1g.E	Network com DiS/W, 4 port	\$49,990.00	12.00%	\$ 5,998.80	\$ 43,991.20
CS.8.1g.E	Network com DiS/W, 8 port	\$77,555.00	12.00%	\$ 9,306.60	\$ 68,248.40
CS.12.1g.E	Network com DiS/W, 12 port	\$105,999.00	12.00%	\$ 12,719.88	\$ 93,279.12
CS.16.1g.E	Network com DiS/W, 16 port	\$119,500.00	12.00%	\$ 14,340.00	\$ 105,160.00
MTI.1sw.1g.E	Network com DiS/W, 1 port	\$895.00	12.00%	\$ 107.40	\$ 787.60
MTI.1tm.1g.E	Network com DiS/W, 1 port	\$985.00	12.00%	\$ 118.20	\$ 866.80
MTI.1hm.1g.E. P	Network com DiS/W, 1 port	\$1,195.00	12.00%	\$ 143.40	\$ 1,051.60
VW.10.1g.w	Network com DiS/W, 10 port	\$99,550.00	12.00%	\$ 11,946.00	\$ 87,604.00
VW.St.1t	Network com storage, 1 ter byte	\$99,550.00	12.00%	\$ 11,946.00	\$ 87,604.00

Part number suffix E = With full electronics No E = No electronics a= 17" monitor faceplate SL= Stainless steel PT= Painted steel (color selection)

Education and Monitoring System with Electronics

Education and Monitoring System (EMS) provides a method of covert auditing of detainee's behavior in sub jails, holding cells and day room locations to reduce attempted suicides. Officers do not have to leave the control room and check on detainees. The EMS delivers audio and video to secured terminals located in dayrooms and holding and detention cell areas. Multiple cells can watch the same educational or entertainment program while simultaneously being monitored. The camera and monitor are enclosed in a stainless steel encasement communicating to a control unit in the officers control room.

Manufacturer Part Number	Part Description	MSRP	Arizona State Discount	Arizona Discount \$	Arizona Price \$
EMS.18.SL.T.E	18"Education/Surveillance Unit, SL	\$2,580.00	12.00%	\$309.60	\$2,270.40
EMS.18.PT.T.E	18"Education/Surveillance Unit, PT	\$2,480.00	12.00%	\$297.60	\$2,182.40
EMS.22.SL.T.E	22"Education/Surveillance Unit, SL	\$2,950.00	12.00%	\$354.00	\$2,596.00
EMS.22.PT.T.E	22"Education/Surveillance Unit, PT	\$2,850.00	12.00%	\$342.00	\$2,508.00

Education and Monitoring Control Unit with Electronics

The EMS Control Unit receives audio/video feedback of the detainee's behavior and can simultaneously view what video is being played for the detainee. Recorders can be added to the system to provide a 24-hour covert documentary of the detainee's activities.

Manufacturer Part Number	Part Description	MSRP	Arizona State Discount	Arizona Discount \$	Arizona Price \$
EMS.CTR.4u	Education/Surveillance Ctrl Unit	\$9,900.00	12.00%	\$1,188.00	\$8,712.00
EMS.CTR.8u	Education/Surveillance Ctrl Unit	\$10,950.00	12.00%	\$1,314.00	\$9,636.00
EMS.CTR.12u	Education/Surveillance Ctrl Unit	\$12,250.00	12.00%	\$1,470.00	\$10,780.00
EMS.CTR.24u	Education/Surveillance Ctrl Unit	\$23,350.00	12.00%	\$2,802.00	\$20,548.00

Equipment Security "Steel Rack Products"

The equipment is secured storage products that are made out of durable steel. The Security Equipment Rack and Work Box Cabinet are designed to store equipment securely.

Manufacturer Part Number	Part Description	MSRP	Arizona State Discount	Arizona Discount \$	Arizona Price \$
ER.32.2drs	32" Equip Rack w/doors	\$2,600.00	12.00%	\$312.00	\$2,288.00
ER.48.2drs	48" Equip Rack w/doors	\$3,590.00	12.00%	\$430.80	\$3,159.20
ER.72.2drs	72" Equip Rack w/doors	\$5,490.00	12.00%	\$658.80	\$4,831.20
WB.45.2drs	45" Steel hardware work box cabinet	\$2,400.00	12.00%	\$288.00	\$2,112.00

Video Conferencing Terminals (bi-directional)

The Rollabout Video Conferencing Terminals and Dual Rollabout Video Conferencing Terminals allow multiple parties to communicate through audio and video. The audio and video is transmitted through either a codec or a switch within the same facility or a remote site. The camera and speaker allow the audio to transmit to the other party.

Manufacturer Part Number	Part Description	MSRP	Arizona State Discount	Arizona Discount \$	Arizona Price \$
VC.27".crt.E	27" Rollabt Vid Conf Terminal	\$5,299.00	12.00%	\$635.88	\$4,663.12
DVC.27".2crt.E	27" Dual Rollabt Vid Conf Terminals	\$6,899.00	12.00%	\$827.88	\$6,071.12
VC.32".crt.E	32" Rollabout Vid Conf Terminal	\$5,399.00	12.00%	\$647.88	\$4,751.12
DVC.32".2crt.E	32" Dual Rollabt Vid Conf Terminals	\$7,399.00	12.00%	\$887.88	\$6,511.12

Audio/Video Streaming & Recording

Audio/Video Streaming and Recording can be used in criminal justice fields to present public cases to various audiences. Encoding allows the media to be published to the internet or intranet. Recording allows for future reference or playback of the media, with compatibility to most media players. *(Stream communications, integration of streaming to other parties, or offsite archiving or delivery is not included)*

Manufacturer Part Number	Part Description	MSRP	Arizona State Discount	Arizona Discount	Arizona Price \$
AV.SR4	4 camera system (encoding, recording, control)	\$160,296.24	12.00%	\$ 19,235.55	\$ 141,060.69

Applicable Taxes

Services (hourly and annual, no materials) Plan; Tax Exempt Point of Sale, Tempe; 7.8%

Contracts (involving materials and labor); 65% Taxable, Tax Rate according to rates applicable to customer location

Annual Service Plan

Products manufactured by Multimedia Telesys Inc. are warranted directly from MTI for a period of one year from date of final

acceptance at no cost to the customer. MTI offers 2nd and 3rd year Service Agreements for its products after the one year warranty.

Costs for 2nd and 3rd year Service Agreements are based upon equipment supplied as follows:

2nd year: 10% of equipment purchased

3rd year: 12% of equipment purchased

*** NOTE: IFF stands for Industrial Funding Fee that is paid to GSA quarterly**