



| Vendor (OEM) | Category | Product Type | Minimum Commonwealth Percentage Discount from List | Minimum Academic Percentage Discount from List |
|--|--------------------------------------|--|--|--|
| 16X9 Inc. | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 5% | 5% |
| American Power Conversion | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 20% | 20% |
| ANALOG WAY | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 8% | 8% |
| Anton Bauer | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 10% | 10% |
| Apantac LLC | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 10% | 10% |
| Crestron | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 25% | 25% |
| C2G (Cables to Go) * | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 17% | 17% |
| C2G-Adaptor Products | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 10% | 10% |
| C2G-Power Products | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 10% | 10% |
| C2G-Retail Products | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 10% | 10% |
| Canon Broadcast | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 10% | 10% |
| Chief Manufacturing | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 20% | 20% |
| Contemporary Research | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 18% | 18% |
| CyberTouch | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 8% | 8% |
| ESE | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 10% | 10% |
| Extron Electronics, Inc. | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 25% | 25% |
| F&V Video Lighting | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 10% | 10% |
| Fujinon | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 17% | 17% |
| GENELEC | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 10% | 10% |
| G-Technology | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 5% | 5% |
| Hewlett-Packard | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 10% | 10% |
| LaCie Limited | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 5% | 5% |
| Litepanels (VITEC) | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 10% | 10% |
| Middle Atlantic Products, Inc. | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 0% | 0% |
| OmniMount | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 30% | 30% |
| Peerless Industries, Inc. | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 17% | 17% |
| Plura Broadcast | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 10% | 10% |
| Raxxess | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 15% | 15% |
| Rhozet | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 7% | 7% |
| Snell & Wilcox | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 10% | 10% |
| Sound-Craft Accessories | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 10% | 10% |
| Sound-Craft Base Models and Options Only | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 20% | 20% |
| Steadicam (aTiffen Company) | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 10% | 10% |
| Symetrix | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 18% | 18% |
| TecNec | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 10% | 10% |
| TecNec-Cable | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 17% | 17% |
| Tektronix Base Models and Options | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 9% | 9% |
| Tektronix Extended Warranty, Service Contracts | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 9% | 9% |
| Tektronix Parts and Accessories | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 2% | 2% |
| Telecast / Belden | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 8% | 8% |
| Winsted | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 7% | 7% |
| Yamaha Analog Console Accessories | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 10% | 10% |
| Yamaha Analog Consoles-Base Models | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 20% | 20% |
| Yamaha Compact Disc Players | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 20% | 20% |
| Yamaha Digital Audio Work Stations | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 0% | 0% |
| Yamaha Digital Consoles* | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 15% | 15% |
| * Except Yamaha DM2000 | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 0% | 0% |
| Yamaha DSP Processors | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 15% | 15% |
| Yamaha Headphones | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 25% | 25% |
| Yamaha Loudspeakers (BR Series) | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 25% | 25% |
| Yamaha Loudspeakers (BR Series) Accessories | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 20% | 20% |
| Yamaha Loudspeakers (Club Series) | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 25% | 25% |
| Yamaha Loudspeakers (Club Series) Accessories | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 20% | 20% |
| Yamaha Loudspeakers (Installation) | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 20% | 20% |
| Yamaha Loudspeakers (Installation) Accessories | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 20% | 20% |
| Yamaha Loudspeakers (Powered) | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 25% | 25% |
| Yamaha Loudspeakers (Powered) Accessories | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 20% | 20% |



| Vendor (OEM) | Category | Product Type | Minimum Commonwealth Percentage Discount from | Minimum Academic Percentage Discount from |
|---|---------------------------------------|---|---|---|
| | | | List | List |
| Yamaha Monitor Speakers (Powered) | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 20% | 20% |
| Yamaha Monitor Speakers (Powered) Accessories | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 20% | 20% |
| Yamaha Portable PA Systems | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 20% | 20% |
| Yamaha Portable Recorders | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 25% | 25% |
| Yamaha Power Amplifiers | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 20% | 20% |
| Yamaha Powered Mixer Accessories | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 10% | 10% |
| Yamaha Powered Mixers-Base Models | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 20% | 20% |
| Yamaha Signal Processor Cables | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 15% | 15% |
| Yamaha Signal Processor Interfaces | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 15% | 15% |
| Yamaha Signal Processors | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 15% | 15% |
| Zacuto | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 10% | 10% |
| Zeiss Lens | A/V Accessories-Integration Products | Hardware, software, maintenance, and support | 5% | 5% |
| Anchor Audio | A/V Audio-Mixers-Microphones-Speakers | Hardware, software, maintenance, and support | 15% | 15% |
| Audio Technica | A/V Audio-Mixers-Microphones-Speakers | Hardware, software, maintenance, and support | 25% | 25% |
| Audio Technica Pro 88W | A/V Audio-Mixers-Microphones-Speakers | Hardware, software, maintenance, and support | 15% | 15% |
| Audio Technica ProPoint | A/V Audio-Mixers-Microphones-Speakers | Hardware, software, maintenance, and support | 15% | 15% |
| Audio Technica Series 40 | A/V Audio-Mixers-Microphones-Speakers | Hardware, software, maintenance, and support | 15% | 15% |
| Audio Technica Shotgun Mics | A/V Audio-Mixers-Microphones-Speakers | Hardware, software, maintenance, and support | 15% | 15% |
| Audio Technica UniPoint | A/V Audio-Mixers-Microphones-Speakers | Hardware, software, maintenance, and support | 15% | 15% |
| Azden | A/V Audio-Mixers-Microphones-Speakers | Hardware, software, maintenance, and support | 20% | 20% |
| Crestron | A/V Audio-Mixers-Microphones-Speakers | Hardware, software, maintenance, and support | 25% | 25% |
| Clear-Com / HME Party Line and Analog / Digital Wireless Intercom | A/V Audio-Mixers-Microphones-Speakers | Hardware, software, maintenance, and support | 15% | 15% |
| Extron Electronics, Inc. | A/V Audio-Mixers-Microphones-Speakers | Hardware, software, maintenance, and support | 25% | 25% |
| GENELEC | A/V Audio-Mixers-Microphones-Speakers | Hardware, software, maintenance, and support | 15% | 15% |
| Lectrosonics | A/V Audio-Mixers-Microphones-Speakers | Hardware, software, maintenance, and support | 0% | 0% |
| Sennheiser Comsumer | A/V Audio-Mixers-Microphones-Speakers | Hardware, software, maintenance, and support | 25% | 25% |
| Sennheiser Professional | A/V Audio-Mixers-Microphones-Speakers | Hardware, software, maintenance, and support | 25% | 25% |
| Shure Wireless | A/V Audio-Mixers-Microphones-Speakers | Hardware, software, maintenance, and support | 25% | 25% |
| Sony Electronics, Inc. Professional Audio | A/V Audio-Mixers-Microphones-Speakers | Hardware, software, maintenance, and support | 20% | 20% |
| Symetrix | A/V Audio-Mixers-Microphones-Speakers | Hardware, software, maintenance, and support | 18% | 18% |
| Telex Communications, Inc | A/V Audio-Mixers-Microphones-Speakers | Hardware, software, maintenance, and support | 10% | 10% |
| Wohler | A/V Audio-Mixers-Microphones-Speakers | Hardware, software, maintenance, and support | 10% | 10% |
| Canon Camcorders | A/V Camcorders | Hardware, software, maintenance, and support | 5% | 8% |
| Canon EOS 35MM Cameras | A/V Camcorders | Hardware, software, maintenance, and support | 18% | 18% |
| Hitachi | A/V Camcorders | Hardware, software, maintenance, and support | 10% | 10% |
| JVC Professional | A/V Camcorders | Hardware, software, maintenance, and support | 0% | 0% |
| JVC has a Unilateral Pricing Policy for the Following Products: | | | | |
| Panasonic Professional Video | A/V Camcorders | Hardware, software, maintenance, and support | 10% | 10% |
| Sony Electronics, Inc. Professional Video Systems | A/V Camcorders | Hardware, software, maintenance, and support *Sony * XDCAM EX XL Program Products Sold at Program Prices | 10% * | 10% |
| Zeiss Lens | A/V Camcorders | Hardware, software, maintenance, and support | 5% | 5% |
| Gator | A/V Cases | Hardware, software, maintenance, and support | 25% | 25% |
| Marshall | A/V Cases | Hardware, software, maintenance, and support | 15% | 15% |
| Panasonic Professional Video | A/V Cases | Hardware, software, maintenance, and support | 10% | 10% |
| PortaBrace | A/V Cases | Hardware, software, maintenance, and support | 15% | 15% |
| Sony Electronics, Inc. Professional Video Systems | A/V Cases | Hardware, software, maintenance, and support *Sony * XDCAM EX XL Program Products Sold at Program Prices | 10% * | 10% |
| VITEC Formally Camera Dynamics (Petrol-OCon-Sacht-Vinten) | A/V Cases | Hardware, software, maintenance, and support | 15% | 15% |
| JVC Professional DVD/Blu-ray Combo Decks | A/V CD -DVD Recorders/Players | Hardware, software, maintenance, and support | 0% | 0% |
| Panasonic Professional Video | A/V CD -DVD Recorders/Players | Hardware, software, maintenance, and support | 10% | 10% |
| Rimage | A/V CD -DVD Recorders/Players | Hardware, software, maintenance, and support | 5% | 5% |
| Sony Electronics, Inc. Professional Audio | A/V CD -DVD Recorders/Players | Hardware, software, maintenance, and support | 20% | 20% |
| Anchor Audio | A/V Conferencing Systems | Hardware, software, maintenance, and support | 15% | 15% |
| Autoscript | A/V Conferencing Systems | Hardware, software, maintenance, and support | 15% | 15% |
| Azden | A/V Conferencing Systems | Hardware, software, maintenance, and support | 20% | 20% |



| Vendor (OEM) | Category | Product Type | Minimum Commonwealth Percentage Discount from List | Minimum Academic Percentage Discount from List |
|---|--------------------------|--|--|---|
| BEI (Bloch Enterprise, Inc.) Lecterns | A/V Conferencing Systems | Hardware, software, maintenance, and support | 20% | 20% |
| BEI (Bloch Enterprise, Inc.) Screens | A/V Conferencing Systems | Hardware, software, maintenance, and support | 15% | 15% |
| CueScript | A/V Conferencing Systems | Hardware, software, maintenance, and support | 15% | 15% |
| Da-Lite Screen Company | A/V Conferencing Systems | Hardware, software, maintenance, and support | 20% | 20% |
| Digital Rapids (Now Imagine Technologies) Turnkey Systems | A/V Conferencing Systems | Hardware, software, maintenance, and support | 12% | 12% |
| Draper Screen Company | A/V Conferencing Systems | Hardware, software, maintenance, and support | 20% | 20% |
| Draper Screen Company | A/V Conferencing Systems | Hardware, software, maintenance, and support | 20% | 20% |
| F&V Video Lighting | A/V Conferencing Systems | Hardware, software, maintenance, and support | 10% | 10% |
| JVC Professional DVD/Blu-ray Combo Decks | A/V Conferencing Systems | Hardware, software, maintenance, and support | 0% | 0% |
| <p><i>JVC has a Unilateral Pricing Policy for the Following Products: GYHM850C14 GYHM850CHU GYHM850F17 GYHM850F18 GYHM850F18E GYHM850F20 GYHM850U GYHM890CHU GYHM890C14 GYHM890F17 GYHM890F18 GYHM890F18E GYHM890F20 HZFM13U HZFM15U HZZS13U KAAS790G KAM790G KA551U GYHM890U KA790G RMHP790DU RMLP25U RMLP55U VFHP790G SRHD2500US FS-790PNACG FS-790PNARG FS-790PSACG FS-790PSARG FS-790SNGC FS-790SNGR FS-790TNCG FS-790TNRG AA-FP790G BR800 FS-CABHYB100 FS-CABHYB100S FS-CABHYB200 FS-CABHYB200S FS-CABHYB500 FS-CABHYB500S FS-CABHYB700 FS-CABHYB700S FS-CABTAC100 FS-CABTAC1000 FS-CABTAC200 FS-CABTAC2000 FS-CABTAC500 FS-L-REEL FS-S-REEL FSYS-CC HDX-FR2 HDX-2RCST HTS18X4.2BRM HTS18X42BERM KA-F790NG KA-F790SG KA-PW790AG KA-PW790VG KT20X5BKRS PWRPLS3-12NEUAG RM-FP790PNCG RM-FP790PNRG RM-FP790PSCG RM-FP790PSRG RM-FP790TNCG RM-FP790TNRG RMLP20G TH17X5BMD VC-P790RMG XA20X85BERM XT17X545BMD XT17X545BRMK1 XT20X47BRM These products are sold at UPP Prices. Contact your DVG Account Representative for more information.</i></p> | | | | |
| JVC Professional Pan & Tilt Camera Packages | A/V Conferencing Systems | Hardware, software, maintenance, and support | 10% | 10% |
| <p><i>JVC has a Unilateral Pricing Policy for the Following Products: GYHM850C14 GYHM850CHU GYHM850F17 GYHM850F18 GYHM850F18E GYHM850F20 GYHM850U GYHM890CHU GYHM890C14 GYHM890F17 GYHM890F18 GYHM890F18E GYHM890F20 HZFM13U HZFM15U HZZS13U KAAS790G KAM790G KA551U GYHM890U KA790G RMHP790DU RMLP25U RMLP55U VFHP790G SRHD2500US FS-790PNACG FS-790PNARG FS-790PSACG FS-790PSARG FS-790SNGC FS-790SNGR FS-790TNCG FS-790TNRG AA-FP790G BR800 FS-CABHYB100 FS-CABHYB100S FS-CABHYB200 FS-CABHYB200S FS-CABHYB500 FS-CABHYB500S FS-CABHYB700 FS-CABHYB700S FS-CABTAC100 FS-CABTAC1000 FS-CABTAC200 FS-CABTAC2000 FS-CABTAC500 FS-L-REEL FS-S-REEL FSYS-CC HDX-FR2 HDX-2RCST HTS18X4.2BRM HTS18X42BERM KA-F790NG KA-F790SG KA-PW790AG KA-PW790VG KT20X5BKRS PWRPLS3-12NEUAG RM-FP790PNCG RM-FP790PNRG RM-FP790PSCG RM-FP790PSRG RM-FP790TNCG RM-FP790TNRG RMLP20G TH17X5BMD VC-P790RMG XA20X85BERM XT17X545BMD XT17X545BRMK1 XT20X47BRM These products are sold at UPP Prices. Contact your DVG Account Representative for more information.</i></p> | | | | |
| JVC Professional Pan & Tilt Systems and Accessories | A/V Conferencing Systems | Hardware, software, maintenance, and support | 10% | 10% |
| <p><i>JVC has a Unilateral Pricing Policy for the Following Products: GYHM850C14 GYHM850CHU GYHM850F17 GYHM850F18 GYHM850F18E GYHM850F20 GYHM850U GYHM890CHU GYHM890C14 GYHM890F17 GYHM890F18 GYHM890F18E GYHM890F20 HZFM13U HZFM15U HZZS13U KAAS790G KAM790G KA551U GYHM890U KA790G RMHP790DU RMLP25U RMLP55U VFHP790G SRHD2500US FS-790PNACG FS-790PNARG FS-790PSACG FS-790PSARG FS-790SNGC FS-790SNGR FS-790TNCG FS-790TNRG AA-FP790G BR800 FS-CABHYB100 FS-CABHYB100S FS-CABHYB200 FS-CABHYB200S FS-CABHYB500 FS-CABHYB500S FS-CABHYB700 FS-CABHYB700S FS-CABTAC100 FS-CABTAC1000 FS-CABTAC200 FS-CABTAC2000 FS-CABTAC500 FS-L-REEL FS-S-REEL FSYS-CC HDX-FR2 HDX-2RCST HTS18X4.2BRM HTS18X42BERM KA-F790NG KA-F790SG KA-PW790AG KA-PW790VG KT20X5BKRS PWRPLS3-12NEUAG RM-FP790PNCG RM-FP790PNRG RM-FP790PSCG RM-FP790PSRG RM-FP790TNCG RM-FP790TNRG RMLP20G TH17X5BMD VC-P790RMG XA20X85BERM XT17X545BMD XT17X545BRMK1 XT20X47BRM These products are sold at UPP Prices. Contact your DVG Account Representative for more information.</i></p> | | | | |
| Lifesize | A/V Conferencing Systems | Hardware, software, maintenance, and support | 10% | 10% |
| Litepanels (VITEC) | A/V Conferencing Systems | Hardware, software, maintenance, and support | 12% | 12% |
| Panasonic Professional Video | A/V Conferencing Systems | Hardware, software, maintenance, and support | 5% or MAP* | 5% or MAP* <i>*whichever discounts favor VITA</i> |
| Panasonic Projectors | A/V Conferencing Systems | Hardware, software, maintenance, and support | 27% | 27% |
| RGB Spectrum | A/V Conferencing Systems | Hardware, software, maintenance, and support | 15% | 15% |
| Sennheiser Professional | A/V Conferencing Systems | Hardware, software, maintenance, and support | 25% | 25% |
| Sony Electronics, Inc. Professional Audio | A/V Conferencing Systems | Hardware, software, maintenance, and support | 20% | 20% |
| Sony Electronics, Inc. Professional LCD Monitors | A/V Conferencing Systems | Hardware, software, maintenance, and support | 15% | 15% |
| Sony Electronics, Inc. Projectors | A/V Conferencing Systems | Hardware, software, maintenance, and support | 27% | 27% |
| Sony Electronics, Inc. Public Displays | A/V Conferencing Systems | Hardware, software, maintenance, and support | 10% | 10% |
| Sony Electronics, Inc. Video Conferencing Cameras | A/V Conferencing Systems | Hardware, software, maintenance, and support | 5% | 5% |
| Sound-Craft Accessories | A/V Conferencing Systems | Hardware, software, maintenance, and support | 10% | 10% |
| Sound-Craft Base Models and Options Only | A/V Conferencing Systems | Hardware, software, maintenance, and support | 20% | 20% |
| Telemetrics | A/V Conferencing Systems | Hardware, software, maintenance, and support | 10% | 10% |
| Vaddio | A/V Conferencing Systems | Hardware, software, maintenance, and support | 19% | 19% |
| Vaddio Furniture | A/V Conferencing Systems | Hardware, software, maintenance, and support | 10% | 10% |
| ANALOG WAY | A/V- Distribution | Hardware, software, maintenance, and support | 8% | 8% |
| Crestron | A/V- Distribution | Hardware, software, maintenance, and support | 25% | 25% |
| Communications Specialties, Inc. | A/V- Distribution | Hardware, software, maintenance, and support | 12% | 12% |
| Contemporary Research | A/V- Distribution | Hardware, software, maintenance, and support | 18% | 18% |
| Ensemble Designs | A/V- Distribution | Hardware, software, maintenance, and support | 12% | 12% |
| ESE | A/V- Distribution | Hardware, software, maintenance, and support | 10% | 10% |
| Evertz | A/V- Distribution | Hardware, software, maintenance, and support | 12% | 12% |
| Extron Electronics, Inc. | A/V- Distribution | Hardware, software, maintenance, and support | 25% | 25% |
| GENELEC | A/V- Distribution | Hardware, software, maintenance, and support | 10% | 10% |
| Harris (Now Imagine Technologies) | A/V- Distribution | Hardware, software, maintenance, and support | 17% | 17% |
| Kramer Electronics US | A/V- Distribution | Hardware, software, maintenance, and support | 17% | 17% |
| Ross Video | A/V- Distribution | Hardware, software, maintenance, and support | 10% | 10% |



| Vendor (OEM) | Category | Product Type | Minimum Commonwealth Percentage | Minimum Academic Percentage |
|--|---------------------------------------|--|---------------------------------|-----------------------------|
| | | | Discount from List | Discount from List |
| Symetrix | A/V- Distribution | Hardware, software, maintenance, and support | 18% | 18% |
| C2G (Cables to Go) * | A/V- Distribution | Hardware, software, maintenance, and support | 17% | 17% |
| C2G-Adaptor Products | A/V- Distribution | Hardware, software, maintenance, and support | 10% | 10% |
| C2G-Power Products | A/V- Distribution | Hardware, software, maintenance, and support | 10% | 10% |
| C2G-Retail Products | A/V- Distribution | Hardware, software, maintenance, and support | 10% | 10% |
| TecNec-Cable | A/V- Distribution | Hardware, software, maintenance, and support | 17% | 17% |
| Adobe Premiere Pro | A/V Editing- Video and Audio | Hardware, software, maintenance, and support | 10% | 10% |
| AJA | A/V Editing- Video and Audio | Hardware, software, maintenance, and support | 10% | 10% |
| Avid Technologies | A/V Editing- Video and Audio | Hardware, software, maintenance, and support | 10% | 20% |
| Black Magic Design | A/V Editing- Video and Audio | Hardware, software, maintenance, and support | 5% | 5% |
| CatDv | A/V Editing- Video and Audio | Hardware, software, maintenance, and support | 3% | 3% |
| Facilis Technology Inc. Base Models Only | A/V Editing- Video and Audio | Hardware, software, maintenance, and support | 15% | 15% |
| Facilis Technology Inc. Options / Accessories / Upgrades | A/V Editing- Video and Audio | Hardware, software, maintenance, and support | 5% | 5% |
| Grass Valley / Belden | A/V Editing- Video and Audio | Hardware, software, maintenance, and support | 12% | 12% |
| Hewlett-Packard | A/V Editing- Video and Audio | Hardware, software, maintenance, and support | 10% | 10% |
| Newtek | A/V Editing- Video and Audio | Hardware, software, maintenance, and support | 0% | EDU |
| GENELEC | A/V Editing- Video and Audio /Storage | Hardware, software, maintenance, and support | 15% | 15% |
| G-Technology | A/V Editing- Video and Audio /Storage | Hardware, software, maintenance, and support | 5% | 5% |
| LaCie Limited | A/V Editing- Video and Audio /Storage | Hardware, software, maintenance, and support | 5% | 5% |
| Lifesize | A/V Furniture | Hardware, software, maintenance, and support | 10% | 10% |
| Raxxess | A/V Furniture | Hardware, software, maintenance, and support | 15% | 15% |
| Vaddio Furniture | A/V Furniture | Hardware, software, maintenance, and support | 10% | 10% |
| Winsted | A/V Furniture | Hardware, software, maintenance, and support | 7% | 7% |
| Chief Manufacturing | A/V LCD-Plasma Monitors-Large | Hardware, software, maintenance, and support | 20% | 20% |
| CyberTouch | A/V LCD-Plasma Monitors-Large | Hardware, software, maintenance, and support | 8% | 8% |
| JVC Professional Flat Panel DTV Monitors | A/V LCD-Plasma Monitors-Large | Hardware, software, maintenance, and support | 10% | 10% |
| <i>JVC has a Unilateral Pricing Policy for the Following Products: GYHM850C14 GYHM850CHU GYHM850F17 GYHM850F18 GYHM850F18E GYHM850F20 GYHM850U GYHM890CHU GYHM890C14 GYHM890F17 GYHM890F18 GYHM890F18E GYHM890F20 HZFM13U HZFM15U HZZS13U KAAS790G KAM790G KA551U GYHM890U KA790G RMHP790DU RMLP25U RMLP55U VFHP790G SRHD2500US FS-790PNACG FS-790PNARG FS-790PSACG FS-790PSARG FS-790SNGC FS-790SNRG FS-790TNCG FS-790TNRG AA-FP790G BR800 FS-CABHYB100 FS-CABHYB100S FS-CABHYB200 FS-CABHYB200S FS-CABHYB500 FS-CABHYB500S FS-CABHYB700 FS-CABHYB700S FS-CABHYB700S FS-CABTAC100 FS-CABTAC1000 FS-CABTAC200 FS-CABTAC2000 FS-CABTAC500 FS-L-REEL FS-S-REEL FSYS-CC HDX-FR2 HDX-2RCST HTS18X4.2BRM HTS18X42BERM KA-F790NG KA-F790SG KA-PW790AG KA-PW790VG KT20X5BKRS PWRPLS3-12NEUAG RM-FP790PNCG RM-FP790PNRG RM-FP790PSCG RM-FP790PSRG RM-FP790TNCG RM-FP790TNRG RMLP20G TH17X5BMD VC-P790RMG XA20SX85BERM XT17SX45BMD XT17SX45BRMK1 XT20SX47BRM These products are sold at UPP Prices. Contact your DVG Account Representative for more information.</i> | | | | |
| JVC Professional General Purpose Flat Panel Monitors | A/V LCD-Plasma Monitors-Large | Hardware, software, maintenance, and support | 10% | 10% |
| <i>JVC has a Unilateral Pricing Policy for the Following Products: GYHM850C14 GYHM850CHU GYHM850F17 GYHM850F18 GYHM850F18E GYHM850F20 GYHM850U GYHM890CHU GYHM890C14 GYHM890F17 GYHM890F18 GYHM890F18E GYHM890F20 HZFM13U HZFM15U HZZS13U KAAS790G KAM790G KA551U GYHM890U KA790G RMHP790DU RMLP25U RMLP55U VFHP790G SRHD2500US FS-790PNACG FS-790PNARG FS-790PSACG FS-790PSARG FS-790SNGC FS-790SNRG FS-790TNCG FS-790TNRG AA-FP790G BR800 FS-CABHYB100 FS-CABHYB100S FS-CABHYB200 FS-CABHYB200S FS-CABHYB500 FS-CABHYB500S FS-CABHYB700 FS-CABHYB700S FS-CABHYB700S FS-CABTAC100 FS-CABTAC1000 FS-CABTAC200 FS-CABTAC2000 FS-CABTAC500 FS-L-REEL FS-S-REEL FSYS-CC HDX-FR2 HDX-2RCST HTS18X4.2BRM HTS18X42BERM KA-F790NG KA-F790SG KA-PW790AG KA-PW790VG KT20X5BKRS PWRPLS3-12NEUAG RM-FP790PNCG RM-FP790PNRG RM-FP790PSCG RM-FP790PSRG RM-FP790TNCG RM-FP790TNRG RMLP20G TH17X5BMD VC-P790RMG XA20SX85BERM XT17SX45BMD XT17SX45BRMK1 XT20SX47BRM These products are sold at UPP Prices. Contact your DVG Account Representative for more information.</i> | | | | |
| LG USA (Commercial) | A/V LCD-Plasma Monitors-Large | Hardware, software, maintenance, and support | 37% | 37% |
| Lifesize | A/V LCD-Plasma Monitors-Large | Hardware, software, maintenance, and support | 10% | 10% |
| NEC -ProfessionalMonitorsover30" | A/V LCD-Plasma Monitors-Large | Hardware, software, maintenance, and support | 6% | 6% |
| Panasonic Professional Displays | A/V LCD-Plasma Monitors-Large | Hardware, software, maintenance, and support | 5% or MAP* | 5% or MAP* |
| Samsung -Professional Monitors/TV's over 30" | A/V LCD-Plasma Monitors-Large | Hardware, software, maintenance, and support | 15% | 15% |
| Sharp -Professional Monitors over 30" | A/V LCD-Plasma Monitors-Large | Hardware, software, maintenance, and support | 18% | 18% |
| Sony Electronics, Inc. Professional LCD Monitors | A/V LCD-Plasma Monitors-Large | Hardware, software, maintenance, and support | 15% | 15% |
| Sony Electronics, Inc. Public Displays | A/V LCD-Plasma Monitors-Large | Hardware, software, maintenance, and support | 10% | 10% |
| Panasonic Digital Signage | A/V LCD-Plasma Monitors-Large Outdoor | Hardware, software, maintenance, and support | 5% | 5% |
| BEI (Bloch Enterprise, Inc.) Screens | A/V Projection Screens | Hardware, software, maintenance, and support | 15% | 15% |
| Da-Lite Screen Company | A/V Projection Screens | Hardware, software, maintenance, and support | 20% | 20% |
| Stewart Screens | A/V Projection Screens | Hardware, software, maintenance, and support | 17% | 17% |
| Canon Projectors LV | A/V Projectors | Hardware, software, maintenance, and support | 10% | 13% |
| Canon Projectors-Realis | A/V Projectors | Hardware, software, maintenance, and support | 18% | 18% |
| Christie (Base Models Only) | A/V Projectors | Hardware, software, maintenance, and support | 25% | 25% |
| Christie (Base Models Only) | A/V Projectors | Hardware, software, maintenance, and support | 25% | 25% |
| Digital Projection | A/V Projectors | Hardware, software, maintenance, and support | 15% | 15% |
| Lifesize | A/V Projectors | Hardware, software, maintenance, and support | 10% | 10% |



| Vendor (OEM) | Category | Product Type | Minimum Commonwealth Percentage Discount from | Minimum Academic Percentage Discount from |
|---|--|--|---|---|
| | | | List | List |
| NEC -Projectors(Non-portable) | A/V Projectors | Hardware, software, maintenance, and support | 23% | 23% |
| NEC -Projectors(Portable) | A/V Projectors | Hardware, software, maintenance, and support | 8% | 8% |
| Panasonic Projectors | A/V Projectors | Hardware, software, maintenance, and support | 27% | 27% |
| Sony Electronics, Inc. Projectors | A/V Projectors | Hardware, software, maintenance, and support | 27% | 27% |
| AJA | A/V Signal Processing | Hardware, software, maintenance, and support | 10% | 10% |
| ANALOG WAY | A/V Signal Processing | Hardware, software, maintenance, and support | 8% | 8% |
| Avitech International Corporation | A/V Signal Processing | Hardware, software, maintenance, and support | 12% | 12% |
| AXON | A/V Signal Processing | Hardware, software, maintenance, and support | 5% | 5% |
| Crestron | A/V Signal Processing | Hardware, software, maintenance, and support | 25% | 25% |
| Black Magic Design | A/V Signal Processing | Hardware, software, maintenance, and support | 5% | 5% |
| CacheA | A/V Signal Processing | Hardware, software, maintenance, and support | 10% | 10% |
| Camplex Corporation | A/V Signal Processing | Hardware, software, maintenance, and support | 5% | 5% |
| Chyron | A/V Signal Processing | Hardware, software, maintenance, and support | 10% | 10% |
| Communications Specialties, Inc. | A/V Signal Processing | Hardware, software, maintenance, and support | 12% | 12% |
| Compix Media | A/V Signal Processing | Hardware, software, maintenance, and support | 10% | 10% |
| Denon-Marantz | A/V Signal Processing | Hardware, software, maintenance, and support | 10% | 10% |
| Ensemble Designs | A/V Signal Processing | Hardware, software, maintenance, and support | 12% | 12% |
| ESE | A/V Signal Processing | Hardware, software, maintenance, and support | 10% | 10% |
| Evertz | A/V Signal Processing | Hardware, software, maintenance, and support | 12% | 12% |
| Extron Electronics, Inc. | A/V Signal Processing | Hardware, software, maintenance, and support | 25% | 25% |
| Grass Valley / Belden | A/V Signal Processing | Hardware, software, maintenance, and support | 12% | 12% |
| Kramer Electronics US | A/V Signal Processing | Hardware, software, maintenance, and support | 17% | 17% |
| Newtek | A/V Signal Processing | Hardware, software, maintenance, and support | 0% | EDU |
| RGB Spectrum | A/V Signal Processing | Hardware, software, maintenance, and support | 10% | 10% |
| Ross Video | A/V Signal Processing | Hardware, software, maintenance, and support | 10% | 10% |
| Sierra Video Systems | A/V Signal Processing | Hardware, software, maintenance, and support | 15% | 15% |
| StorageDNA | A/V Signal Processing | Hardware, software, maintenance, and support | 10% | 10% |
| Symatrix | A/V Signal Processing | Hardware, software, maintenance, and support | 18% | 18% |
| Tektronix Base Models and Options | A/V Signal Processing | Hardware, software, maintenance, and support | 9% | 9% |
| Tektronix Extened Warranty, Service Contracts | A/V Signal Processing | Hardware, software, maintenance, and support | 9% | 9% |
| Tektronix Parts and Accessories | A/V Signal Processing | Hardware, software, maintenance, and support | 2% | 2% |
| Telecast / Belden | A/V Signal Processing | Hardware, software, maintenance, and support | 8% | 8% |
| Telestream, Inc. | A/V Signal Processing | Hardware, software, maintenance, and support | 10% | 13% |
| Telestream, Inc. Educational | A/V Signal Processing | Hardware, software, maintenance, and support | 10% | 13% |
| Utah Scientific | A/V Signal Processing | Hardware, software, maintenance, and support | 15% | 15% excluding services and 3rd party hardware |
| Apantac LLC | A/V Signal Processing / Multiviewers | Hardware, software, maintenance, and support | 10% | 10% |
| Snell & Wilcox | A/V Signal Processing / Multiviewers | Hardware, software, maintenance, and support | 15% | 15% |
| Hewlett-Packard | A/V Signal Processing / Switching / Conversion / Control | Hardware, software, maintenance, and support | 10% | 10% |
| Rane | A/V Signal Processing / Switching / Conversion / Control | Hardware, software, maintenance, and support | 10% | 10% |
| Snell & Wilcox | A/V Signal Processing / Switching / Conversion / Control | Hardware, software, maintenance, and support | 10% | 10% |
| Digital Rapids (Now Imagine Technologies) Support | A/V Streaming Devices | Hardware, software, maintenance, and support | 0% | 0% |
| Digital Rapids (Now Imagine Technologies) Software | A/V Streaming Devices | Hardware, software, maintenance, and support | 5% | 5% |
| Digital Rapids (Now Imagine Technologies) Turnkey Systems | A/V Streaming Devices | Hardware, software, maintenance, and support | 12% | 12% |
| Digital Rapids (Now Imagine Technologies) Hardware | A/V Streaming Devices | Hardware, software, maintenance, and support | 5% | 5% |
| Exterity AvediaCentre PC Player | A/V Streaming Devices | Hardware, software, maintenance, and support | 5% | 5% |
| Exterity AvediaPlayer Accessories | A/V Streaming Devices | Hardware, software, maintenance, and support | 5% | 5% |
| Exterity AvediaPlayer Display IR/Keyboards/Extenders | A/V Streaming Devices | Hardware, software, maintenance, and support | 0% | 0% |
| Exterity AvediaPlayer IPTV Receivers | A/V Streaming Devices | Hardware, software, maintenance, and support | 5% | 5% |
| Exterity AvediaPlayer PC Video Player | A/V Streaming Devices | Hardware, software, maintenance, and support | 5% | 5% |
| Exterity AvediaServer Chassis, Application Modules | A/V Streaming Devices | Hardware, software, maintenance, and support | 5% | 5% |
| Exterity AvediaStream Chassis Encoder/Decoder Modules | A/V Streaming Devices | Hardware, software, maintenance, and support | 5% | 5% |
| Exterity AvediaStream Transcoder Modules | A/V Streaming Devices | Hardware, software, maintenance, and support | 5% | 5% |
| Exterity AvediaStream TV Gatewau Modules | A/V Streaming Devices | Hardware, software, maintenance, and support | 5% | 5% |
| Exterity Services | A/V Streaming Devices | Hardware, software, maintenance, and support | 0% | 0% |
| Haivision | A/V Streaming Devices | Hardware, software, maintenance, and support | 5% | 5% |
| Lifesize | A/V Streaming Devices | Hardware, software, maintenance, and support | 10% | 10% |
| Rhozet | A/V Streaming Devices | Hardware, software, maintenance, and support | 7% | 7% |



| Vendor (OEM) | Category | Product Type | Minimum Commonwealth Percentage Discount from List | Minimum Academic Percentage Discount from List |
|--|--------------------------------------|--|--|--|
| Telestream, Inc. | A/V Streaming Devices | Hardware, software, maintenance, and support | 10% | 13% |
| Telestream, Inc. Educational | A/V Streaming Devices | Hardware, software, maintenance, and support | 10% | 13% |
| Teradek (Vitec) | A/V Streaming Devices | Hardware, software, maintenance, and support | 5% | 5% |
| Viewcast | A/V Streaming Devices | Hardware, software, maintenance, and support | 10% | 10% |
| Autoscript | A/V Teleprompter Systems | Hardware, software, maintenance, and support | 15% | 15% |
| CueScript | A/V Teleprompter Systems | Hardware, software, maintenance, and support | 15% | 15% |
| Q-TV | A/V Teleprompter Systems | Hardware, software, maintenance, and support | 10% | 10% |
| Bogen Photo Corp (now Manfrotto) | A/V Tripods | Hardware, software, maintenance, and support | 15% | 15% |
| VITEC Formally Camera Dynamics (Petrol-OCon-Sacht-Vinten) | A/V Tripods | Hardware, software, maintenance, and support | 15% | 15% |
| JVC Professional PROHD | A/V VCRs | Hardware, software, maintenance, and support | 0% | 0% |
| <p><i>JVC has a Unilateral Pricing Policy for the Following Products: GYHM850C14 GYHM850CHU GYHM850F17 GYHM850F18 GYHM850F18E GYHM850F20 GYHM850U GYHM890CHU GYHM890C14 GYHM890F17 GYHM890F18 GYHM890F18E GYHM890F20 HZFM13U HZFM15U HZZS13U KAAS790G KAM790G KA551U GYHM890U KA790G RMHP790DU RMLP25U RMLP55U VFHP790G SRHD2500US FS-790PNACG FS-790PNARG FS-790PSACG FS-790PSARG FS-790SNCG FS-790SNRG FS-790TNCG FS-790TNRG AA-FP790G BR800 FS-CABHYB100 FS-CABHYB100S FS-CABHYB200 FS-CABHYB200S FS-CABHYB500 FS-CABHYB500S FS-CABHYB700 FS-CABHYB700S FS-CABTAC100 FS-CABTAC1000 FS-CABTAC200 FS-CABTAC2000 FS-CABTAC500 FS-L-REEL FS-S-REEL FSYS-CC HDX-FR2 HDX-2RCST HTS18X4.2BRM HTS18X42BERM KA-F790NG KA-F790SG KA-PW790AG KA-PW790VG KT20X5BKRS PWRPLS3-12NEUAG RM-FP790PNCG RM-FP790PNRG RM-FP790PSCG RM-FP790PSRG RM-FP790TNCG RM-FP790TNRG RMLP20G TH17X5BMD VC-P790RMG XA20SX5BERM XT17SX45BMD XT17SX45BRMK1 XT20SX47BRM These products are sold at UPP Prices. Contact your DVG Account Representative for more information.</i></p> | | | | |
| Panasonic Professional Video | A/V VCRs | Hardware, software, maintenance, and support | 10% | 10% |
| Sony Electronics, Inc. Professional Video Systems | A/V VCRs | Hardware, software, maintenance, and support *Sony * | 10% * | 10% |
| Hitachi | A/V Video Conferencing Camera Sys. | Hardware, software, maintenance, and support | 10% | 10% |
| JVC Professional Pan & Tilt Camera Packages | A/V Video Conferencing Camera Sys. | Hardware, software, maintenance, and support | 10% | 10% |
| <p><i>JVC has a Unilateral Pricing Policy for the Following Products: GYHM850C14 GYHM850CHU GYHM850F17 GYHM850F18 GYHM850F18E GYHM850F20 GYHM850U GYHM890CHU GYHM890C14 GYHM890F17 GYHM890F18 GYHM890F18E GYHM890F20 HZFM13U HZFM15U HZZS13U KAAS790G KAM790G KA551U GYHM890U KA790G RMHP790DU RMLP25U RMLP55U VFHP790G SRHD2500US FS-790PNACG FS-790PNARG FS-790PSACG FS-790PSARG FS-790SNCG FS-790SNRG FS-790TNCG FS-790TNRG AA-FP790G BR800 FS-CABHYB100 FS-CABHYB100S FS-CABHYB200 FS-CABHYB200S FS-CABHYB500 FS-CABHYB500S FS-CABHYB700 FS-CABHYB700S FS-CABTAC100 FS-CABTAC1000 FS-CABTAC200 FS-CABTAC2000 FS-CABTAC500 FS-L-REEL FS-S-REEL FSYS-CC HDX-FR2 HDX-2RCST HTS18X4.2BRM HTS18X42BERM KA-F790NG KA-F790SG KA-PW790AG KA-PW790VG KT20X5BKRS PWRPLS3-12NEUAG RM-FP790PNCG RM-FP790PNRG RM-FP790PSCG RM-FP790PSRG RM-FP790TNCG RM-FP790TNRG RMLP20G TH17X5BMD VC-P790RMG XA20SX5BERM XT17SX45BMD XT17SX45BRMK1 XT20SX47BRM These products are sold at UPP Prices. Contact your DVG Account Representative for more information.</i></p> | | | | |
| JVC Professional Pan & Tilt Systems and Accessories | A/V Video Conferencing Camera Sys. | Hardware, software, maintenance, and support | 10% | 10% |
| <p><i>JVC has a Unilateral Pricing Policy for the Following Products: GYHM850C14 GYHM850CHU GYHM850F17 GYHM850F18 GYHM850F18E GYHM850F20 GYHM850U GYHM890CHU GYHM890C14 GYHM890F17 GYHM890F18 GYHM890F18E GYHM890F20 HZFM13U HZFM15U HZZS13U KAAS790G KAM790G KA551U GYHM890U KA790G RMHP790DU RMLP25U RMLP55U VFHP790G SRHD2500US FS-790PNACG FS-790PNARG FS-790PSACG FS-790PSARG FS-790SNCG FS-790SNRG FS-790TNCG FS-790TNRG AA-FP790G BR800 FS-CABHYB100 FS-CABHYB100S FS-CABHYB200 FS-CABHYB200S FS-CABHYB500 FS-CABHYB500S FS-CABHYB700 FS-CABHYB700S FS-CABTAC100 FS-CABTAC1000 FS-CABTAC200 FS-CABTAC2000 FS-CABTAC500 FS-L-REEL FS-S-REEL FSYS-CC HDX-FR2 HDX-2RCST HTS18X4.2BRM HTS18X42BERM KA-F790NG KA-F790SG KA-PW790AG KA-PW790VG KT20X5BKRS PWRPLS3-12NEUAG RM-FP790PNCG RM-FP790PNRG RM-FP790PSCG RM-FP790PSRG RM-FP790TNCG RM-FP790TNRG RMLP20G TH17X5BMD VC-P790RMG XA20SX5BERM XT17SX45BMD XT17SX45BRMK1 XT20SX47BRM These products are sold at UPP Prices. Contact your DVG Account Representative for more information.</i></p> | | | | |
| Lifesize | A/V Video Conferencing Camera Sys. | Hardware, software, maintenance, and support | 10% | 10% |
| Panasonic Vision Systems Group | A/V Video Conferencing Camera Sys. | Hardware, software, maintenance, and support | 20% | 20% |
| Sony Electronics, Inc. Video Conferencing Cameras | A/V Video Conferencing Camera Sys. | Hardware, software, maintenance, and support | 5% | 5% |
| Telemetrics | A/V Video Conferencing Camera Sys. | Hardware, software, maintenance, and support | 10% | 10% |
| Vaddio | A/V Video Conferencing Camera Sys. | Hardware, software, maintenance, and support | 19% | 19% |
| Anchor Audio | A/V-Audio Mixers-Amplifiers-Speakers | Hardware, software, maintenance, and support | 15% | 15% |
| Avid Technologies | A/V-Audio Mixers-Amplifiers-Speakers | Hardware, software, maintenance, and support | 10% | 20% |
| Avid Technologies Educational | A/V-Audio Mixers-Amplifiers-Speakers | Hardware, software, maintenance, and support | N/A | EDU |
| Azden | A/V-Audio Mixers-Amplifiers-Speakers | Hardware, software, maintenance, and support | 20% | 20% |
| Crestron | A/V-Audio Mixers-Amplifiers-Speakers | Hardware, software, maintenance, and support | 25% | 25% |
| Crown | A/V-Audio Mixers-Amplifiers-Speakers | Hardware, software, maintenance, and support | 20% | 20% |
| Extron Electronics, Inc. | A/V-Audio Mixers-Amplifiers-Speakers | Hardware, software, maintenance, and support | 25% | 25% |
| Presonus | A/V-Audio Mixers-Amplifiers-Speakers | Hardware, software, maintenance, and support | 20% | 20% |
| Sennheiser Consumer | A/V-Audio Mixers-Amplifiers-Speakers | Hardware, software, maintenance, and support | 25% | 25% |
| Sennheiser Professional | A/V-Audio Mixers-Amplifiers-Speakers | Hardware, software, maintenance, and support | 25% | 25% |
| Shure Wireless | A/V-Audio Mixers-Amplifiers-Speakers | Hardware, software, maintenance, and support | 25% | 25% |
| Symetrix | A/V-Audio Mixers-Amplifiers-Speakers | Hardware, software, maintenance, and support | 18% | 18% |
| Wheatstone Corp | A/V-Audio Mixers-Amplifiers-Speakers | Hardware, software, maintenance, and support | 5% | 5% |
| Yamaha Analog Console Accessories | A/V-Audio Mixers-Amplifiers-Speakers | Hardware, software, maintenance, and support | 10% | 10% |
| Yamaha Analog Consoles-Base Models | A/V-Audio Mixers-Amplifiers-Speakers | Hardware, software, maintenance, and support | 20% | 20% |
| Yamaha Compact Disc Players | A/V-Audio Mixers-Amplifiers-Speakers | Hardware, software, maintenance, and support | 20% | 20% |
| Yamaha Digital Audio Work Stations | A/V-Audio Mixers-Amplifiers-Speakers | Hardware, software, maintenance, and support | 0% | 0% |
| Yamaha Digital Consoles* | A/V-Audio Mixers-Amplifiers-Speakers | Hardware, software, maintenance, and support | 15% | 15% |



| Vendor (OEM) | Category | Product Type | Minimum Commonwealth Percentage Discount from | Minimum Acedemic Percentage Discount from |
|---|--|--|---|--|
| | | | List | List |
| * Except Yamaha DM2000 | A/V-Audio Mixers-Amplifiers-Speakers | Hardware, software, maintenance, and support | 0% | 0% |
| Yamaha DSP Processors | A/V-Audio Mixers-Amplifiers-Speakers | Hardware, software, maintenance, and support | 15% | 15% |
| Yamaha Headphones | A/V-Audio Mixers-Amplifiers-Speakers | Hardware, software, maintenance, and support | 25% | 25% |
| Yamaha Loudspeakers (BR Series) | A/V-Audio Mixers-Amplifiers-Speakers | Hardware, software, maintenance, and support | 25% | 25% |
| Yamaha Loudspeakers (BR Series) Accessories | A/V-Audio Mixers-Amplifiers-Speakers | Hardware, software, maintenance, and support | 20% | 20% |
| Yamaha Loudspeakers (Club Series) | A/V-Audio Mixers-Amplifiers-Speakers | Hardware, software, maintenance, and support | 25% | 25% |
| Yamaha Loudspeakers (Club Series) Accessories | A/V-Audio Mixers-Amplifiers-Speakers | Hardware, software, maintenance, and support | 20% | 20% |
| Yamaha Loudspeakers (Installation) | A/V-Audio Mixers-Amplifiers-Speakers | Hardware, software, maintenance, and support | 20% | 20% |
| Yamaha Loudspeakers (Installation) Accessories | A/V-Audio Mixers-Amplifiers-Speakers | Hardware, software, maintenance, and support | 20% | 20% |
| Yamaha Loudspeakers (Powered) | A/V-Audio Mixers-Amplifiers-Speakers | Hardware, software, maintenance, and support | 25% | 25% |
| Yamaha Loudspeakers (Powered) Accessories | A/V-Audio Mixers-Amplifiers-Speakers | Hardware, software, maintenance, and support | 20% | 20% |
| Yamaha Monitor Speakers (Powered) | A/V-Audio Mixers-Amplifiers-Speakers | Hardware, software, maintenance, and support | 20% | 20% |
| Yamaha Monitor Speakers (Powered) Accessories | A/V-Audio Mixers-Amplifiers-Speakers | Hardware, software, maintenance, and support | 20% | 20% |
| Yamaha Portable PA Systems | A/V-Audio Mixers-Amplifiers-Speakers | Hardware, software, maintenance, and support | 20% | 20% |
| Yamaha Portable Recorders | A/V-Audio Mixers-Amplifiers-Speakers | Hardware, software, maintenance, and support | 25% | 25% |
| Yamaha Power Amplifiers | A/V-Audio Mixers-Amplifiers-Speakers | Hardware, software, maintenance, and support | 20% | 20% |
| Yamaha Powered Mixer Accessories | A/V-Audio Mixers-Amplifiers-Speakers | Hardware, software, maintenance, and support | 10% | 10% |
| Yamaha Powered Mixers-Base Models | A/V-Audio Mixers-Amplifiers-Speakers | Hardware, software, maintenance, and support | 20% | 20% |
| Yamaha Signal Processor Cables | A/V-Audio Mixers-Amplifiers-Speakers | Hardware, software, maintenance, and support | 15% | 15% |
| Yamaha Signal Processor Interfaces | A/V-Audio Mixers-Amplifiers-Speakers | Hardware, software, maintenance, and support | 15% | 15% |
| Yamaha Signal Processors | A/V-Audio Mixers-Amplifiers-Speakers | Hardware, software, maintenance, and support | 15% | 15% |
| 16X9 Inc. | Broadcast Accessories-Integration products | Hardware, software, maintenance, and support | 5% | 5% |
| American Power Conversion | Broadcast Accessories-Integration products | Hardware, software, maintenance, and support | 20% | 20% <u>*whichever discounts favor VITA</u> |
| Anton Bauer | Broadcast Accessories-Integration products | Hardware, software, maintenance, and support | 10% | 10% |
| C2G (Cables to Go) * | Broadcast Accessories-Integration products | Hardware, software, maintenance, and support | 17% | 17% |
| C2G-Adaptor Products | Broadcast Accessories-Integration products | Hardware, software, maintenance, and support | 10% | 10% |
| C2G-Power Products | Broadcast Accessories-Integration products | Hardware, software, maintenance, and support | 10% | 10% |
| C2G-Retail Products | Broadcast Accessories-Integration products | Hardware, software, maintenance, and support | 10% | 10% |
| Canon Broadcast | Broadcast Accessories-Integration products | Hardware, software, maintenance, and support | 10% | 10% |
| Chief Manufacturing | Broadcast Accessories-Integration products | Hardware, software, maintenance, and support | 20% | 20% |
| Contemporary Research | Broadcast Accessories-Integration products | Hardware, software, maintenance, and support | 18% | 18% |
| Crispin Broadcast Automation (Hardware&Software) | Broadcast Accessories-Integration products | Hardware, software, maintenance, and support | 10% | 10% |
| Crispin Broadcast Automation (Services and 3rd party items) | Broadcast Accessories-Integration products | Hardware, software, maintenance, and support | 0% | 0% |
| CyberTouch | Broadcast Accessories-Integration products | Hardware, software, maintenance, and support | 8% | 8% <u>*whichever discounts favor VITA</u> |
| ESE | Broadcast Accessories-Integration products | Hardware, software, maintenance, and support | 10% | 10% |
| Fujinon | Broadcast Accessories-Integration products | Hardware, software, maintenance, and support | 17% | 17% |
| GENELEC | Broadcast Accessories-Integration products | Hardware, software, maintenance, and support | 10% | 10% |
| Hewlett-Packard | Broadcast Accessories-Integration products | Hardware, software, maintenance, and support | 10% | 10% |
| Middle Atlantic Products, Inc. | Broadcast Accessories-Integration products | Hardware, software, maintenance, and support | 12% | 12% |
| Miranda / Belden | Broadcast Accessories-Integration products | Hardware, software, maintenance, and support | | |
| Miranda / Belden | Broadcast Accessories-Integration products | Hardware, software, maintenance, and support | 12% | 12% |
| OmniMount | Broadcast Accessories-Integration products | Hardware, software, maintenance, and support | 30% | 30% |
| Peerless Industries, Inc. | Broadcast Accessories-Integration products | Hardware, software, maintenance, and support | 17% | 17% |
| Plura Broadcast | Broadcast Accessories-Integration products | Hardware, software, maintenance, and support | 10% | 10% |
| Raxxess | Broadcast Accessories-Integration products | Hardware, software, maintenance, and support | 10% | 10% |
| Rhozet | Broadcast Accessories-Integration products | Hardware, software, maintenance, and support | 7% | 7% |
| Snell & Wilcox | Broadcast Accessories-Integration products | Hardware, software, maintenance, and support | 10% | 10% |
| Sound-Craft Accessories | Broadcast Accessories-Integration products | Hardware, software, maintenance, and support | 10% | 10% |
| Sound-Craft Base Models and Options Only | Broadcast Accessories-Integration products | Hardware, software, maintenance, and support | 20% | 20% |
| TecNec Branded | Broadcast Accessories-Integration products | Hardware, software, maintenance, and support | 5% | 5% |
| TecNec-Cable | Broadcast Accessories-Integration products | Hardware, software, maintenance, and support | 17% | 17% |
| Tektronix Base Models and Options | Broadcast Accessories-Integration products | Hardware, software, maintenance, and support | 9% | 9% |
| Tektronix Extened Warranty, Service Contracts | Broadcast Accessories-Integration products | Hardware, software, maintenance, and support | 9% | 9% |
| Tektronix Parts and Accessories | Broadcast Accessories-Integration products | Hardware, software, maintenance, and support | 2% | 2% |
| Telecast / Belden | Broadcast Accessories-Integration products | Hardware, software, maintenance, and support | 8% | 8% |
| Winsted | Broadcast Accessories-Integration products | Hardware, software, maintenance, and support | 7% | 7% |
| Audio Technica | Broadcast-Professional Audio Recording Devices | Hardware, software, maintenance, and support | 25% | 25% |



| Vendor (OEM) | Category | Product Type | Minimum Commonwealth Percentage Discount from List | Minimum Academic Percentage Discount from List |
|---|--|---|--|--|
| Sony Electronics, Inc. Professional Video Systems | Broadcast-Professional Cameras | Hardware, software, maintenance, and support *Sony * XDCAM EX XL Program Products Sold at Program Prices | 10% * | 10% |
| Telemetrics | Broadcast-Professional Cameras | Hardware, software, maintenance, and support | 10% | 10% |
| Gator | Broadcast-Professional Cases | Hardware, software, maintenance, and support | 25% | 25% |
| Portabrace | Broadcast-Professional Cases | Hardware, software, maintenance, and support | 15% | 15% |
| Raxxess | Broadcast-Professional Cases | Hardware, software, maintenance, and support | 15% | 15% |
| CyberTouch | Broadcast-Professional Displays | Hardware, software, maintenance, and support | 8% | 8% |
| Ikegami Electronics | Broadcast-Professional Displays | Hardware, software, maintenance, and support | 12% | 12% |
| JVC Professional Flat Panel DTV Monitors | Broadcast-Professional Displays | Hardware, software, maintenance, and support | 10% | 10% |
| <p><i>JVC has a Unilateral Pricing Policy for the Following Products: GYHM850C14 GYHM850CHU GYHM850F17 GYHM850F18 GYHM850F18E GYHM850F20 GYHM850U GYHM890CHU GYHM890C14 GYHM890F17 GYHM890F18 GYHM890F18E GYHM890F20 HZFM13U HZFM15U HZZS13U KAAS790G KAM790G KA551U GYHM890U KA790G RMHP790DU RMLP25U RMLP55U VFHP790G SRHD2500US FS-790PNACG FS-790PNARG FS-790PSACG FS-790PSARG FS-790SNCG FS-790SNRG FS-790TNCG FS-790TNRG AA-FP790G BR800 FS-CABHYB100 FS-CABHYB100S FS-CABHYB200 FS-CABHYB200S FS-CABHYB500 FS-CABHYB500S FS-CABHYB700 FS-CABHYB700S FS-CABTAC100 FS-CABTAC1000 FS-CABTAC200 FS-CABTAC2000 FS-CABTAC500 FS-L-REEL FS-S-REEL FSYS-CC HDX-FR2 HDX-2RCST HTS18X4.2BRM HTS18X42BERM KA-F790NG KA-F790SG KA-PW790AG KA-PW790VG KT20X5BKRS PWRPLS3-12NEUAG RM-FP790PNCG RM-FP790PNRG RM-FP790PSCG RM-FP790PSRG RM-FP790TNCG RM-FP790TNRG RMLP20G TH17X5BMD VC-P790RMG XA20SX85BERM XT17SX45BMD XT17SX45BRMK1 XT20SX47BRM These products are sold at UPP Prices. Contact your DVG Account Representative for more information.</i></p> | | | | |
| Marshall | Broadcast-Professional Displays | Hardware, software, maintenance, and support | 15% | 15% |
| Panasonic Professional Displays | Broadcast-Professional Displays | Hardware, software, maintenance, and support | 10% | 10% |
| Panasonic Professional Displays | Broadcast-Professional Displays | Hardware, software, maintenance, and support | 5% or MAP* | 5% or MAP* |
| Plura Broadcast | Broadcast-Professional Displays | Hardware, software, maintenance, and support | 10% | 10% |
| PortaBrace | Broadcast-Professional Displays | Hardware, software, maintenance, and support | 15% | 15% |
| Raxxess | Broadcast-Professional Displays | Hardware, software, maintenance, and support | 15% | 15% |
| Sony Electronics, Inc. Professional LCD Monitors | Broadcast-Professional Displays | Hardware, software, maintenance, and support | 15% | 15% |
| Sony Electronics, Inc. Professional Video Systems | Broadcast-Professional Displays | Hardware, software, maintenance, and support *Sony * XDCAM EX XL Program Products Sold at Program Prices | 10% * | 10% |
| Adobe Premiere Pro | Broadcast-Professional Editing Systems | Hardware, software, maintenance, and support | 10% | 10% |
| Apple Inc | Broadcast-Professional Editing Systems | Hardware, software, maintenance, and support | 5% | 5% |
| Avid Technologies | Broadcast-Professional Editing Systems | Hardware, software, maintenance, and support | 10% | 20% |
| Avid Technologies Educational | Broadcast-Professional Editing Systems | Hardware, software, maintenance, and support | N/A | EDU |
| CatDV | Broadcast-Professional Editing Systems | Hardware, software, maintenance, and support | 3% | 3% |
| Facilis Technology Inc. Base Models Only | Broadcast-Professional Editing Systems | Hardware, software, maintenance, and support | 15% | 15% |
| Facilis Technology Inc. Options / Accessories / Upgrades | Broadcast-Professional Editing Systems | Hardware, software, maintenance, and support | 5% | 5% |
| GENELEC | Broadcast-Professional Editing Systems / Storage | Hardware, software, maintenance, and support | 15% | 15% |
| G-Technology | Broadcast-Professional Editing Systems / Storage | Hardware, software, maintenance, and support | 5% | 5% |
| Hewlett-Packard | Broadcast-Professional Editing Systems / Storage | Hardware, software, maintenance, and support | 10% | 10% |
| LaCie Limited | Broadcast-Professional Editing Systems / Storage | Hardware, software, maintenance, and support | 5% | 5% |
| F&V Video Lighting | Broadcast-Professional Lighting Systems | Hardware, software, maintenance, and support | 10% | 10% |
| Litepanels (VITEC) Excluding Mini Fixtures | Broadcast-Professional Lighting Systems | Hardware, software, maintenance, and support | 10% | 10% |
| Lowel Lighting (Tiffen) | Broadcast-Professional Lighting Systems | Hardware, software, maintenance, and support | 20% | 20% |
| 360 Systems | Broadcast-Professional Recording Products | Hardware, software, maintenance, and support | 5% | 5% |
| AJA | Broadcast-Professional Recording Products | Hardware, software, maintenance, and support | 10% | 10% |
| Avid Technologies | Broadcast-Professional Recording Products | Hardware, software, maintenance, and support | 10% | EDU |
| Denon-Marantz | Broadcast-Professional Recording Products | Hardware, software, maintenance, and support | 10% | 10% |
| Digital Broadcast | Broadcast-Professional Recording Products | Hardware, software, maintenance, and support | 5% | 5% |
| Evertz | Broadcast-Professional Recording Products | Hardware, software, maintenance, and support | 12% | 12% |
| Grass Valley / Belden | Broadcast-Professional Recording Products | Hardware, software, maintenance, and support | 12% | 12% |
| Harmonic/Omneon | Broadcast-Professional Recording Products | Hardware, software, maintenance, and support | 15% | 15% |
| Harmonic/Omneon Services | Broadcast-Professional Recording Products | Hardware, software, maintenance, and support | 10% | 10% |
| Leightronix, Inc. | Broadcast-Professional Recording Products | Hardware, software, maintenance, and support | 10% | 10% |
| Newtek | Broadcast-Professional Recording Products | Hardware, software, maintenance, and support | 0% | EDU |
| Panasonic | Broadcast-Professional Recording Products | Hardware, software, maintenance, and support | 10% | 10% |
| Sony Electronics, Inc. Professional Video Systems | Broadcast-Professional Recording Products | Hardware, software, maintenance, and support *Sony * XDCAM EX XL Program Products Sold at Program Prices | 10% * | 10% |
| Sound Devices | Broadcast-Professional Recording Products | Hardware, software, maintenance, and support | 0% | 0% |
| AJA (CION) | Broadcast-Professional Recording Products | Hardware, software, maintenance, and support | 0% | 0% |



| Vendor (OEM) | Category | Product Type | Minimum Commonwealth Percentage | Minimum Academic Percentage |
|---|---|--|---------------------------------|-----------------------------|
| | | | Discount from List | Discount from List |
| AJA | Broadcast-Professional Signal Distribution | Hardware, software, maintenance, and support | 10% | 10% |
| AXON | Broadcast-Professional Signal Distribution | Hardware, software, maintenance, and support | 5% | 5% |
| C2G (Cables to Go) * | Broadcast-Professional Signal Distribution | Hardware, software, maintenance, and support | 17% | 17% |
| Communications Specialties, Inc. | Broadcast-Professional Signal Distribution | Hardware, software, maintenance, and support | 12% | 12% |
| Ensemble Designs | Broadcast-Professional Signal Distribution | Hardware, software, maintenance, and support | 12% | 12% |
| Evertz | Broadcast-Professional Signal Distribution | Hardware, software, maintenance, and support | 12% | 12% |
| GENELEC | Broadcast-Professional Signal Distribution | Hardware, software, maintenance, and support | 10% | 10% |
| Harris (Now Imagine Technologies) | Broadcast-Professional Signal Distribution | Hardware, software, maintenance, and support | 17% | 17% |
| Hitachi | Broadcast-Professional Signal Distribution | Hardware, software, maintenance, and support | 10% | 10% |
| Ross Video | Broadcast-Professional Signal Distribution | Hardware, software, maintenance, and support | 10% | 10% |
| Snell & Wilcox | Broadcast-Professional Signal Distribution | Hardware, software, maintenance, and support | 15% | 15% |
| TecNec-Branded | Broadcast-Professional Signal Distribution | Hardware, software, maintenance, and support | 5% | 5% |
| TecNec-Cable | Broadcast-Professional Signal Distribution | Hardware, software, maintenance, and support | 17% | 17% |
| Teradek (Vitec) | Broadcast-Professional Signal Distribution | Hardware, software, maintenance, and support | 5% | 5% |
| Utah Scientific | Broadcast-Professional Signal Distribution | Hardware, software, maintenance, and support | 15% | 15% |
| AJA | Broadcast-Professional Signal Processing | Hardware, software, maintenance, and support | 10% | 10% |
| AXON | Broadcast-Professional Signal Processing | Hardware, software, maintenance, and support | 5% | 5% |
| Black Magic Design | Broadcast-Professional Signal Processing | Hardware, software, maintenance, and support | 5% | 5% |
| Complex Corporation | Broadcast-Professional Signal Processing | Hardware, software, maintenance, and support | 5% | 5% |
| Chyron | Broadcast-Professional Signal Processing | Hardware, software, maintenance, and support | 10% | 10% |
| Compix Media | Broadcast-Professional Signal Processing | Hardware, software, maintenance, and support | 10% | 10% |
| Ensemble Designs | Broadcast-Professional Signal Processing | Hardware, software, maintenance, and support | 12% | 12% |
| ESE | Broadcast-Professional Signal Processing | Hardware, software, maintenance, and support | 10% | 10% |
| Evertz | Broadcast-Professional Signal Processing | Hardware, software, maintenance, and support | 12% | 12% |
| Grass Valley / Belden | Broadcast-Professional Signal Processing | Hardware, software, maintenance, and support | 12% | 12% |
| Harris (Now Imagine Technologies) | Broadcast-Professional Signal Processing | Hardware, software, maintenance, and support | 17% | 17% |
| Kramer Electronics US | Broadcast-Professional Signal Processing | Hardware, software, maintenance, and support | 17% | 17% |
| Marshall | Broadcast-Professional Signal Processing | Hardware, software, maintenance, and support | 15% | 15% |
| Newtek | Broadcast-Professional Signal Processing | Hardware, software, maintenance, and support | 0% | EDU |
| Sony Electronics, Inc. Professional Video Systems | Broadcast-Professional Signal Processing | Hardware, software, maintenance, and support *Sony * XDCAM EX XL Program Products Sold at Program Prices | 10% * | 10% |
| Tektronix Base Models and Options | Broadcast-Professional Signal Processing | Hardware, software, maintenance, and support | 9% | 9% |
| Tektronix Extened Warranty, Service Contracts | Broadcast-Professional Signal Processing | Hardware, software, maintenance, and support | 9% | 9% |
| Tektronix Parts and Accessories | Broadcast-Professional Signal Processing | Hardware, software, maintenance, and support | 2% | 2% |
| Telecast / Belden | Broadcast-Professional Signal Processing | Hardware, software, maintenance, and support | 8% | 8% |
| Utah Scientific | Broadcast-Professional Signal Processing | Hardware, software, maintenance, and support | 15% | 15% |
| Vizrt | Broadcast-Professional Signal Processing | Hardware, software, maintenance, and support | 10% | 15% |
| VizRt Products | Broadcast-Professional Signal Processing | Hardware, software, maintenance, and support | 10% | 15% |
| VizRt Service | Broadcast-Professional Signal Processing | Hardware, software, maintenance, and support | 0% | 0% |
| Vizrt-Support and / or Labor | Broadcast-Professional Signal Processing | Hardware, software, maintenance, and support | 0% | 0% |
| Apantac LLC | Broadcast-Professional Signal Processing / Multiviewers | Hardware, software, maintenance, and support | 10% | 10% |
| Rane | Broadcast-Professional Signal Processing / Multiviewers | Hardware, software, maintenance, and support | 10% | 10% |
| Digital Rapids (Now Imagine Technologies) | Broadcast-Professional Streaming Devices | Hardware, software, maintenance, and support | 10% | 10% |
| Grass Valley / Belden | Broadcast-Professional Streaming Devices | Hardware, software, maintenance, and support | 12% | 12% |
| Harris (Now Imagine Technologies) | Broadcast-Professional Streaming Devices | Hardware, software, maintenance, and support | 17% | 17% |
| Newtek | Broadcast-Professional Streaming Devices | Hardware, software, maintenance, and support | 0% | EDU |
| Rhozet | Broadcast-Professional Streaming Devices | Hardware, software, maintenance, and support | 7% | 7% |
| Autoscript | Broadcast-Professional Teleprompter Systems | Hardware, software, maintenance, and support | 15% | 15% |
| CueScript | Broadcast-Professional Teleprompter Systems | Hardware, software, maintenance, and support | 15% | 15% |
| Q-TV | Broadcast-Professional Teleprompter Systems | Hardware, software, maintenance, and support | 10% | 10% |
| Black Magic Design | Broadcast-Professional Test and Measurement | Hardware, software, maintenance, and support | 5% | 5% |
| Evertz | Broadcast-Professional Test and Measurement | Hardware, software, maintenance, and support | 12% | 12% |
| Grass Valley / Belden | Broadcast-Professional Test and Measurement | Hardware, software, maintenance, and support | 12% | 12% |
| Harris (Now Imagine Technologies) | Broadcast-Professional Test and Measurement | Hardware, software, maintenance, and support | 17% | 17% |
| Newtek | Broadcast-Professional Test and Measurement | Hardware, software, maintenance, and support | 0% | EDU |
| Miller | Broadcast-Professional Tripod Systems | Hardware, software, maintenance, and support | 10% | 10% |



| Vendor (OEM) | Category | Product Type | Minimum Commonwealth Percentage Discount from List | Minimum Academic Percentage Discount from List |
|---|---|---|---|---|
| VITEC Formally Camera Dynamics (Petrol-OCon-Sacht-Vinten) | Broadcast-Professional Tripod Systems | Hardware, software, maintenance, and support | 15% | 15% |
| Broadcast Pix, Inc. | Broadcast-Professional Video Production Switchers | Hardware, software, maintenance, and support | 10% | 10% |
| Grass Valley / Belden | Broadcast-Professional Video Production Switchers | Hardware, software, maintenance, and support | 12% | 12% |
| JVC Professional PROHD | Broadcast-Professional Video Production Switchers | Hardware, software, maintenance, and support | 0% | 0% |
| <p><i>JVC has a Unilateral Pricing Policy for the Following Products: GYHM850C14 GYHM850CHU GYHM850F17 GYHM850F18 GYHM850F18E GYHM850F20 GYHM850U GYHM890CHU GYHM890C14 GYHM890F17 GYHM890F18 GYHM890F18E GYHM890F20 HZFM13U HZFM15U HZZS13U KAAS790G KAM790G KA551U GYHM890U KA790G RMHP790DU RMLP25U RMLP55U VFHP790G SRHD2500US FS-790PNACG FS-790PNARG FS-790PSACG FS-790PSARG FS-790SNCG FS-790SNRG FS-790TNCG FS-790TNRG AA-FP790G BR800 FS-CABHYB100 FS-CABHYB100S FS-CABHYB200 FS-CABHYB200S FS-CABHYB500 FS-CABHYB500S FS-CABHYB700 FS-CABHYB700S FS-CABTAC100 FS-CABTAC1000 FS-CABTAC200 FS-CABTAC2000 FS-CABTAC500 FS-L-REEL FS-S-REEL FSYS-CC HDX-FR2 HDX-2RCST HTS18X4.2BRM HTS18X42BERM KA-F790NG KA-F790SG KA-PW790AG KA-PW790VG KT20X5BKRS PWRPLS3-12NEUAG RM-FP790PNCG RM-FP790PNRG RM-FP790PSCG RM-FP790PSRG RM-FP790TNCG RM-FP790TNRG RMLP20G TH17X5BMD VC-P790RMG XA20SX85BERM XT17SX45BMD XT17SX45BRMK1 XT20SX47BRM These products are sold at UPP Prices. Contact your DVG Account Representative for more information.</i></p> | | | | |
| Newtek | Broadcast-Professional Video Production Switchers | Hardware, software, maintenance, and support | 0% | EDU |
| Panasonic | Broadcast-Professional Video Production Switchers | Hardware, software, maintenance, and support | 10% | 10% |
| Ross Video | Broadcast-Professional Video Production Switchers | Hardware, software, maintenance, and support | 10% | 10% |
| Snell & Wilcox | Broadcast-Professional Video Production Switchers | Hardware, software, maintenance, and support | 15% | 15% |
| Sony Electronics, Inc. Professional Video Systems | Broadcast-Professional Video Production Switchers | Hardware, software, maintenance, and support *Sony * XDCAM EX XL Program Products Sold at Program Prices | 10% * | 10% |

RFP 2011-09 (APPENDIX C)

AUDIO VISUAL PRODUCTS

Provide the required data in the highlighted cells

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

| Product | Minimum Requirements | List Cost | Discount Percentage from List (Commonwealth) | Net Cost to the Commonwealth | Brand | Model | Public Website |
|------------------|---|-----------|--|------------------------------|---------|--------------|---|
| Data Projector | LCD: 0.8" PolySilicon TFT (x3) XGA (1024 x 768) 4000 Lumens Inputs: Composite Video, RCA x 1 Component Video RCA (3 RCA Jacks) x1 BNC(RGBHV) x 1 HDMI x 1 S-Video (Mini DIN 4-pin (Y/C)) x 1 VGA (Analog data, mini D-Sub 15-pin) x 1 USB Type B x 1 RS-232 (Serial) x 1 Stereo Mini-Jack (3.5 mm) x 2 RCA Audio Jack x2 | 1999.00 | 10.00% | 1799.10 | InFocus | IN5102 | www. infocus .com/ |
| | | | | | | | |
| Projector Screen | Viewing area: 60" x 80" Diagonal measure: 80" Surface: Matte White | 740.00 | 20.00% | 592.00 | Da-Lite | Delux Insta- | www. da - lite .com theater |

Design: Pneumatic scissor mechanism for raising and lowering the screen surface; lifts up and out of its sleek aluminum case and is ready to use in seconds

| | | | | | | | |
|------------------------|--|---------|--------|---------|----------------|-----------|--|
| USB Microphone | Side-address studio condenser with USB digital output (Windows and Mac compatible) Bit Depth: 16 bit Sample Rate: 44.1 kHz Includes tripod desk stand, pivoting stand mount, USB cable & storage pouch | 249.00 | 20.00% | 199.20 | Audio Technica | T2020 USB | www.audio-technica.com |
| Digital Audio Recorder | 2 channel; 2 XLR and 1 3.5mm stereo mini 48 v phantom power (XLR inputs) Line and mic level switchable Compact Flash recording medium; MP3 and WAV recording formats Battery operation; AC adaptor included | 699.99 | 15.00% | 594.99 | Marantz | PMD60 | www.d-mpro.com |
| Electronic White Board | Diagonal size: 62" Optional Rolling stand Color scanning capability Plain Paper printer | 2565.00 | 20.00% | 2052.00 | Panasonic | UB 7325 | www.panasonic.ne |

USB interface; document management software included
 1716 Sq. in. copy area
 3 markers, 1 eraser

| | | | | | | |
|------------------------------|------------------|---------|--|---------|---------------------|--|
| Plasma HD Flat Panel Display | Commercial grade | 2900.00 | | 2900.00 | Panasonic TH58PF20U | www.panasonic.com/business/plasma/displays-home.asp |
|------------------------------|------------------|---------|--|---------|---------------------|--|

Screen size: 58"
 HD mode: 1080P
 Supported input formats: NTSC, PAL, PAL60, SECAM, Modified NTSC; PC signals: VGA, SVGA, XGA, SXGA;
 (additional input formats with optional input card)
 Resolution: 1920 x 1080
 Contrast Ratio: 5,000,000:1
 Built-in speakers: 16 W

| | | | | | | |
|--------------------|------------------------|---------|--------|--------|---------------------|--|
| Digital SLR Camera | 18-55mm f/3.5-5.6 lens | 1100.00 | 20.00% | 880.00 | Canon EOS Rebel T1i | www.usa.canon.com |
|--------------------|------------------------|---------|--------|--------|---------------------|--|

Sensor: 15.1Mp CMOS
 Sensor
 Sensitivity: 100 - 3200 base (expand to 6400 and 12800)
 View screen: 3" LCD with live view
 Still formats: RAW, JPEG
 Video formats: 1080P, 780P
 HD video capture, VGA
 Video Format: Quicktime

Battery pack and charger

| | | | | | | | |
|------------------------------|--|---------|--------|---------|-----------|------------------|--|
| Conference Phone (analog) | Secure Conferencing | 499.99 | | 499.99 | ClearOne | Max- Wireless | www.clearone.com |
| | 150-foot Signal Range 8-hours of Talk Time High Quality Audio Loudspeaker Enhancement Full Duplex | | | | | | |
| DVD Player | Multi-format playback | 39.99 | 5.00% | 37.99 | Panasonic | DVD-S38 | www.panasonic.com/consumer |
| | Composite video output Component video output Formats supported: CD , CD-R , CD-RW , DVD , DVD+R , DVD+R DL , DVD+RW , DVD-R , DVD-R DL , DVD-RAM , DVD-RW , SVCD , Video CD, MP3, WMA Remote included Energy Star qualified | | | | | | |
| 25 in. Wide Floor Lectern | 48" height | 2946.00 | 20.00% | 2356.80 | Da-Lite | Cambridge | www.da-lite.com |
| | Wood construction with veneer finish High intensity reading light LED digital clock/timer with countdown capability Storage shelf Heavy duty casters for moving | | | | | | |

**RFP 2011-09 (APPENDIX C)
AUDIO VISUAL SERVICES INCLUDING MAINTENANCE**

Note: All costs include eVA and IFA fees.

| | Description | Price (List as either hourly or fixed) | Net Cost to the Commonwealth |
|---|--|---|-------------------------------------|
| Systems Engineering | System Design Audio/Video Requirements with specific equipment and technical applications. Review, improve and approve technical design and implementation and drawings if needed. | \$ 187.50 | \$ 165.00 |
| Project Management | Responsible for interfacing with Client and Management of System Projects. | \$ 187.50 | \$ 165.00 |
| Digital Media Technical (ACSR, Facillis and/or FCP) Service On-Site and/or In-House | Provides Technical Expertise in Performance and configuration of NLE, Digital Storage and Production Systems | \$ 187.50 | \$ 165.00 |
| Systems Installation | Provides Technical Expertise in Installation and configuration of NLE, Digital Storage and Production Systems. | \$ 187.50 | \$ 165.00 |
| Training | Provides Operational Training by Factory Trained Technicians | \$ 187.50 | \$ 165.00 |

