

**RFP 2011-09 (Exhibit C)
AUDIO VISUAL PRODUCTS**

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

Note: If no Academic Discount is available then enter discount entered in Commonwealth Discount

Vendor (OEM)	Category (i.e. accessories, mixers, cases, projectors, etc)	Product Type	Minimum Commonwealth Percentage Discount from List	Minimum Academic Percentage Discount from List
Accom	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	10%	10%
Accordent	Streaming devices	All product (hardware, software), maintenance, and support in this product category	10%	10%
Acoustical Solutions	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	7%	7%
ADC Telecommunications	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	10%	10%
Adtec	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%	5%
AKG Acoustics	Audiovisual - Microphones	All product (hardware, software), maintenance, and support in this product category	15%	15%
Alcom McBride	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	8%	8%
Altec Lansing	Audiovisual - Speakers	All product (hardware, software), maintenance, and support in this product category	22%	22%
Altinex	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	18%	18%

AMX	Audiovisual - Control Systems	All product (hardware, software), maintenance, and support in this product category	39%	39%
Analog Way	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	16%	16%
Anchor	Audiovisual - Speakers	All product (hardware, software), maintenance, and support in this product category	26%	26%
Anton Bauer	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	10%	10%
Anvil Cases	Audiovisual - Cases	All product (hardware, software), maintenance, and support in this product category	10%	10%
Arri	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	10%	10%
Ashly Audio	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	25%	25%
Aspen Electronics	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	15%	15%
ATI	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	5%	5%
Atlas Soundolier	Audiovisual - Speakers	All product (hardware, software), maintenance, and support in this product category	28%	28%
ATS	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	10%	10%
Audio -Technica	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	18%	18%

Audio-Technica	Audiovisual - Microphones	All product (hardware, software), maintenance, and support in this product category	18%	18%
Audio-Technica	Audiovisual - Portable Wired Microphones	All product (hardware, software), maintenance, and support in this product category	49%	49%
Audiotrak	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	13%	13%
Audiotrak	Audiovisual - Speakers	All product (hardware, software), maintenance, and support in this product category	20%	20%
Aurora Multimedia	Audiovisual - Control Systems	All product (hardware, software), maintenance, and support in this product category	10%	10%
Autopatch	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	39%	39%
Avocent	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	10%	10%
AVTEQ	Furniture - AV and VTC (Carts, Lecterns, etc.)	All product (hardware, software), maintenance, and support in this product category	20%	20%
Axis TV	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	10%	10%
Bag End	Audiovisual - Speakers	All product (hardware, software), maintenance, and support in this product category	28%	28%
Barco	Accessories	All product (hardware, software), maintenance, and support in this product category	10%	10%
Barco	Audiovisual - Projectors (installed - larger than 7 lbs)	All product (hardware, software), maintenance, and support in this product category	21%	21%

Barco	Audiovisual - Video Walls	All product (hardware, software), maintenance, and support in this product category	12%	12%
BEI	Audiovisual - Projection Screens (wall)	All product (hardware, software), maintenance, and support in this product category	18%	18%
BEI	Furniture - AV and VTC (Carts, Lecterns, etc.)	All product (hardware, software), maintenance, and support in this product category	18%	18%
Belkin	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	20%	20%
Beyer	Audiovisual - Microphones	All product (hardware, software), maintenance, and support in this product category	15%	15%
Bi-Tronics Inc.	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	15%	15%
Blonder Tongue	Audiovisual - Broadband Distribution	All product (hardware, software), maintenance, and support in this product category	15%	15%
Blue Line	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%	5%
Bogen Communications	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	18%	18%
Bogen Photo Corp.	Audiovisual - Tripods	All product (hardware, software), maintenance, and support in this product category	20%	20%
Bretford	Audiovisual - Projection Screens (wall)	All product (hardware, software), maintenance, and support in this product category	25%	25%
Bretford	Furniture - AV and VTC (Carts, Lecterns, etc.)	All product (hardware, software), maintenance, and support in this product category	20%	20%

Bright Line	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	5%	5%
Brown Innovations	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	5%	5%
BUF	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%	5%
Buhl/Navitar	Audiovisual - Camcorders and lenses	All product (hardware, software), maintenance, and support in this product category	12%	12%
Calzone Cases	Audiovisual - Cases	All product (hardware, software), maintenance, and support in this product category	10%	10%
Camera Support International	Audiovisual - Tripods	All product (hardware, software), maintenance, and support in this product category	20%	20%
Camplex	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%	5%
Canon	Accessories	All product (hardware, software), maintenance, and support in this product category	10%	10%
Canon	Audiovisual - Camcorders and lenses	All product (hardware, software), maintenance, and support in this product category	15%	15%
Canon	Audiovisual - Document Cameras	All product (hardware, software), maintenance, and support in this product category	19%	19%
Canon	Audiovisual - Projectors (installed - - larger than 7 lbs)	All product (hardware, software), maintenance, and support in this product category	16%	16%
Canon	Audiovisual - SLR Camera	All product (hardware, software), maintenance, and support in this product category	18%	18%

Cartoni USA	Audiovisual - Tripods	All product (hardware, software), maintenance, and support in this product category	15%	15%
Century Precision Optics	Audiovisual - Camcorders and lenses	All product (hardware, software), maintenance, and support in this product category	10%	10%
Chief Mfg.	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	34%	34%
Christie Digital	Accessories	All product (hardware, software), maintenance, and support in this product category	10%	10%
Christie Digital	Audiovisual - Projectors (installed - larger than 7 lbs)	All product (hardware, software), maintenance, and support in this product category	30%	30%
Christie Digital	Audiovisual - Video Walls	All product (hardware, software), maintenance, and support in this product category	10%	10%
Chugai Boyeki (America)	Audiovisual - Camcorders and lenses	All product (hardware, software), maintenance, and support in this product category	15%	15%
Chyron Corp.	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	12%	12%
Cisco	Videoconferencing/ Telepresence	Legacy Tandberg Hardware/Software	30%	30%
Cisco	Videoconferencing/ Telepresence	Legacy Cisco CTS products	23%	23%
Cisco	Videoconferencing/ Telepresence	Cisco maintenance	5%	5%
Cisco	Videoconferencing/ Telepresence	All Cisco branded services, installation and training	0%	0%
Cisco	Videoconferencing/ Telepresence	All other Cisco products not in categories listed above	5%	5%

Clarity	Accessories	All product (hardware, software), maintenance, and support in this product category	10%	10%
Clarity	Audiovisual - LCD Monitors (large--over 30")	All product (hardware, software), maintenance, and support in this product category	21%	21%
Clarity	Audiovisual - Video Walls	All product (hardware, software), maintenance, and support in this product category	13%	13%
Clearcom	Audiovisual - Microphones	All product (hardware, software), maintenance, and support in this product category	10%	10%
Clearcom	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%	5%
ClearOne	Accessories	All product (hardware, software), maintenance, and support in this product category	5%	5%
ClearOne	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	13%	13%
ClearOne	Audiovisual - Tabletop Conferencing	All product (hardware, software), maintenance, and support in this product category	36%	36%
Clock Audio	Audiovisual - Microphones	All product (hardware, software), maintenance, and support in this product category	22%	22%
Codian	Streaming devices	All product (hardware, software), maintenance, and support in this product category	15%	15%
Codian	Videoconferencing	All product (hardware, software), maintenance, and support in this product category	15%	15%
Communications Specialities	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	15%	15%

Compix Media	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%	5%
Comprehensive	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	5%	5%
Crestron	Audiovisual - Control Systems	All product (hardware, software), maintenance, and support in this product category	38%	38%
Crestron	Audiovisual - Digital Media	All product (hardware, software), maintenance, and support in this product category	38%	38%
Crestron	Audiovisual - Control Systems (Media Manager)	All product (hardware, software), maintenance, and support in this product category	38%	38%
Crown	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	22%	22%
Crown	Audiovisual - Microphones	All product (hardware, software), maintenance, and support in this product category	35%	35%
Dalet	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%	5%
Dalite	Audiovisual - Projection Screens Electric/Manual	All product (hardware, software), maintenance, and support in this product category	21%	21%
Dalite	Audiovisual - Projection Screens Portable	All product (hardware, software), maintenance, and support in this product category	41%	41%
Dalite	Audiovisual- Lecterns/Cabinets	All product (hardware, software), maintenance, and support in this product category	41%	41%
DBX Professional Products	Audiovisual - Microphones	All product (hardware, software), maintenance, and support in this product category	10%	10%

Denon/Marantz	Audiovisual - CD Players/Recorders	All product (hardware, software), maintenance, and support in this product category	16%	16%
Denon/Marantz	Audiovisual - DVD Players/Recorders	All product (hardware, software), maintenance, and support in this product category	25%	25%
Denon/Marantz	Audiovisual - Portable Recorders	All product (hardware, software), maintenance, and support in this product category	29%	29%
Digital Projection	Audiovisual - Projectors (installed - larger than 7 lbs)	All product (hardware, software), maintenance, and support in this product category	16%	16%
Digital Projections	Accessories	All product (hardware, software), maintenance, and support in this product category	10%	10%
DNF Controls	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	10%	10%
Draper	Audiovisual - Projection Screens (wall)	All product (hardware, software), maintenance, and support in this product category	27%	27%
Draper	Audiovisual - Portable Screens	All product (hardware, software), maintenance, and support in this product category	14%	14%
EAW	Audiovisual - Speakers	All product (hardware, software), maintenance, and support in this product category	23%	23%
Echolab	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%	5%
Eiki	Audiovisual - Overhead Projectors	All product (hardware, software), maintenance, and support in this product category	30%	30%
Electrovoice	Audiovisual - Microphones	All product (hardware, software), maintenance, and support in this product category	25%	25%

Elmo	Audiovisual - Document Cameras	All product (hardware, software), maintenance, and support in this product category	23%	23%
Elmo	Audiovisual - Overhead Projectors	All product (hardware, software), maintenance, and support in this product category	28%	28%
Epson	Accessories	All product (hardware, software), maintenance, and support in this product category	10%	10%
Epson	Audiovisual - Projectors (installed - larger than 7 lbs)	All product (hardware, software), maintenance, and support in this product category	25%	25%
Epson	Audiovisual - Projectors (portable -- 7lbs or less)	All product (hardware, software), maintenance, and support in this product category	20%	20%
ESE	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%	5%
ETA Systems	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	10%	10%
Evans	Furniture - AV and VTC (Carts, Lecterns, etc.)	All product (hardware, software), maintenance, and support in this product category	8%	8%
Evertz	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	6%	6%
Extron	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	36%	36%
Extron	Cables and Connectors	All product (hardware, software), maintenance, and support in this product category	34%	34%

FEC	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	7%	7%
Fiber Options Inc.	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	10%	10%
Fleetwood	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	8%	8%
Focus Enhancements	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	15%	15%
FOR-A	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%	5%
Force Inc.	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	10%	10%
Forecast Consoles	Furniture - AV and VTC (Carts, Lecterns, etc.)	All product (hardware, software), maintenance, and support in this product category	5%	5%
Fostex Communications	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	15%	15%
Fred	Audiovisual - Video Walls	All product (hardware, software), maintenance, and support in this product category	5%	5%
Freeburger Consoles	Furniture - AV and VTC (Carts, Lecterns, etc.)	All product (hardware, software), maintenance, and support in this product category	10%	10%
FSR Inc.	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	10%	10%
Fujinon Inc.	Audiovisual - Camcorders and lenses	All product (hardware, software), maintenance, and support in this product category	15%	15%

Fujitsu	Audiovisual - Plasma Screens	All product (hardware, software), maintenance, and support in this product category	18%	18%
Furman	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	22%	22%
Genelec	Audiovisual - Microphones	All product (hardware, software), maintenance, and support in this product category	5%	5%
Global Streams	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	10%	10%
Hamlet	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%	5%
Hardwood Concepts	Furniture - AV and VTC (Carts, Lecterns, etc.)	All product (hardware, software), maintenance, and support in this product category	8%	8%
Hitachi	Accessories	All product (hardware, software), maintenance, and support in this product category	10%	10%
Hitachi	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	12%	12%
Hitachi Denshi	Audiovisual - Camcorders and lenses	All product (hardware, software), maintenance, and support in this product category	12%	12%
Hitachi Software	Audiovisual - Electronic Whiteboards	All product (hardware, software), maintenance, and support in this product category	15%	15%
Horita	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%	5%
Hotronics	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	10%	10%

IDX Technology	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	15%	15%
Ikegami Broadcast Monitors	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	10%	10%
InFocus/Proxima	Accessories	All product (hardware, software), maintenance, and support in this product category	10%	10%
InFocus/Proxima	Audiovisual - Projectors (installed - larger than 7 lbs)	All product (hardware, software), maintenance, and support in this product category	26%	26%
InFocus/Proxima	Audiovisual - Projectors (portable -- 7lbs or less)	All product (hardware, software), maintenance, and support in this product category	11%	11%
Inova	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	10%	10%
Inscriber	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%	5%
Interlink Electronics	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	7%	7%
Ivie Technologies Inc.	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	5%	5%
JBL	Audiovisual - Speakers	All product (hardware, software), maintenance, and support in this product category	26%	26%
Jelco Inc.	Audiovisual - Cases	All product (hardware, software), maintenance, and support in this product category	10%	10%

Juice Goose	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	18%	18%
Jupiter	Audiovisual - Video Walls	All product (hardware, software), maintenance, and support in this product category	10%	10%
JVC	Accessories	All product (hardware, software), maintenance, and support in this product category	10%	10%
JVC	Audiovisual - Camcorders and lenses	All product (hardware, software), maintenance, and support in this product category	14%	14%
JVC	Audiovisual - Document Cameras	All product (hardware, software), maintenance, and support in this product category	19%	19%
JVC	Audiovisual - LCD Monitors (small-- 30" or less)	All product (hardware, software), maintenance, and support in this product category	9%	9%
JVC	Audiovisual - Televisions and Monitors	All product (hardware, software), maintenance, and support in this product category	12%	12%
JVC	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	14%	14%
K & H Products	Audiovisual - Cases	All product (hardware, software), maintenance, and support in this product category	8%	8%
Kangaroo	Audiovisual - Cases	All product (hardware, software), maintenance, and support in this product category	5%	5%
Kata	Audiovisual - Cases	All product (hardware, software), maintenance, and support in this product category	5%	5%
Key West	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	10%	10%

Kodak	Audiovisual - Slide Projectors	All product (hardware, software), maintenance, and support in this product category	10%	10%
Kramer	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	13%	13%
KSI	Audiovisual - Speakers	All product (hardware, software), maintenance, and support in this product category	33%	33%
KSI	Furniture - AV and VTC (Carts, Lecterns, etc.)	All product (hardware, software), maintenance, and support in this product category	31%	31%
Laird	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	10%	10%
Leader Instruments	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	7%	7%
Leightronix	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%	5%
Leitch	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	10%	10%
LG	Accessories	All product (hardware, software), maintenance, and support in this product category	15%	15%
LG	Audiovisual - Plasma Screens	All product (hardware, software), maintenance, and support in this product category	25%	25%
LG	Audiovisual - LCD Monitors	All product (hardware, software), maintenance, and support in this product category	20%	20%
Liebert Control Concepts	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	7%	7%

Lifesize	Videoconferencing/ Telepresence	Code A, Lifesize VTC Endpoints	22%	22%
Lifesize	Videoconferencing/ Telepresence	Codes C,D & E, All Lifesize Services, Accessories and Peripheral products	0%	0%
Lifesize	Videoconferencing/ Telepresence	Code B & F, Lifesize Miscellaneous products	12%	12%
Lifesize	Videoconferencing/ Telepresence	Code G, Lifesize Executive Desktops etc	17%	17%
Link Electronics	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	10%	10%
Linksys	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	5%	5%
Lowell Manufacturing	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	10%	10%
Lumens	Audiovisual - Document Cameras	All product (hardware, software), maintenance, and support in this product category	21%	21%
Lutron	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	12%	12%
Luxor	Furniture - AV and VTC (Carts, Lecterns, etc.)	All product (hardware, software), maintenance, and support in this product category	15%	15%
Mackie	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	10%	10%
Magenta Research	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	8%	8%
Magni	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	10%	10%

Marshall Electronics	Audiovisual - Televisions and Monitors	All product (hardware, software), maintenance, and support in this product category	13%	13%
Marshall Furniture	Furniture - AV and VTC (Carts, Lecterns, etc.)	All product (hardware, software), maintenance, and support in this product category	10%	10%
Matthews Studio Equipment	Audiovisual - Tripods	All product (hardware, software), maintenance, and support in this product category	10%	10%
Middle Atlantic Products	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	33%	33%
Miller Fluid Heads	Audiovisual - Tripods	All product (hardware, software), maintenance, and support in this product category	10%	10%
Miranda	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%	5%
Mitsubishi	Accessories	All product (hardware, software), maintenance, and support in this product category	10%	10%
Mitsubishi	Audiovisual - LCD Monitors (large--over 30")	All product (hardware, software), maintenance, and support in this product category	18%	18%
Mitsubishi	Audiovisual - Projectors (installed - larger than 7 lbs)	All product (hardware, software), maintenance, and support in this product category	36%	36%
Mitsubishi	Audiovisual - Projectors (portable -- 7lbs or less)	All product (hardware, software), maintenance, and support in this product category	36%	36%
Mitsubishi	Audiovisual - Video Walls	All product (hardware, software), maintenance, and support in this product category	14%	14%

Modulation Sciences	Audiovisual - Broadband Distribution	All product (hardware, software), maintenance, and support in this product category	10%	10%
Nady Systems Inc.	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	15%	15%
Nady Systems Inc.	Audiovisual - Microphones	All product (hardware, software), maintenance, and support in this product category	15%	15%
NEC	Accessories	All product (hardware, software), maintenance, and support in this product category	10%	10%
NEC	Audiovisual - LCD Monitors (large--over 30")	All product (hardware, software), maintenance, and support in this product category	23%	23%
NEC	Audiovisual - Projectors (installed - - larger than 7 lbs)	All product (hardware, software), maintenance, and support in this product category	30%	30%
NEC	Audiovisual - Projectors (portable -- 7lbs or less)	All product (hardware, software), maintenance, and support in this product category	20%	20%
Niles	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	5%	5%
Oconnor Camera Support	Audiovisual - Tripods	All product (hardware, software), maintenance, and support in this product category	15%	15%
Olympic Case Company	Audiovisual - Cases	All product (hardware, software), maintenance, and support in this product category	10%	10%
Omneon Video Networks	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%	5%

Omnimount Systems	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	8%	8%
Omnivex	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	2%	2%
On-Air Systems	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%	5%
Onkyo	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	17%	17%
Optelecom	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	20%	20%
Optibase	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	12%	12%
Opticomm	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	5%	5%
Optivision	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%	5%
Orban	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	5%	5%
Panasonic	Accessories	All product (hardware, software), maintenance, and support in this product category	10%	10%
Panasonic	Audiovisual - Camcorders and lenses	All product (hardware, software), maintenance, and support in this product category	18%	18%
Panasonic	Audiovisual - DVD Players/Recorders	All product (hardware, software), maintenance, and support in this product category	11%	11%

Panasonic	Audiovisual - Plasma Screens	All product (hardware, software), maintenance, and support in this product category	15%	15%
Panasonic	Audiovisual - Televisions and Monitors	All product (hardware, software), maintenance, and support in this product category	16%	16%
Panasonic	Audiovisual - Projectors (installed - larger than 7 lbs)	All product (hardware, software), maintenance, and support in this product category	38%	38%
Panasonic	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%	5%
Panasonic	Audiovisual - Panboards	All product (hardware, software), maintenance, and support in this product category	33%	33%
Panorama DTV	Audiovisual - Televisions and Monitors	All product (hardware, software), maintenance, and support in this product category	10%	10%
Paso	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	20%	20%
Peavey	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	32%	32%
Peerless Industries	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	10%	10%
Pelco	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	10%	10%
Philips	Audiovisual - Televisions and Monitors	All product (hardware, software), maintenance, and support in this product category	13%	13%
Pinnacle	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%	5%

Pioneer	Audiovisual - DVD Players/Recorders	All product (hardware, software), maintenance, and support in this product category	24%	24%
Pioneer	Audiovisual - Plasma Screens	All product (hardware, software), maintenance, and support in this product category	26%	26%
Pioneer	Audiovisual - Speakers	All product (hardware, software), maintenance, and support in this product category	30%	30%
Polycom	Videoconferencing/ Telepresence	DC2,Global Services Products, PLC	0%	0%
Polycom	Videoconferencing/ Telepresence	DC4,Global Services Products	2%	2%
Polycom	Videoconferencing/ Telepresence	DC6,Video, Audio Accessories, VSX Accessories	7%	7%
Polycom	Videoconferencing/ Telepresence	DC8,SoundPoint Pro SE-220, SoundPoint Pro SE-225,VoiceStation 100	12%	12%
Polycom	Videoconferencing/ Telepresence	DC10,GMS, PCS, PathNav, Polycom Conference Suite, Via Video, VS SP and EX, VS 4000 Exec Collection, iPower 9000 Exec Collection, WebOffice	17%	17%
Polycom	Videoconferencing/ Telepresence	DC12,iPower 9000, MGC 25, VSX 7000, Vortex	22%	22%
Polycom	Videoconferencing/ Telepresence	DC14,SoundPoint IP, MGC 50/100, WebOffice, Web Commander	27%	27%
Polycom	Videoconferencing/ Telepresence	DC16,SoundStation IP	30%	30%
Polycom	Videoconferencing/ Telepresence	DC16,Transitional - SoundStation Premier, SoundStation VTX 1000, Soundstation	30%	30%
Polycom	Videoconferencing/ Telepresence	DC16,Transitional - FX, VS4000, MP, 323, VS128, Modules	30%	30%
Polycom	Videoconferencing/ Telepresence	DC99,Accessories - All Divisions, Global Service Products	0%	0%
Polyvision	Audiovisual - Electronic Whiteboards	All product (hardware, software), maintenance, and support in this product category	10%	10%

Premier	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	39%	39%
Probel	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	8%	8%
Proco	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	20%	20%
Progressive Marketing	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	12%	12%
QSC	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	22%	22%
QSC	Audiovisual - Speakers	All product (hardware, software), maintenance, and support in this product category	22%	22%
QTV	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%	5%
Quartet Manufacturing	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	10%	10%
Quickset International	Audiovisual - Tripods	All product (hardware, software), maintenance, and support in this product category	15%	15%
Radio Design Labs	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	12%	12%
Radvision	Videoconferencing	All product (hardware, software), maintenance, and support in this product category	15%	15%
Rane Corporation	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	8%	8%

RCI	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	5%	5%
RGB Spectrum	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	12%	12%
Ross Video Ltd.	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	10%	10%
Sabine	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	22%	22%
Sachtler	Audiovisual - Tripods	All product (hardware, software), maintenance, and support in this product category	15%	15%
Samson Technologies	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	15%	15%
Samson Technologies	Audiovisual - Microphones	All product (hardware, software), maintenance, and support in this product category	18%	18%
Samsung	Accessories	All product (hardware, software), maintenance, and support in this product category	16%	16%
Samsung	Audiovisual - LCD Monitors (large--over 30")	All product (hardware, software), maintenance, and support in this product category	18%	18%
Samsung	Audiovisual - LCD Monitors (small-- 30" or less)	All product (hardware, software), maintenance, and support in this product category	14%	14%
Samsung	Audiovisual - Plasma Screens	All product (hardware, software), maintenance, and support in this product category	28%	28%
Sanyo	Accessories	All product (hardware, software), maintenance, and support in this product category	25%	25%

Sanyo	Audiovisual - Projectors (installed - larger than 7 lbs)	All product (hardware, software), maintenance, and support in this product category	30%	30%
Sanyo	Audiovisual - Projectors (portable 7lbs or less)	All product (hardware, software), maintenance, and support in this product category	24%	24%
Scala	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%	5%
Sennheiser	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	27%	27%
Sennheiser	Audiovisual - Microphones	All product (hardware, software), maintenance, and support in this product category	22%	22%
Sharp	Accessories	All product (hardware, software), maintenance, and support in this product category	10%	10%
Sharp	Audiovisual - LCD Monitors (large--over 30")	All product (hardware, software), maintenance, and support in this product category	18%	18%
Sharp	Audiovisual - Projectors (installed - larger than 7 lbs)	All product (hardware, software), maintenance, and support in this product category	30%	30%
Shure	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	18%	18%
Shure	Audiovisual - Microphones	All product (hardware, software), maintenance, and support in this product category	18%	18%
Sigma Electronics	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	10%	10%

Sirtage Inc.	Audiovisual - Cases	All product (hardware, software), maintenance, and support in this product category	12%	12%
Smart Technologies	Accessories	All product (hardware, software), maintenance, and support in this product category	5%	5%
Smart Technologies	Audiovisual - Electronic Whiteboards (training)	All product (hardware, software), maintenance, and support in this product category	5%	5%
Smart Technologies	Audiovisual - Electronic Whiteboards	All product (hardware, software), maintenance, and support in this product category	20%	27%
Sonic Alarm	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	10%	10%
Sonic Foundry	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	7%	7%
Sonic Foundry	Streaming devices	All product (hardware, software), maintenance, and support in this product category	7%	7%
Sony	Accessories	All product (hardware, software), maintenance, and support in this product category	10%	10%
Sony	Audiovisual - Camcorders and lenses	All product (hardware, software), maintenance, and support in this product category	14%	14%
Sony	Audiovisual - CD Players/Recorders	All product (hardware, software), maintenance, and support in this product category	15%	15%
Sony	Audiovisual - LCD Monitors (large--over 30")	All product (hardware, software), maintenance, and support in this product category	23%	23%
Sony	Audiovisual - Microphones	All product (hardware, software), maintenance, and support in this product category	22%	22%

Sony	Audiovisual - Plasma Screens	All product (hardware, software), maintenance, and support in this product category	23%	23%
Sony	Audiovisual - Projectors (installed - larger than 7 lbs)	All product (hardware, software), maintenance, and support in this product category	27%	27%
Sony	Audiovisual - Projectors (portable -- 7lbs or less)	All product (hardware, software), maintenance, and support in this product category	24%	24%
Sony	Audiovisual - Televisions and Monitors	All product (hardware, software), maintenance, and support in this product category	17%	17%
Sony	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%	5%
Sony	Videoconferencing/ Telepresence	All product (hardware, software), maintenance, and support in this product category	10%	10%
Sound-Craft Systems	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	5%	5%
SP Control	Audiovisual - Control Systems	All product (hardware, software), maintenance, and support in this product category	22%	22%
Spectrum	Furniture - AV and VTC (Carts, Lecterns, etc.)	All product (hardware, software), maintenance, and support in this product category	39%	39%
Stewart	Audiovisual - Projection Screens (wall)	All product (hardware, software), maintenance, and support in this product category	17%	17%
Sundance Digital	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%	5%

SurgeX	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	14%	14%
Symetrix	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	17%	17%
Tandberg	Videoconferencing/ Telepresence	Legacy Tandberg Hardware/Software	30%	30%
Tandberg	Videoconferencing/ Telepresence	Legacy Cisco CTS products	23%	23%
Tandberg	Videoconferencing/ Telepresence	Cisco maintenance	5%	5%
Tandberg	Videoconferencing/ Telepresence	All Cisco branded services, installation and training	0%	0%
Tandberg	Videoconferencing/ Telepresence	All other Cisco products not in categories listed above	5%	5%
Tannoy	Audiovisual - Speakers	All product (hardware, software), maintenance, and support in this product category	11%	11%
Tascam	Audiovisual - CD Players/Recorders	All product (hardware, software), maintenance, and support in this product category	17%	17%
Tascam	Audiovisual - DVD Players/Recorders	All product (hardware, software), maintenance, and support in this product category	20%	20%
Teac America	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	8%	8%
Tech Panel	Audiovisual - LCD Monitors (large--over 30")	All product (hardware, software), maintenance, and support in this product category	5%	5%
TecNec	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	5%	5%
Tektronix	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%	5%

Telemetrys	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	9%	9%
Telestream	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%	5%
Telex RTS	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	10%	10%
Tiffen Manufacturing	Audiovisual - Camcorders and lenses	All product (hardware, software), maintenance, and support in this product category	20%	20%
TOA	Audiovisual - Audio Amplifiers and Mixers	All product (hardware, software), maintenance, and support in this product category	33%	33%
Triad	Audiovisual - Speakers	All product (hardware, software), maintenance, and support in this product category	30%	30%
TV One	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%	5%
Ultimatte	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%	5%
US Case	Audiovisual - Cases	All product (hardware, software), maintenance, and support in this product category	10%	10%
Ushio America	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	20%	20%
Vaddio	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	17%	17%
Vansan Corporation	Furniture - AV and VTC (Carts, Lecterns, etc.)	All product (hardware, software), maintenance, and support in this product category	10%	10%

V-Brick	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	10%	10%
Velbon	Audiovisual - Tripods	All product (hardware, software), maintenance, and support in this product category	10%	10%
VFI	AV Accessories Furniture - AV and	VFI Accessories	25%	25%
VFI	VTC (Carts, Lecterns, etc.)	Carts and Furniture	35%	35%
VGO	Videoconferencing/ Telepresence	All product (hardware, software), maintenance, and support in this product category	5%	5%
Video Accessory Corp.	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	10%	10%
Videotek	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	10%	10%
Vidyo	Videoconferencing/ Telepresence	All product (hardware, software)in this product category	7%	7%
Vidyo	Videoconferencing/ Telepresence	All Vidyo Services	0%	0%
Viking Cases	Audiovisual - Cases	All product (hardware, software), maintenance, and support in this product category	10%	10%
Vinten	Audiovisual - Tripods	All product (hardware, software), maintenance, and support in this product category	10%	10%
Vutec	Audiovisual - Projection Screens (wall)	All product (hardware, software), maintenance, and support in this product category	18%	18%
Wacom Technologies	Audiovisual - Electronic Whiteboards	All product (hardware, software), maintenance, and support in this product category	5%	5%

Whirlwind	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	9%	9%
Whitlock	Services	Whitlock Equipment Rentals	30%	30%
Whitlock	Services	Products and services for manufacturers not specifically listed on VITA	5%	5%
Whitlock	Services	Managed Services	5%	5%
Whitlock	Services	All Whitlock Branded Services and Support Packages	5%	5%
Whitlock	Services - Integration and Installation Services	Sr Consultant (Design and CAD) Hourly Rate:	\$95/hour	\$95/hour
Whitlock	Services - Integration and Installation Services	Sr. Consultant (Design and CAD) Daily Rate:	\$760/day	\$760/day
Whitlock	Services - Integration and Installation Services	Consultant (Systems Programming) Hourly Rate:	\$95/hour	\$95/hour
Whitlock	Services - Integration and Installation Services	Consultant (Systems Programming) Daily Rate:	\$760/day	\$760/day
Whitlock	Services - Integration and Installation Services	Other - Service (Normal Business Hours) Hourly Rate	\$75/hour	\$75/hour
Whitlock	Services - Integration and Installation Services	Other - Premium Service (After Normal Business Hours) Hourly Rate	\$112/hour	\$112/hour
Whitlock	Services - Integration and Installation Services	Other - Training Hourly Rate	\$75/hour	\$75/hour

Whitlock	Services - Integration and Installation Services	Other - Rental Setup and Event Production Hourly Rate	\$55/hour	\$55/hour
Wiko Ltd.	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	20%	20%
Winsted Corp.	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	12%	12%
Wireless Computing	Audiovisual - Integration Devices	All product (hardware, software), maintenance, and support in this product category	15%	15%
Wohler	Audiovisual - Speakers	All product (hardware, software), maintenance, and support in this product category	12%	12%
Wolf Vision	Audiovisual - Document Cameras	All product (hardware, software), maintenance, and support in this product category	18%	18%
Xantech	Audiovisual - Control Systems	All product (hardware, software), maintenance, and support in this product category	20%	20%
Zandar	Broadcast Television Equipment	All product (hardware, software), maintenance, and support in this product category	5%	5%

NOTES:

- 1.) Installation, training, maintenance options, and on-site support services are NOT included unless specifically listed on the Whitlock Quotation.
- 2.) Price offered includes freight (FOB Destination) as requested by the state bid.
- 3.) Discount offered per current vendor List Price sheet.

**RFP 2011-09 (Exhibit 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	\$ 2,399.00	26.00%	\$ 1,775.26	InFocus	IN5102	infocus.com
Projector Screen	Viewing area: 60" x 80" Diagonal measure: 100" Surface: Matte White Design: Pneumatic scissor mechanism for raising and lowering the screen surface; lifts up and out of its sleek aluminum case and is ready to use in seconds	\$ 740.00	41.00%	\$ 436.60	Da-Lite	87063	Da-Lite.com
USB Microphone	Side-address studio condenser with USB digital output (Windows and Mac compatible) Bit Depth: 16 bit Sample Rate: 44.1 kHz	\$ 249.00	49.00%	\$ 126.99	Audio Technica	AT2020 USB	audio-technica.com

**RFP 2011-09 (Exhibit 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
	Includes tripod desk stand, pivoting stand mount, USB cable & storage pouch						
Digital Audio Recorder Portable	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	\$ 699.00	29.00%	\$ 496.29	Marantz	PMD660	d-mpro.com
Electronic White Board	Diagonal size: 62" Optional Rolling stand Color scanning capability Plain Paper printer USB interface; document management software included 1716 Sq. in. copy area 3 markers, 1 eraser	\$ 2,565.00	33.00%	\$ 1,718.55	Panasonic	UB-7325	panasonic.com
Plasma HD Flat Panel Display	Commercial grade 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	\$ 2,699.99	28.00%	\$ 1,943.99	Samsung	PN58C7000	samsung.com/us

**RFP 2011-09 (Exhibit 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
Digital SLR Camera	Contrast Ratio: 5,000,000:1 Built-in speakers: 16 W 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	\$ 749.99	18.00%	\$ 614.99	Canon	EOS Rebel T1i	usa.canon.com
Conference Phone (analog)	Secure Conferencing 150-foot Signal Range 8-hours of Talk Time High Quality Audio Loudspeaker Enhancement Full Duplex	\$ 599.00	36.00%	\$ 383.36	ClearOne	910-158-400	clearone.com
DVD Player	Multi-format playback 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	\$ 39.95	11.00%	\$ 35.56	Panasonic	DVD-S38	2.panasonic.com

**RFP 2011-09 (Exhibit 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
25 in. Wide Floor Lectern	48" height Wood construction with veneer finish High intensity reading light LED digital clock/timer with countdown capability Storage shelf Heavy duty casters for moving	\$ 1,838.00	41.00%	\$ 1,084.42	Da-Lite	98105	Da-Lite.com

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

Note: All costs include eVA and IFA fees.

Description	Price (List as either hourly or fixed)
Sr Consultant (Design and CAD) Hourly Rate:	\$95/hour
Sr. Consultant (Design and CAD) Daily Rate:	\$760/day
Consultant (Systems Programming) Hourly Rate:	\$95/hour
Consultant (Systems Programming) Daily Rate:	\$760/day
Other - Service (Normal Business Hours) Hourly Rate	\$75/hour
Other - Premium Service (After Normal Business Hours) Hourly Rate	\$112/hour
Other - Training Hourly Rate	\$75/hour
Other - Rental Setup and Event Production Hourly Rate	\$55/hour