

EXHIBIT C - Pricing Sheet
BT Response to VITA RFP RFP 2016-04-R



BT Pricing Notes

The following caveats and assumptions apply to BT's proposal:

- USD currency, US customer
- 2 year term with up to three 1 year renewals
- BT's pricing is subject to BT's proposal and contract negotiation
- Additional service specific terms and conditions may apply depending on the final solution agreed with the Authorized User, flow down terms from BT's supplier, and mutually agreed upon changes to the contract
- MSRP list pricing will be provided upon request. Most OEM's do not publish list pricing on a public website. Additionally, only certified partners are allocated log-in's to obtain the rates. Account Manager will manage the Catalog document for the term of the contract.
- Pricing specific to the products and services provided from identified suppliers. Additional pricing provided upon request.
- Video Install charged separately; quote price dependent on Authorized User A/V requirements and therefore cannot be included in Equipment price, as requested
- Line 14 in, "AV Production Services Price Li" tab refers to custom pricing. As each opportunity is unique, pricing may vary. Discounts may be offered for multiple contracted events in a calendar year & therefore would be custom in nature per the number of recurring events, size of the events, duration of the events, etc.

- Marketing and Training priced upon request
- Project Management cost is included in price
- Service Agreement for additional services in support of the A/V solution will be required in all SOW's where the services are required
- In Reference to Item #11 in the, "Market Basket-AV PRODUCTS" tab, maintenance pricing for this specific item is not provided. When an item is incorporated into an overall solution, the maintenance package includes support for all items.
- In Reference to Item #12 in the, "Market Basket-AV PRODUCTS" tab, maintenance pricing for this specific item is not provided. When item is purchased as a standalone item, the manufacturing warranty is provided.

Audio Conferencing - Line 90, "AV Product Catalog Price List"

- Audio (Booked & MeetMe reservationless) discount applies to US domestic dial-in rates only. Global Access and Dial-out discounts provided upon request
- Audio feature pricing provided upon request
- Additional fees required for Audio Booked - Premium Automated services and will be presented in response to RFQ/SOW requirements, including no show/cancellation, underutilization and minimum commitment as described in the Service Schedule included in Appendix G of the RFP

Web Conferencing - Line 32, "AV Product Catalog Price List"

- WebEx services must be services provided by BT; pricing not confirmed until order is placed with Cisco
- Specific pricing for WebEx services custom quoted per RFQ/SOW as there are many options to meet VITA's web conferencing requirements
- GRA reseller pricing will be valid until BT reseller agreement is renewed. At that time, there will be a move to Annuity pricing and terms will be agreed when this occurs

Confidentiality Statement

The entire content of this Proposal is provided in confidence for the purposes of discussion between BT and VITA and shall not be used for any other purpose, and shall not be published or disclosed wholly or in part to any other party without BT's prior permission in writing, and shall be held in safe custody. By receiving BT's submission of this Proposal, VITA further agrees not to disclose the contents hereof internally other than to those of its agents, principals, representatives, consultants, or employees who need to know these contents for the purposes of VITA's evaluation of the Proposal. VITA agrees to inform such persons of the confidential nature of the contents hereof and to obtain their agreement to preserve the confidentiality hereof to the same extent as VITA. VITA further agrees to treat the confidential information contained herein with at least the same level of care as it takes with respect to its own confidential information, but in no event with less than reasonable care. Notwithstanding the foregoing, the contents of this Proposal may not be disclosed to any party or individual that derives a substantial portion of its revenues from the provision of products or services substantially similar to those addressed by this document. These obligations shall not apply to information which is published or becomes known legitimately from some source other than BT.

Proposal and Not an Offer of Contract

This Proposal is not an offer of contract, and only the execution of a written contract will obligate BT in accordance with the terms and conditions of such contract. Except as qualified herein, BT reserves the right to vary the terms of this Proposal in accordance with any changes in the specifications made by VITA. Submission of this Proposal by BT in no way conveys any right, title, interest or license in any intellectual property (including but not limited to patents, copyrights, trade secrets or trademarks) contained or embodied herein.

Contract Pricing

Prices presented in this response are exclusive of all taxes, fees, and surcharges, regulatory or otherwise, and any other governmental levies, imposts and duties or similar charges imposed upon the placement or use of the services to be provided.

Pricing Exhibit
RFP 2016-04-R
Audio Video Products

AV Product/Services Catalog - Price List

Supplier Name:	BT		
Submitted By:	Katherine Vito	phone: +1 410.360.5150	email: katherine.vito@bt.com

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

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

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

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

Comprehensive AV Product/Service Catalog Discount Price List

Brand/OEM/Category Fields		Government Discount from Index Price	Academic Discount from Index Price	Index Price List URL	
Brand	OEM/Manufacturer	Product Category			
Almo	Almo	All Products	5.0%	5.0%	See "BT Pricing Notes" tab
AMX	AMX	Control Panels	35.0%	35.0%	See "BT Pricing Notes" tab
AMX	AMX	Accessories	25.0%	25.0%	See "BT Pricing Notes" tab
AMD	AMD	Medical Instruments	7.0%	7.0%	See "BT Pricing Notes" tab
AMD	AMD	Medical Devices	3.0%	3.0%	See "BT Pricing Notes" tab
AMD	AMD	Software/Applications	10.0%	10.0%	See "BT Pricing Notes" tab
AMD	AMD	Accessories and Supplies	3.0%	3.0%	See "BT Pricing Notes" tab
AUDIO TECHNICA	AUDIO TECHNICA	Transmitters/Receivers	15.0%	15.0%	See "BT Pricing Notes" tab
AUDIO TECHNICA	AUDIO TECHNICA	Accessories	10.0%	10.0%	See "BT Pricing Notes" tab
AUDIO TECHNICA	AUDIO TECHNICA	Microphones	40.0%	40.0%	See "BT Pricing Notes" tab
Avizia	Avizia	Telemedicine	7.0%	7.0%	See "BT Pricing Notes" tab
Avteq	Avteq	Carts	35.0%	35.0%	See "BT Pricing Notes" tab
Avteq	Avteq	Racks/Mounts	30.0%	30.0%	See "BT Pricing Notes" tab
Avteq	Avteq	Accessories	20.0%	20.0%	See "BT Pricing Notes" tab

Barco	Barco	Projectors, Click Share	5.0%	5.0%	See "BT Pricing Notes" tab
B&H	B&H	Products, Cables & Accessories	3.0%	3.0%	See "BT Pricing Notes" tab
B&H	B&H	Cameras	15.0%	15.0%	See "BT Pricing Notes" tab
Chief	Chief	All Products	5.0%	5.0%	See "BT Pricing Notes" tab
Cisco	Cisco	End Points	3.0%	3.0%	See "BT Pricing Notes" tab
Cisco	Cisco	Cables, Software, Supporting Equipment	5.0%	5.0%	See "BT Pricing Notes" tab
Cisco	Cisco	Support Contract	5.0%	5.0%	See "BT Pricing Notes" tab
Cisco	Cisco	Infrastructure	15.0%	15.0%	See "BT Pricing Notes" tab
Cisco	Cisco	Web Conferencing - WebEx GRA	10.0%	10.0%	See "BT Pricing Notes" tab
CLEAR ONE	CLEAR ONE	Mixers & Accessories	20.0%	20.0%	See "BT Pricing Notes" tab
CRESTRON	CRESTRON	Control Panels	37.0%	37.0%	See "BT Pricing Notes" tab
CRESTRON	CRESTRON	Accessories	10.0%	10.0%	See "BT Pricing Notes" tab
CROWN	CROWN	Mics, Mixers & Amplifiers	12.0%	12.0%	See "BT Pricing Notes" tab
DALITE	DALITE	Screens, Products, Accessories	20.0%	20.0%	See "BT Pricing Notes" tab
DALITE	DALITE	Furniture	35.0%	35.0%	See "BT Pricing Notes" tab
Draper	Draper	Screens	36.0%	36.0%	See "BT Pricing Notes" tab
ELMO	ELMO	Document Cameras	10.0%	10.0%	See "BT Pricing Notes" tab
EXTRON	EXTRON	Cables, Amplifiers & Switchers	35.0%	35.0%	See "BT Pricing Notes" tab
FREE FLIGHT	FREE FLIGHT	All Products	15.0%	15.0%	See "BT Pricing Notes" tab
Hellermann Tyton	Hellermann Tyton	Cable Management	7.0%	7.0%	See "BT Pricing Notes" tab
JBL	JBL	All Products	10.0%	10.0%	See "BT Pricing Notes" tab
LIBERTY	LIBERTY	Cables	35.0%	35.0%	See "BT Pricing Notes" tab
Marantz	Marantz	Professional Audio Products	15.0%	15.0%	See "BT Pricing Notes" tab
MIDDLE ATLANTIC	MIDDLE ATLANTIC	Equipment & Racks	20.0%	20.0%	See "BT Pricing Notes" tab
NEC	NEC	LCD Monitors	8.0%	8.0%	See "BT Pricing Notes" tab
NEC	NEC	Projectors	10.0%	10.0%	See "BT Pricing Notes" tab
NEC	NEC	Projector Lamps	5.0%	5.0%	See "BT Pricing Notes" tab
NEC	NEC	Stands/Speakers	2.0%	2.0%	See "BT Pricing Notes" tab
PANASONIC	PANASONIC	Projectors & Displays	10.0%	10.0%	See "BT Pricing Notes" tab
PANASONIC	PANASONIC	Whiteboards	12.0%	12.0%	See "BT Pricing Notes" tab
PANASONIC	PANASONIC	Accessories	24.0%	24.0%	See "BT Pricing Notes" tab
PANEL CRAFTERS	PANEL CRAFTERS	Mounting Hardware & Furniture	10.0%	10.0%	See "BT Pricing Notes" tab
PEERLESS	PEERLESS	Mounting Hardware & Carts	5.0%	5.0%	See "BT Pricing Notes" tab
Polycom	Polycom	DC2	2.0%	2.0%	See "BT Pricing Notes" tab
Polycom	Polycom	DC4	5.0%	5.0%	See "BT Pricing Notes" tab
Polycom	Polycom	DC6	10.0%	10.0%	See "BT Pricing Notes" tab
Polycom	Polycom	DC8	12.0%	12.0%	See "BT Pricing Notes" tab
Polycom	Polycom	DC8 (Telepresence) 16.0%	16.0%	16.0%	See "BT Pricing Notes" tab
Polycom	Polycom	DC10	18.0%	18.0%	See "BT Pricing Notes" tab
Polycom	Polycom	DC12	27.0%	27.0%	See "BT Pricing Notes" tab
Polycom	Polycom	DC14	32.0%	32.0%	See "BT Pricing Notes" tab
Polycom	Polycom	Analog Conference Phones	45.0%	45.0%	See "BT Pricing Notes" tab
Polycom	Polycom	DC16	38.0%	38.0%	See "BT Pricing Notes" tab
RCA	RCA	Carts	25.0%	25.0%	See "BT Pricing Notes" tab
REVOLABS	REVOLABS	Mics & Wireless Receivers	15.0%	15.0%	See "BT Pricing Notes" tab
SAMSUNG	SAMSUNG	Displays	10.0%	10.0%	See "BT Pricing Notes" tab
SAMSUNG	SAMSUNG	Blue Ray/ DVD	5.0%	5.0%	See "BT Pricing Notes" tab
SHARP	SHARP	Displays	22.0%	22.0%	See "BT Pricing Notes" tab
SHURE	SHURE	Cables, Mounting Hardware & Mics	15.0%	15.0%	See "BT Pricing Notes" tab
SMART	SMART	Mounting Hardware	5.0%	5.0%	See "BT Pricing Notes" tab
SMART	SMART	Whiteboards	5.0%	5.0%	See "BT Pricing Notes" tab
SONY	SONY	Displays	3.0%	3.0%	See "BT Pricing Notes" tab

SONY	SONY	DVD/VHS Recorders	28.0%	28.0%	See "BT Pricing Notes" tab
Sound Control	Sound Control	Camera Extenders	3.0%	3.0%	See "BT Pricing Notes" tab
Spectrum	Spectrum	Furniture & Accessories	2.0%	2.0%	See "BT Pricing Notes" tab
TECNEC	TECNEC	Products, Cables & Accessories	7.0%	7.0%	See "BT Pricing Notes" tab
Techflex	Techflex	Cable Management	5.0%	5.0%	See "BT Pricing Notes" tab
VFI	VFI	Furniture & Accessories	30.0%	30.0%	See "BT Pricing Notes" tab
Wolfvision	Wolfvision	Document Cameras	10.0%	10.0%	See "BT Pricing Notes" tab
BT	BT	Product Installation Services	5.0%	5.0%	See "BT Pricing Notes" tab
		Conf. Product Maintenance remote	10.0%	10.0%	See "BT Pricing Notes" tab
BT	BT	Conf. Product Maintenance onsite	18.0%	18.0%	See "BT Pricing Notes" tab
BT	BT	Custom AV integration Custom Quote	Custom	Custom	See "BT Pricing Notes" tab
BT	BT	Custom Telepresence integration Custom Quote	Custom	Custom	See "BT Pricing Notes" tab
BT	BT	Product Training (at customer premise) 10.0%	10.0%	10.0%	See "BT Pricing Notes" tab
BT	BT	Product Training (at Manufacturer facility) 10.0%	10.0%	10.0%	See "BT Pricing Notes" tab
BT	BT	Product Rental Custom Quote	Custom	Custom	See "BT Pricing Notes" tab
BT	BT	Time & Material Help Desk Support	\$125/hr. (1 hr. minimum)	\$125/hr. (1 hr. minimum)	See "BT Pricing Notes" tab
BT	BT	Time & Material Onsite Support	\$145 (4 hour minimum plus expenses)	\$145 (4 hour minimum plus expenses)	See "BT Pricing Notes" tab
BT	BT	Misc. cables/connectors Support	10.0%	10.0%	See "BT Pricing Notes" tab
BT	BT	Misc. Hardware Support	10.0%	10.0%	See "BT Pricing Notes" tab
BT	BT	Audio Conferencing	10.0%	10.0%	See "BT Pricing Notes" tab
BT	BT	Video Bridging - MeetMe Video PPM	10.0%	10.0%	See "BT Pricing Notes" tab
BT	BT	Video Production services	10.0%	10.0%	See "BT Pricing Notes" tab
BT	BT	Video Streaming-Onstream	10.0%	10.0%	See "BT Pricing Notes" tab

	markers, eraser						
6	Plasma HD Flat Panel Display (i.e, LG 47LS35A-5B or equal)	Commercial grade Screen size: 47" class HD mode: 1080P Resolution: 1920 x 1080 Contrast Ratio: 500000:1 Built-in speakers	1,750.00	22.00%	1,365.00	Sharp	PN-Y475 www.sharp-world.com
7	Digital SLR Camera	18-55mm f/3.5-5.6 lens 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	896.95	15.00%	762.4	B&H-Nikon	1522 www.bhphotovideo.com
8	Conference Phone (analog)	Secure Conferencing 150-foot Signal Range 8-hours of Talk Time High Quality Audio Loudspeaker Enhancement Full Duplex	819.00	45.00%	450.45	Polycom	2200-07880-160 www.polycom.com
9	DVD Player (i.e. LG BPM53 or equal)	Multi-format playback HDMI DVI Composite video Component video Formats supported: 3GP AVCHD BD CD-DA DAT DVD FLV MP4 VOB WMV Remote included Energy Star qualified	119.00	28.00%	85.68	Sony	BDP-S3500 www.sony.com
10	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	2,508.00	35.00%	1,630.20	Da-Lite	74599 www.da-lite.com
11	Annual Maintenance for Item #1	on-site, 12 months					See Note in "BT Pricing Notes" tab
12	Annual Maintenance for Item #4	on-site, 12 months					See Note in "BT Pricing Notes" tab
13	Annual Maintenance for Item #6	on-site, 12 months	699.00	18.00%	573.18		SVC-OM-1Y-46-54IN-DISPLAY