

Pricing Spreadsheet Guide Exhibit C

This complete spreadsheet, populated with Suppliers pricing offer data, must be returned on electronic media along with the signed solicitation response forms, as posted in eVA.

Please burn a CD and include it with your firm's paper solicitation response.

General Information

There are two Price List tabs, one for AV Product Catalog, and one for AV Production Services. Suppliers may include all brands and categories of audio visual products (and related MRO* services), for which they are OEM authorized to sell, in the tabs labeled "AV Product Catalog Price List."

The Market Basket tabs will be used for evaluation purposes only. The product and service prices entered in each Market Basket must correspond to the offerings on the corresponding AV Product Catalog Price List, or the AV Production Services Price List, that the supplier desires to offer. All pricing should be offered as a discount from an Index or other published pricing provided on an "Index Price List.**" (see Definitions below).

Suppliers may offer either or both Price Lists. AV Production Services may be awarded individually and apart from AV Products and related MRO services.

*MRO = Maintenance, Repair and Operation

Definitions:

** **Index Price List:** An "Index Price List" is defined as a list of prices found on a publicly available website URL. The URL may link to a manufacturer's price list, such as List Price or Suggested Retail Price. The URL may also be a contract price list, such as a GSA Schedule, WSCA or US Communities contract, another entities contract or any other URL that is publicly available (i.e. not specifically created for this solicitation and resulting contract). The supplier will offer a Contract Discount, which will be calculated against the prices found in the Index Price List at the URL provided. The Contract Discount may be a negative or positive value, which, when calculating from the Index Price for a product or service, results in the Contract Price for that specific product or service.

Contract Discount: The "Contract Discount" is defined as the percentage value that is used along with the Index Price in calculating the Contract Price for a contract line item.

Index Price: The "Index Price" is defined as the individual price for a bid item, product or service, as shown at the URL for the Index Price List.

Contract Price: "Contract Price" is defined as the result of applying the Contract Price Formula using both the Index Price and the Contract Discount.

Contract Price Formula: The formula for calculating the Contract Price is: "Contract Price = Index Price - Contract Discount"

Pricing Exhibit C
RFP 2016-04-R
Audio Video Products

AV Product/Services Catalog - Price List

Supplier Name:	Camcor, Inc.		
Submitted By:	Will Benton	phone: (800)868-2462	email: bids@camcor.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.

****PLEASE NOTE THAT LINK PROVIDED BELOW IS MERELY AN EXAMPLE OF OFFICIAL LINK, TO BE PROVIDED AFTER CONTRACT AWARD****

Comprehensive AV Product/Service Catalog Discount Price List

Brand	Brand/OEM/Category Fields		Government Discount	Academic Discount	Index Price List
	OEM/Manufacturer	Product Category	from Index Price	from Index Price	URL
Anchor Audio	Anchor Audio	Speakers	25%	25%	http://www.camcor.com/vacontract/
APC	APC	System Surge Protectors	15%	15%	http://www.camcor.com/vacontract/
Atlas	Atlas	Amplifiers	28%	28%	http://www.camcor.com/vacontract/
Atlas	Atlas	Speakers	22%	22%	http://www.camcor.com/vacontract/
Atlas	Atlas	AV Racks	24%	24%	http://www.camcor.com/vacontract/
Atlona	Atlona	Switchers & Routers	25%	25%	http://www.camcor.com/vacontract/
Audio Technica	Audio Technica	Microphones	28%	28%	http://www.camcor.com/vacontract/
AVer	AVer	Document Cameras	18%	18%	http://www.camcor.com/vacontract/
AVer	AVer	AV Carts	10%	10%	http://www.camcor.com/vacontract/
Avid	Avid	Wired & Wireless Headsets	2%	2%	http://www.camcor.com/vacontract/
Azden	Azden	Microphones	25%	25%	http://www.camcor.com/vacontract/
Balt/BestRite	Balt/BestRite	AV Carts	25%	25%	http://www.camcor.com/vacontract/
Belkin	Belkin	System Surge Protectors	4%	4%	http://www.camcor.com/vacontract/
BlackBox	BlackBox	Digital Signage	3%	3%	http://www.camcor.com/vacontract/

BlackBox	BlackBox	AV Racks	3%	3%	http://www.camcor.com/vacontract/
BlackMagic	BlackMagic	Professional Video Cameras	3%	3%	http://www.camcor.com/vacontract/
BlackMagic	BlackMagic	Video Editing & Streaming Devices	3%	3%	http://www.camcor.com/vacontract/
Bogen-Manfrotto	Bogen-Manfrotto	Video Equipment Accessories	3%	3%	http://www.camcor.com/vacontract/
Bright Sign	Bright Sign	Digital Signage	10%	10%	http://www.camcor.com/vacontract/
C2G	C2G	Audio Equipment Accessories	3%	3%	http://www.camcor.com/vacontract/
Califone	Califone	Audio Recorders & Players	42%	42%	http://www.camcor.com/vacontract/
Califone	Califone	Wired & Wireless Headsets	42%	42%	http://www.camcor.com/vacontract/
Canon	Canon	Camcorders	15%	15%	http://www.camcor.com/vacontract/
Canon	Canon	Digital Cameras	32%	32%	http://www.camcor.com/vacontract/
Casio	Casio	Projectors	21%	21%	http://www.camcor.com/vacontract/
CEF	CEF	AV Carts	54%	54%	http://www.camcor.com/vacontract/
Chief	Chief	AV Racks	35%	35%	http://www.camcor.com/vacontract/
ClearOne	ClearOne	Audio Mixers & Processors	21%	21%	http://www.camcor.com/vacontract/
ClearOne	ClearOne	Microphones	11%	11%	http://www.camcor.com/vacontract/
Comprehensive	Comprehensive	Audio Equipment Accessories	3%	3%	http://www.camcor.com/vacontract/
Comprehensive	Comprehensive	Video Equipment Accessories	3%	3%	http://www.camcor.com/vacontract/
Crestron	Crestron	Control & Presentation Systems	40%	40%	http://www.camcor.com/vacontract/
Crestron	Crestron	Control System Panels	40%	40%	http://www.camcor.com/vacontract/
Crestron	Crestron	Switchers & Routers	40%	40%	http://www.camcor.com/vacontract/
Crestron	Crestron	Wireless Control Systems	40%	40%	http://www.camcor.com/vacontract/
Crestron	Crestron	Controllers & Dimmers	40%	40%	http://www.camcor.com/vacontract/
Crown	Crown	Amplifiers	28%	28%	http://www.camcor.com/vacontract/
Crown	Crown	Audio Mixers & Processors	25%	25%	http://www.camcor.com/vacontract/
Da-Lite	Da-Lite	Projection Screens & Shade Systems	28%	28%	http://www.camcor.com/vacontract/
DataVideo	DataVideo	Video Editing & Streaming Devices	5%	5%	http://www.camcor.com/vacontract/
Denon-Marantz	Denon-Marantz	Audio Recorders & Players	15%	15%	http://www.camcor.com/vacontract/
Draper	Draper	Projection Screens & Shade Systems	25%	25%	http://www.camcor.com/vacontract/
Dukane	Dukane	Carts	35%	35%	http://www.camcor.com/vacontract/
Dukane	Dukane	Document Cameras	50%	50%	http://www.camcor.com/vacontract/
Dukane	Dukane	Interactive Projectors	50%	50%	http://www.camcor.com/vacontract/
Dukane	Dukane	Projectors	50%	50%	http://www.camcor.com/vacontract/
ELMO	ELMO	Document Cameras	22%	22%	http://www.camcor.com/vacontract/
Epson	Epson	Interactive Projectors	3%	3%	http://www.camcor.com/vacontract/
Epson	Epson	Projectors	3%	3%	http://www.camcor.com/vacontract/
Extron	Extron	Amplifiers	35%	35%	http://www.camcor.com/vacontract/
Extron	Extron	Assisted Listening Systems	35%	35%	http://www.camcor.com/vacontract/
Extron	Extron	Audio Equipment Accessories	3%	3%	http://www.camcor.com/vacontract/
Extron	Extron	Audio Mixers & Processors	35%	35%	http://www.camcor.com/vacontract/
Extron	Extron	Speakers	29%	29%	http://www.camcor.com/vacontract/
Extron	Extron	Video Equipment Accessories	3%	3%	http://www.camcor.com/vacontract/
Extron	Extron	Control & Presentation Systems	34%	34%	http://www.camcor.com/vacontract/
Extron	Extron	Control System Panels	34%	34%	http://www.camcor.com/vacontract/
Extron	Extron	Switchers & Routers	29%	29%	http://www.camcor.com/vacontract/
Front Row	Front Row	Assisted Listening Systems	5%	5%	http://www.camcor.com/vacontract/
Fuji	Fuji	Digital Cameras	3%	3%	http://www.camcor.com/vacontract/
H Wilson/Luxor	H Wilson/Luxor	AV Carts	31%	31%	http://www.camcor.com/vacontract/
Hamilton-Buhl	Hamilton-Buhl	Audio Recorders & Players	40%	40%	http://www.camcor.com/vacontract/
Hamilton-Buhl	Hamilton-Buhl	Wired & Wireless Headsets	40%	40%	http://www.camcor.com/vacontract/
InFocus	InFocus	Interactive Display & Whiteboards	4%	4%	http://www.camcor.com/vacontract/
InFocus	InFocus	Interactive Projectors	3%	3%	http://www.camcor.com/vacontract/
InFocus	InFocus	Projectors	3%	3%	http://www.camcor.com/vacontract/
JBL	JBL	Speakers	24%	24%	http://www.camcor.com/vacontract/
JVC	JVC	Camcorders	10%	10%	http://www.camcor.com/vacontract/
JVC	JVC	Professional Video Cameras	3%	3%	http://www.camcor.com/vacontract/
Kensington	Kensington	Wireless Control Systems	3%	3%	http://www.camcor.com/vacontract/
Kramer	Kramer	Audio Equipment Accessories	3%	3%	http://www.camcor.com/vacontract/
Kramer	Kramer	Control & Presentation Systems	35%	35%	http://www.camcor.com/vacontract/

Kramer	Kramer	Control System Panels	35%	35%	http://www.camcor.com/vacontract/
Kramer	Kramer	Switchers & Routers	35%	35%	http://www.camcor.com/vacontract/
KSI	KSI	Speakers	25%	25%	http://www.camcor.com/vacontract/
LG Commercial	LG Commercial	TVs/Monitors	15%	15%	http://www.camcor.com/vacontract/
Listen Technologies	Listen Technologies	Assisted Listening Systems	15%	15%	http://www.camcor.com/vacontract/
Logitech	Logitech	Wired & Wireless Headsets	3%	3%	http://www.camcor.com/vacontract/
Lowel	Lowel	Lighting Fixtures	14%	14%	http://www.camcor.com/vacontract/
Luidia	Luidia	Interactive Display & Whiteboards	5%	5%	http://www.camcor.com/vacontract/
Middle Atlantic	Middle Atlantic	AV Racks	31%	31%	http://www.camcor.com/vacontract/
Middle Atlantic	Middle Atlantic	System Surge Protectors	35%	35%	http://www.camcor.com/vacontract/
NEC	NEC	TVs/Monitors	19%	19%	http://www.camcor.com/vacontract/
NewTek	NewTek	Video Editing & Streaming Devices	6%*	6%*	http://www.camcor.com/vacontract/
Nikon	Nikon	Digital Cameras	6%*	6%*	http://www.camcor.com/vacontract/
Olympus	Olympus	Audio Recorders & Players	25%	25%	http://www.camcor.com/vacontract/
Olympus	Olympus	Digital Cameras	8%	8%	http://www.camcor.com/vacontract/
Optoma	Optoma	Projectors	55%	55%	http://www.camcor.com/vacontract/
Panasonic	Panasonic	Professional Video Cameras	5%	5%	http://www.camcor.com/vacontract/
Panasonic	Panasonic	Projectors	30%	30%	http://www.camcor.com/vacontract/
Panasonic	Panasonic	TVs/Monitors	19%	19%	http://www.camcor.com/vacontract/
Planar	Planar	Digital Signage	8%	8%	http://www.camcor.com/vacontract/
Promaster	Promaster	Video Equipment Accessories	3%	3%	http://www.camcor.com/vacontract/
Promaster	Promaster	Lighting Fixtures	18%	18%	http://www.camcor.com/vacontract/
Roland	Roland	Video Editing & Streaming Devices	5%	5%	http://www.camcor.com/vacontract/
Samson	Samson	Amplifiers	35%	35%	http://www.camcor.com/vacontract/
Samson	Samson	Audio Mixers & Processors	35%	35%	http://www.camcor.com/vacontract/
Sennheiser	Sennheiser	Microphones	25%	25%	http://www.camcor.com/vacontract/
Sharp	Sharp	Interactive Display & Whiteboards	31%	31%	http://www.camcor.com/vacontract/
Sharp Professional	Sharp Professional	TVs/Monitors	20%	20%	http://www.camcor.com/vacontract/
Shure	Shure	Microphones	26%	26%	http://www.camcor.com/vacontract/
Smart Technologies	Smart Technologies	Interactive Display & Whiteboards	4% (off Suggested Net School Pricing)	4% (off Suggested Net School Pricing)	http://www.camcor.com/vacontract/
Smart Technologies	Smart Technologies	Interactive Projectors	4% (off Suggested Net School Pricing)	4% (off Suggested Net School Pricing)	http://www.camcor.com/vacontract/
Smith Victor	Smith Victor	Video Equipment Accessories	3%	3%	http://www.camcor.com/vacontract/
Smith Victor	Smith Victor	Lighting Fixtures	15%	15%	http://www.camcor.com/vacontract/
SMK Interlink	SMK Interlink	Wireless Control Systems	4%	4%	http://www.camcor.com/vacontract/
Sony	Sony	Audio Recorders & Players	3%	3%	http://www.camcor.com/vacontract/
Sony	Sony	Camcorders	6%*	6%*	http://www.camcor.com/vacontract/
Sony	Sony	Digital Cameras	9%*	9%*	http://www.camcor.com/vacontract/
Sony Professional	Sony Professional	Professional Video Cameras	4%	4%	http://www.camcor.com/vacontract/
Sony Professional	Sony Professional	TVs/Monitors	20%	20%	http://www.camcor.com/vacontract/
SP Controls	SP Controls	Control & Presentation Systems	20%	20%	http://www.camcor.com/vacontract/
SP Controls	SP Controls	Control System Panels	20%	20%	http://www.camcor.com/vacontract/
SP Controls	SP Controls	Switchers & Routers	20%	20%	http://www.camcor.com/vacontract/
SP Controls	SP Controls	Wireless Control Systems	20%	20%	http://www.camcor.com/vacontract/
Spectrum	Spectrum	AV Carts	42%	42%	http://www.camcor.com/vacontract/
Speedotron	Speedotron	Lighting Fixtures	15%	15%	http://www.camcor.com/vacontract/
Surge X	Surge X	System Surge Protectors	18%	18%	http://www.camcor.com/vacontract/
TeachLogic	TeachLogic	Assisted Listening Systems	22%	22%	http://www.camcor.com/vacontract/
TOA	TOA	Amplifiers	21%	21%	http://www.camcor.com/vacontract/
Tripp Lite	Tripp Lite	AV Racks	25%	25%	http://www.camcor.com/vacontract/
Tripp Lite	Tripp Lite	System Surge Protectors	25%	25%	http://www.camcor.com/vacontract/
Vaddio	Vaddio	Professional Video Cameras	15%	15%	http://www.camcor.com/vacontract/
Vaddio	Vaddio	Video Editing & Streaming Devices	18%	18%	http://www.camcor.com/vacontract/
Viewsonic	Viewsonic	Digital Signage	22%	22%	http://www.camcor.com/vacontract/
Viewsonic	Viewsonic	Interactive Display & Whiteboards	21%	21%	http://www.camcor.com/vacontract/
Viewsonic	Viewsonic	Interactive Projectors	6%	6%	http://www.camcor.com/vacontract/
Vivitek	Vivitek	Projectors	40%	40%	http://www.camcor.com/vacontract/
Vivitek	Vivitek	Portable Projectors	20%	20%	http://www.camcor.com/vacontract/
Westcott	Westcott	Lighting Fixtures	13%	13%	http://www.camcor.com/vacontract/

Camcor, Inc.	Camcor, Inc.	Extended Warranties	3%	3%	http://www.camcor.com/vacontract/
<u>*Note - where noted by (*), discounts are applicable to all items, except where prohibited by manufacturer pricing restrictions. A detailed listing will be provided with finalized price lists.</u>					

Bit Depth: 16 bit
 Sample Rate: 44.1 kHz
 Includes tripod desk stand, pivoting
 stand mount, USB cable & storage
 pouch

4	Digital Audio Recorder	2 channel stereo, 1 channel mono	499.00	25.00%	374.25	Olympus	LS-100	http://www.getolympus.com/us/en/ls-100.html
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(i.e. Marantz PMD661 or equal)

Inputs:
 Mic x 2; XLR w/48v phantom power x 2;
 stereo line; S/PDIF/digital; remote
 Outputs:
 speakers x 2; headphone; stereo; USB
 SD/SDHC recording medium;
 MP3 and WAV recording formats

Battery operation: AC adaptor included

5	Electronic White Board	63.5" x 33.5" Active Area floor stand USB interface plain paper printer markers, eraser	1599.00	4.00%	1535.04	SMART	SBM680	http://education.smarttech.com/en/products/smart-board-m600
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(i.e. Panasonic Panaboard UB-5835 or equal)

6	Plasma HD Flat Panel Display	Commercial grade Screen size: 47" class HD mode: 1080P Resolution: 1920 x 1080 Contrast Ratio: 500000:1 Built-in speakers	599.00	7.00%	557.07	Sharp	LC-48LE653U	http://files.sharpusa.com/Downloads/ForHome/HomeEntertainment/LCDTVs/SpecSheets/LC48LE653U_SS.pdf
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(i.e. LG 47LS35A-5B or equal)

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	830.00	38.00%	514.60	Canon	9126B003	https://www.canon.com/cgibin/cat/id=1392213901
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	Battery pack and charger						http://www.clearone.com/products_maxattach
8	Conference Phone (analog)	Secure Conferencing 150-foot Signal Range 8-hours of Talk Time High Quality Audio Loudspeaker Enhancement Full Duplex	599.00	21.00%	473.21	ClearOne	910-158-400
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	54.99	5.00%	52.24	Panasonic	DVD-S700 http://www.panasonic.com/my/consumer/home-entertainment/blu-ray-dvd/dvd-player/dvd-s700.html
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	3033.00	25.00%	2274.75	Da-Lite	98147 lectern http://www.dalite.com/products/lecterns/the-providence-
11	Annual Maintenance for Item #1	on-site, 12 months					
12	Annual Maintenance for Item #4	on-site, 12 months					
13	Annual Maintenance for Item #6	on-site, 12 months					