

## ***Exhibit C Pricing Spreadsheet Guide***

***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  
RFP 2016-04-R  
Audio Video Products**

**AV Product/Services Catalog - Price List**

Supplier Name:  
Submitted By:

Carousel Industries	phone: 703-657-6419	email: <a href="mailto:Aw hitt@carouselindustries.com">Aw hitt@carouselindustries.com</a>
Amanda Whitt		

**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. 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/Manufacturer	Brand/OEM/Category Fields	Product Category	Government Discount from Index Price	Academic Discount from Index Price	Index Price List URL
AMD	AMD	Telehealth Systems		10%	11%	<a href="#">Index Price List for all products</a>
AMD	AMD	API License		0%	0%	<a href="#">Index Price List for all products</a>
AMD	AMD	Peripherals		5%	6%	<a href="#">Index Price List for all products</a>
AMX	AMX	Video/Control System		36%	37%	<a href="#">Index Price List for all products</a>
AMX	AMX	Mobile Control Applications		5%	6%	<a href="#">Index Price List for all products</a>
AMX	AMX	RMS		10%	11%	<a href="#">Index Price List for all products</a>
APC	APC	Power		22%	23%	<a href="#">Index Price List for all products</a>
Acano	Acano	Cloud Video		15%	16%	<a href="#">Index Price List for all products</a>
Atlas	Atlas	Audio		25%	26%	<a href="#">Index Price List for all products</a>
Ationa	Ationa	AV Distribution		25%	26%	<a href="#">Index Price List for all products</a>
Audio Visual Furniture International	Audio Visual Furniture International	AV Furniture		20%	21%	<a href="#">Index Price List for all products</a>
Audio-Technica	Audio-Technica	Wired		23%	24%	<a href="#">Index Price List for all products</a>
Audio-Technica	Audio-Technica	Wireless		25%	26%	<a href="#">Index Price List for all products</a>
Audix	Audix	Audio		30%	31%	<a href="#">Index Price List for all products</a>
Avaya	Avaya	Video Solution		39%	40%	<a href="#">Index Price List for all products</a>
Avaya	Avaya	Category S		12%	13%	<a href="#">Index Price List for all products</a>
AvTeq	AvTeq	Lecturns		5%	6%	<a href="#">Index Price List for all products</a>
AvTeq	AvTeq	Credezas, Carts, Tables		35%	36%	<a href="#">Index Price List for all products</a>
AvTeq	AvTeq	Mounts and Accessories		5%	6%	<a href="#">Index Price List for all products</a>
Barco	Barco	Projectors		20%	21%	<a href="#">Index Price List for all products</a>
Barco	Barco	ClickShare Wireless Presentation System		10%	11%	<a href="#">Index Price List for all products</a>
Barco	Barco	Switchers, Processors, and Servers		25%	26%	<a href="#">Index Price List for all products</a>
Barco	Barco	Accessories		5%	6%	<a href="#">Index Price List for all products</a>
Barco	Barco	Lenses and Lamps		15%	16%	<a href="#">Index Price List for all products</a>
Beyerdynamic	Beyerdynamic	Audio		15%	16%	<a href="#">Index Price List for all products</a>
Biamp	Biamp	Tesira/Nexia/Audia		35%	36%	<a href="#">Index Price List for all products</a>
Bose	Bose	Audio		35%	36%	<a href="#">Index Price List for all products</a>
Brightsign	Brightsign	Media Players		10%	11%	<a href="#">Index Price List for all products</a>
Brightsign	Brightsign	Accessories		5%	6%	<a href="#">Index Price List for all products</a>
Canon	Canon	Projectors		25%	26%	<a href="#">Index Price List for all products</a>

Canon	Canon	Cameras	25%	26%	<a href="#">Index Price List for all products</a>
Canon	Canon	Accessories	10%	11%	<a href="#">Index Price List for all products</a>
Carousel Industries	Carousel Industries	Managed Offering	15%	16%	<a href="#">Index Price List for all products</a>
Carousel Industries	Carousel Industries	Maintenance	10%	11%	<a href="#">Index Price List for all products</a>
Carousel Industries	Carousel Industries	Professional Services	15%	16%	<a href="#">Index Price List for all products</a>
Carousel Industries	Carousel Industries	Miscellaneous	5%	6%	<a href="#">Index Price List for all products</a>
Carousel Industries	Carousel Industries	Rental	Customer Quote	Customer Quote	<a href="#">Index Price List for all products</a>
Carousel Industries	Carousel Industries	Manufacturer Services	5%	6%	<a href="#">Index Price List for all products</a>
Carousel Industries	Carousel Industries	Carousel Engineering, Documentaiton, and CAD	5%	6%	<a href="#">Index Price List for all products</a>
Carousel Industries	Carousel Industries	Carousel Project Management	5%	6%	<a href="#">Index Price List for all products</a>
Carousel Industries	Carousel Industries	Carosuel System Engineering	5%	6%	<a href="#">Index Price List for all products</a>
Carousel Industries	Carousel Industries	Carousel Programming	5%	6%	<a href="#">Index Price List for all products</a>
Carousel Industries	Carousel Industries	Carosuel Training	5%	6%	<a href="#">Index Price List for all products</a>
Carousel Industries	Carousel Industries	Carousel Integration	5%	6%	<a href="#">Index Price List for all products</a>
Chief	Chief	Flat Panel Mount	25%	26%	<a href="#">Index Price List for all products</a>
Chief	Chief	Accessories	25%	26%	<a href="#">Index Price List for all products</a>
Chief	Chief	Speaker Stands and Speakers	35%	36%	<a href="#">Index Price List for all products</a>
Chief	Chief	Furniture	30%	31%	<a href="#">Index Price List for all products</a>
Christie	Christie	Microtiles	25%	26%	<a href="#">Index Price List for all products</a>
Christie	Christie	High end Projectors	30%	31%	<a href="#">Index Price List for all products</a>
Christie	Christie	Projectors and Accessories	12%	13%	<a href="#">Index Price List for all products</a>
Cisco	Cisco	Video	28%	29%	<a href="#">Index Price List for all products</a>
Cisco	Cisco	Accessories and Software	15%	16%	<a href="#">Index Price List for all products</a>
Cisco	Cisco	Services	10%	11%	<a href="#">Index Price List for all products</a>
ClearOne	ClearOne	Converge, Connect, Max, Interact, ViewPro, Sabine, Unit, Spontania	25%	26%	<a href="#">Index Price List for all products</a>
ClearOne	ClearOne	Accessories	5%	6%	<a href="#">Index Price List for all products</a>
ClearOne	ClearOne	Chat, Collaborate	10%	11%	<a href="#">Index Price List for all products</a>
Clock Audio of Noth America	Clock Audio of Noth America	Audio	25%	26%	<a href="#">Index Price List for all products</a>
Contemporary Research	Contemporary Research	HDTV tuners, QMOD HDTV Modulators, Display Express Control Systems, and classroom integration soluti	18%	19%	<a href="#">Index Price List for all products</a>
Crestron	Crestron	Video/Control System	38%	39%	<a href="#">Index Price List for all products</a>
Crestron	Crestron	Crestron RL Collaboration System	10%	11%	<a href="#">Index Price List for all products</a>
Crestron	Crestron	Accessories	10%	11%	<a href="#">Index Price List for all products</a>
Crown	Crown	Commercial	20%	21%	<a href="#">Index Price List for all products</a>
Crown	Crown	Professional	25%	26%	<a href="#">Index Price List for all products</a>
DaLite	DaLite	Screens/Accessories	26%	27%	<a href="#">Index Price List for all products</a>
DBX	DBX	Audio	20%	21%	<a href="#">Index Price List for all products</a>
DBX	DBX	Accessories	10%	11%	<a href="#">Index Price List for all products</a>
Draper	Draper	Screens	20%	21%	<a href="#">Index Price List for all products</a>
Draper	Draper	Accessories	12%	13%	<a href="#">Index Price List for all products</a>
Epson	Epson	Accessories	10%	11%	<a href="#">Index Price List for all products</a>
Epson	Epson	Installed Projectors	20%	21%	<a href="#">Index Price List for all products</a>
Epson	Epson	Projectors	5%	6%	<a href="#">Index Price List for all products</a>
Extron	Extron	Video/Control Systems	38%	39%	<a href="#">Index Price List for all products</a>
FSR	FSR	AV Distribution	15%	16%	<a href="#">Index Price List for all products</a>
Furman	Furman	Power	30%	31%	<a href="#">Index Price List for all products</a>
Furman	Furman	Accessories	5%	6%	<a href="#">Index Price List for all products</a>
Haivision	Haivision	Video distribution	5%	6%	<a href="#">Index Price List for all products</a>
Haivision	Haivision	Professional Services	0%	1%	<a href="#">Index Price List for all products</a>
Hall Research	Hall Research	Video distribution, Switching, Scaling, automation	15%	16%	<a href="#">Index Price List for all products</a>
Hitachi	Hitachi	Projectors	20%	21%	<a href="#">Index Price List for all products</a>
Hitachi	Hitachi	High end Projectors	25%	26%	<a href="#">Index Price List for all products</a>
Hitachi	Hitachi	Accessories	10%	11%	<a href="#">Index Price List for all products</a>
JBL	JBL	Accessories	20%	21%	<a href="#">Index Price List for all products</a>
JBL	JBL	Speaker	20%	21%	<a href="#">Index Price List for all products</a>
Kramer	Kramer	Video Distribution	20%	21%	<a href="#">Index Price List for all products</a>
Kramer	Kramer	Accessories	10%	11%	<a href="#">Index Price List for all products</a>
Lab Gruppen	Lab Gruppen	Amplifier	20%	21%	<a href="#">Index Price List for all products</a>
LG	LG	Displays	10%	11%	<a href="#">Index Price List for all products</a>
LG	LG	Accessories	5%	6%	<a href="#">Index Price List for all products</a>
Liberty	Liberty	Cabling and	40%	41%	<a href="#">Index Price List for all products</a>
Liberty	Liberty	Tool Kits and Connectors	18%	19%	<a href="#">Index Price List for all products</a>
Listen Technologies	Listen Technologies	Audio	10%	11%	<a href="#">Index Price List for all products</a>

Logitech	Logitech	Cameras and Headsets	5%	6%	<a href="#">Index Price List for all products</a>
Marantz	Marantz	Digital Audio Recorder	20%	21%	<a href="#">Index Price List for all products</a>
Marshall Furniture	Marshall Furniture	AV Furniture	25%	26%	<a href="#">Index Price List for all products</a>
Microsoft	Microsoft	Surface HUB Hardware	0%	1%	<a href="#">Index Price List for all products</a>
Middle Atlantic Products	Middle Atlantic Products	Wiremold	25%	26%	<a href="#">Index Price List for all products</a>
Middle Atlantic Products	Middle Atlantic Products	Rack/Mounts	35%	36%	<a href="#">Index Price List for all products</a>
NEC	NEC	Prosumer Displays	10%	11%	<a href="#">Index Price List for all products</a>
NEC	NEC	Professional Displays	12%	13%	<a href="#">Index Price List for all products</a>
NEC	NEC	Speakers, Accessories, mounts	10%	11%	<a href="#">Index Price List for all products</a>
NEC	NEC	Installed Projectors	30%	31%	<a href="#">Index Price List for all products</a>
NEC	NEC	Portable Projectors	5%	6%	<a href="#">Index Price List for all products</a>
NEC	NEC	Accessories	10%	11%	<a href="#">Index Price List for all products</a>
NEC	NEC	Lamps and Lenses	5%	6%	<a href="#">Index Price List for all products</a>
NEC	NEC	Services	0%	1%	<a href="#">Index Price List for all products</a>
Newline Interactive	Newline Interactive	Trutouch display	12%	13%	<a href="#">Index Price List for all products</a>
Newline Interactive	Newline Interactive	Trutouch accessories	5%	6%	<a href="#">Index Price List for all products</a>
Newline Interactive	Newline Interactive	Trutouch software/service	5%	6%	<a href="#">Index Price List for all products</a>
Panasonic	Panasonic	Displays	12%	13%	<a href="#">Index Price List for all products</a>
Panasonic	Panasonic	Projectors	28%	29%	<a href="#">Index Price List for all products</a>
Panasonic	Panasonic	Accessories	12%	13%	<a href="#">Index Price List for all products</a>
Panasonic	Panasonic	Electronic Whiteboards	22%	23%	<a href="#">Index Price List for all products</a>
Panasonic	Panasonic	Lamps and Lenses	10%	11%	<a href="#">Index Price List for all products</a>
Peerless	Peerless	Mounts	28%	29%	<a href="#">Index Price List for all products</a>
Peerless	Peerless	Accessories	5%	6%	<a href="#">Index Price List for all products</a>
Planar	Planar	Displays	8%	9%	<a href="#">Index Price List for all products</a>
Polycom	Polycom	DC2 - Immersive Services; Elite Service	0%	0%	<a href="#">Index Price List for all products</a>
Polycom	Polycom	DC3 - Maintenance Services	5%	6%	<a href="#">Index Price List for all products</a>
Polycom	Polycom	DC4 - Implementation Services	5%	6%	<a href="#">Index Price List for all products</a>
Polycom	Polycom	DC6 - RP Cloud, Accessories, Software, HDX4500, RMX 1500	17%	19%	<a href="#">Index Price List for all products</a>
Polycom	Polycom	DC6 - Debut, Media Center	12%	13%	<a href="#">Index Price List for all products</a>
Polycom	Polycom	DC8 - CX	15%	16%	<a href="#">Index Price List for all products</a>
Polycom	Polycom	DC-8 - Immersive	23%	24%	<a href="#">Index Price List for all products</a>
Polycom	Polycom	DC10 - HDX 7000, HDX 6000, RPD License, Group 300 series	25%	26%	<a href="#">Index Price List for all products</a>
Polycom	Polycom	DC12 - Group Series 500 & 700, HDX 9000, HDX 8000, Network Modules, Media Carts, HDX 4000	30%	31%	<a href="#">Index Price List for all products</a>
Polycom	Polycom	DC14 - VVX, Trio, SoundStation	30%	31%	<a href="#">Index Price List for all products</a>
Polycom	Polycom	DC16 - RMX 4000, RMX 2000	37%	38%	<a href="#">Index Price List for all products</a>
Polycom	Polycom	DC99 - Upgrades/Professional Services	0%	0%	<a href="#">Index Price List for all products</a>
Radio Design Labs	Radio Design Labs	audio, video and control modules	28%	29%	<a href="#">Index Price List for all products</a>
Revolabs	Revolabs	Audio	18%	19%	<a href="#">Index Price List for all products</a>
Samsung	Samsung	Displays	20%	21%	<a href="#">Index Price List for all products</a>
Samsung	Samsung	Accessories	5%	6%	<a href="#">Index Price List for all products</a>
Samsung	Samsung	Services	20%	21%	<a href="#">Index Price List for all products</a>
Sennheiser Electronic	Sennheiser Electronic	Audio	18%	19%	<a href="#">Index Price List for all products</a>
Sennheiser Electronic	Sennheiser Electronic	Accessories	10%	11%	<a href="#">Index Price List for all products</a>
Sharp	Sharp	Accessories	10%	11%	<a href="#">Index Price List for all products</a>
Sharp	Sharp	Prosumer Displays	15%	16%	<a href="#">Index Price List for all products</a>
Sharp	Sharp	Professional Displays	25%	26%	<a href="#">Index Price List for all products</a>
Sharp	Sharp	Accessories	15%	16%	<a href="#">Index Price List for all products</a>
Sharp	Sharp	Services	5%	6%	<a href="#">Index Price List for all products</a>
Shure	Shure	Audio	20%	21%	<a href="#">Index Price List for all products</a>
Shure	Shure	USB Microphones	32%	33%	<a href="#">Index Price List for all products</a>
Shure	Shure	Accessories	5%	6%	<a href="#">Index Price List for all products</a>
Smart Technolgoies	Smart Technolgoies	Interactive Whiteboards for Business	25%	26%	<a href="#">Index Price List for all products</a>
Smart Technolgoies	Smart Technolgoies	Interactive displays for Business	10%	11%	<a href="#">Index Price List for all products</a>
Smart Technolgoies	Smart Technolgoies	Smart Podium	15%	16%	<a href="#">Index Price List for all products</a>
Smart Technolgoies	Smart Technolgoies	Smart Room System	10%	11%	<a href="#">Index Price List for all products</a>
Smart Technolgoies	Smart Technolgoies	Smart Room System for Microsoft Lync	15%	16%	<a href="#">Index Price List for all products</a>
Smart Technolgoies	Smart Technolgoies	Smart Meeting Pro Software- Personal	15%	16%	<a href="#">Index Price List for all products</a>
Smart Technolgoies	Smart Technolgoies	Accessories	10%	11%	<a href="#">Index Price List for all products</a>
Smart Technolgoies	Smart Technolgoies	Smart Kapp Capture Board	10%	11%	<a href="#">Index Price List for all products</a>
Smart Technolgoies	Smart Technolgoies	Bridgit Data-Conferencing Software	30%	31%	<a href="#">Index Price List for all products</a>
Smart Technolgoies	Smart Technolgoies	Services and Warranties	5%	6%	<a href="#">Index Price List for all products</a>

for all products

Sound Control Technologies	Sound Control Technologies	Audio	23%	24%	<a href="#">Index Price List for all products</a>
Soundcraft	Soundcraft	Audio	18%	19%	<a href="#">Index Price List for all products</a>
Soundcraft	Soundcraft	Accessories	10%	11%	<a href="#">Index Price List for all products</a>
SoundTube	SoundTube	Speakers	26%	27%	<a href="#">Index Price List for all products</a>
SurgeX	SurgeX	Power	20%	21%	<a href="#">Index Price List for all products</a>
Tannoy	Tannoy	Audio	28%	29%	<a href="#">Index Price List for all products</a>
Tascam	Tascam	Audio	25%	26%	<a href="#">Index Price List for all products</a>
Tascam	Tascam	Accessories	18%	19%	<a href="#">Index Price List for all products</a>
TOA	TOA	Audio	10%	11%	<a href="#">Index Price List for all products</a>
Tripp-Lite	Tripp-Lite	Power	20%	21%	<a href="#">Index Price List for all products</a>
Vaddio	Vaddio	Video	22%	23%	<a href="#">Index Price List for all products</a>
Vaddio	Vaddio	Peripheral, mounts, accessories	5%	6%	<a href="#">Index Price List for all products</a>
Vidyo	Vidyo	Hardware/Software/Licenses	15%	16%	<a href="#">Index Price List for all products</a>
Vidyo	Vidyo	Services	10%	11%	<a href="#">Index Price List for all products</a>
WePresent	WePresent	Wireless Content Sharing	15%	16%	<a href="#">Index Price List for all products</a>

**RFP 2016-04-R**  
**AUDIO VISUAL PRODUCTS and MRO Services**

<b>Supplier Name:</b>	Carousel Industries		
<b>Submitted By:</b>	Amanda Whitt	<b>email:</b> <a href="mailto:Awhitt@carouselindustries.com">Awhitt@carouselindustries.com</a>	<b>phone:</b> 703-657-6419

**Provide the required data in the highlighted cells**

Carousel/Vita website that will list MSRP price books-<http://www.carouselindustries.com/vita>

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

ITEM #	Product	Minimum Requirements	Index Price	Contract	Brand	Model	Public Website	MSRP Price List	
			List	Discount					Contract
			Cost	Percentage	Price		URL		
1	Data Projector (i.e. Canon Realis WUX500 or equal)	LCD WUXGA (1920x1200) 5000 Lumens Inputs: DVI-I HDMI RJ-45 Ethernet Component Video Input Audio in Audio out x 2 USB RS-232 (Serial) Remote control	\$ 5,799.00 \$ 4,499.00 \$ 4,699.00 \$ 6,585.00 \$ 9,999.00	30% 25% 23% 30% 25%	\$ 4,059.30 \$ 3,374.25 \$ 3,618.23 \$ 4,609.50 \$ 7,499.25	NEC Canon Epson Christie Hitachi	NP-PA521U 5748B002 V11H513920 LWU501i CP-WU8461	<a href="#">NEC</a> <a href="#">Canon</a> <a href="#">Epson</a> <a href="#">Christie</a> <a href="#">Hitachi</a>	<a href="#">Index Price List for all products</a> <a href="#">Index Price List for all products</a>
2	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	\$ 660.00 \$ 640.00	26% 20%	\$ 488.40 \$ 512.00	Da-Lite Draper	87063 230003	<a href="#">Da-Lite</a> <a href="#">Draper</a>	<a href="#">Index Price List for all products</a> <a href="#">Index Price List for all products</a>
3	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	\$ 229.00 \$ 249.00	23% 32%	\$ 176.33 \$ 169.32	Audio-Technica Shure	AT2020 USB PGA27	<a href="#">Audio-Technica</a> <a href="#">Shure</a>	<a href="#">Index Price List for all products</a> <a href="#">Index Price List for all products</a>
4	Digital Audio Recorder (i.e. Marantz PMD661 or equal)	2 channel stereo, 1 channel mono 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	\$ 599.00	20.00%	\$ 479.20	Marantz	PMD661	<a href="#">Marantz</a>	<a href="#">Index Price List for all products</a>
5	Electronic White Board (i.e. Panasonic Panaboard UB-5835 or equal)	63.5" x 33.5" Active Area floor stand USB interface plain paper printer markers, eraser	\$ 2,295.00 \$ 1,199.00	22% 10%	\$ 1,790.10 \$ 1,079.10	Panasonic Smart Technologie	UB-5835 Kapp84	<a href="#">Panasonic</a> <a href="#">Smart Technologies</a>	<a href="#">Index Price List for all products</a> <a href="#">Index Price List for all products</a>
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	\$ 1,129.00 \$ 923.00 \$ 1,254.00 \$ 1,750.00	10% 10% 20% 25%	\$ 1,016.10 \$ 830.70 \$ 1,003.20 \$ 1,312.50	LG NEC Samsung Sharp	47LS35A-5B E505 DB48E PN-Y475	<a href="#">LG</a> <a href="#">NEC</a> <a href="#">Samsung</a> <a href="#">Sharp</a>	<a href="#">Index Price List for all products</a> <a href="#">Index Price List for all products</a> <a href="#">Index Price List for all products</a> <a href="#">Index Price List for all products</a>
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)	\$ 830.00	25%	\$ 622.50	Canon	8575B001	<a href="#">Canon</a>	<a href="#">Index Price List for all products</a>

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

8	Conference Phone (analog)	Secure Conferencing 150-foot Signal Range 8-hours of Talk Time High Quality Audio Loudspeaker Enhancement Full Duplex	\$ 599.00 \$ 1,019.00	25% 30%	\$ 449.25 \$ 713.30	ClearOne Polycom	910-158-400 2200-07800-160	<a href="#">ClearOne</a> <a href="#">Polycom</a>	<a href="#">Index Price List for all products</a> <a href="#">Index Price List for all products</a>
9	DVD Player (i.e. LG BPM53 or equal)	Multi-format playback HDMI DV Composite video Component video Formats supported: 3GP AVCHD BD CD-DA DAT DVD FLV MP4 VOB WMV Remote included Energy Star qualified	\$ 129.00 \$ 108.00	5% 12%	\$ 122.55 \$ 95.04	LG Panasonic	BP340 DMPBD77	<a href="#">LG</a> <a href="#">Panasonic</a>	<a href="#">Index Price List for all products</a> <a href="#">Index Price List for all products</a>
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	\$ 2,006.00 \$ 779.00	25% 20%	\$ 1,504.50 \$ 623.20	Da-Lite AVFI	74599 LE4001	<a href="#">Da-Lite</a> <a href="#">AVFI</a>	<a href="#">Index Price List for all products</a> <a href="#">Index Price List for all products</a>
11	Annual Maintenance for Item #1	on-site, 12 months	\$ 125.00	0.00%	\$ 125.00				<a href="#">Index Price List for all products</a>
12	Annual Maintenance for Item #4	on-site, 12 months	\$ 50.00	0.00%	\$ 50.00				<a href="#">Index Price List for all products</a>
13	Annual Maintenance for Item #6	on-site, 12 months	\$ 80.00	0.00%	\$ 80.00				<a href="#">Index Price List for all products</a>