

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:	Daly Computers		
Submitted By:	Ryan Yu and Jeff DiBella	phone: (301) 670-0381	email: rty@daly.com and Jeff.DiBella@daly.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	Brand/OEM/Category Fields OEM/Manufacturer	Product Category	Government Discount from Index Price	Academic Discount from Index Price	Index Price List URL
Example	Epson	Epson	Projectors	22%	28%	https://Epson.com/pricelist
Example	Draper	Draper	Screens/electric	30%	35%	http:Draper.com/ListPrice.aspx
Example	Draper	Draper	Screens/manual	35%	40%	http:Draper.com/ListPrice.aspx
	AKG	AKG	AV Headphones, Microphones, Wireless Microphone Systems, Integrated Systems, and Accessories	15%	15%	http://www.daly.com/av-manufacturers
	Aleratec	Aleratec	AV Storage, CD/DVD Duplicator, and Accessories	10%	10%	us-new.ingrammicro.com
	American Dynamics	American Dynamics	AV IP Cameras, IP Video, Monitors, Storage and Accessories	3%	3%	www.americandynamics.net
	AMX	AMX	AV Switches, Presentation Devices, and Accessories	25%	25%	http://www.daly.com/av-manufacturers

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Brand	Brand/OEM/Category Fields OEM/Manufacturer	Product Category	Government Discount from Index Price	Academic Discount from Index Price	Index Price List URL
Analog Way	Analog Way	AV Controllers & Switches, and Accessories	4%	4%	http://www.daly.com/av-manufacturers
Anchord Pad	Anchor Pad	AV Security, Mounts, Stands, Cables, and Accessories	5%	5%	http://www.daly.com/av-manufacturers
Anton	Anton	AV Mounts/Accessories	5%	5%	http://www.daly.com/av-manufacturers
APC/Schneider	APC/Schneider	AV Rack Cabinets - Enclosures	10%	10%	us-new.ingrammicro.com
APC/Schneider	APC/Schneider	AV Power Protection	5%	5%	us-new.ingrammicro.com
APC/Schneider	APC/Schneider	Maintenance, Warranty, and Support Agreements	10%	10%	us-new.ingrammicro.com
Arecont Vision	Arecont Vision	AV Cameras & Accessories	10%	10%	www.arecontivision.com
Ashly Audio	Ashly Audio	AV Amplifiers, Remotes, Keypads, Processors, Remotes, Mixers and Accessories	5%	5%	http://www.daly.com/av-manufacturers
Atlas Sound	Atlas Sound	AV Amplifiers, Horns, Speakers, Microphones, Cables and Accessories	30%	30%	http://www.daly.com/av-manufacturers
Audio Enhancement	Audio Enhancement	AV Audio Solutions: Speakers, Amplifiers, Microphones, Cameras	10%	10%	http://www.daly.com/av-manufacturers
Audio Technica	Audio Technica	Amplifiers and Mixers	18%	18%	us-new.ingrammicro.com
Audio Technica	Audio Technica	AV Microphones	24%	24%	us-new.ingrammicro.com
Audio Technica	Audio Technica	AV Accessories	18%	18%	us-new.ingrammicro.com
Audio Video Furniture International	Audio Video Furniture International	AV Furniture (Desks, Lecturns, Podiums, Carts, Mounts and Accessories)	15%	15%	http://www.daly.com/av-manufacturers
Audix	Audix	AV Microphones, Headsets, and Accessories	20%	20%	http://www.daly.com/av-manufacturers
Aurora Multimedia Corp	Aurora Multimedia Corp	AV Recivers, Video Wall Processors, Scalers, Extenders, Matrix Card Frames, and Accessories	25%	25%	http://www.daly.com/av-manufacturers
Aver	Aver	Document Cameras	18%	18%	us-new.ingrammicro.com
Aver	Aver	Video Conferencing	2%	2%	us-new.ingrammicro.com
Aver	Aver	AV Accessories	5%	5%	us-new.ingrammicro.com
Aviom	Aviom	AV Mixers & Accessories	7%	7%	http://www.daly.com/av-manufacturers
Avteq	Avteq	AV Furniture (Carts, Stands, Lecterns)	16%	16%	us-new.ingrammicro.com
Axis	Axis	AV Security Cameras and Accessories	10%	10%	us-new.ingrammicro.com
Axis	Axis	Maintenance, Warranty, and Support Agreements	5%	5%	
Belkin	Belkin	AV Power Protection	25%	25%	us-new.ingrammicro.com
Belkin	Belkin	AV Integration Cables	21%	21%	us-new.ingrammicro.com
Belkin	Belkin	AV Accessories	15%	15%	us-new.ingrammicro.com
BenQ	BenQ	Commercial Grade Displays	10%	10%	us-new.ingrammicro.com
BenQ	BenQ	Projectors	10%	10%	us-new.ingrammicro.com
BenQ	BenQ	AV Accessories	10%	10%	us-new.ingrammicro.com
Beyer Dynamics	Beyer Dynamics	Headphones/Mics/Accessories	1%	1%	http://www.daly.com/av-manufacturers
Biamp	Biamp	AV Audio, Collaboration, Mobile Control, Signal Processores, Amplifiers, Microphones and Accessories	25%	25%	http://www.daly.com/av-manufacturers
Black Magic Design	Black Magic Design	AV Cameras, Switchers, Recorders, Storage, Scanning, Displays, Test Equipment, Encoders, and Accessories	3%	3%	http://www.daly.com/av-manufacturers
Blonder Tongue	Blonder Tongue	AV Cables, Taps & Accessories	4%	4%	http://www.daly.com/av-manufacturers
Blonder Tongue	Blonder Tongue	AV Modulares	15%	15%	http://www.daly.com/av-manufacturers

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Brand	Brand/OEM/Category Fields OEM/Manufacturer	Product Category	Government Discount from Index Price	Academic Discount from Index Price	Index Price List URL
Bogen	Bogen	AV Mixers, Amplifiers, Microphones, Speakers, Paging, and Accessories	15%	15%	http://www.daly.com/av-manufacturers
Bosch Security Systems	Bosch Security Systems	AV Surveillance Camera	35%	35%	us-new.ingrammicro.com
Bosch Security Systems	Bosch Security Systems	AV Professional Audio	35%	35%	us-new.ingrammicro.com
Bosch Security Systems	Bosch Security Systems	Software	35%	35%	us-new.ingrammicro.com
Bosch Security Systems	Bosch Security Systems	Maintenance, Warranty, and Support Agreements	10%	10%	
Bretford	Bretford	AV Furniture (Carts, Lecterns, etc.)	35%	35%	us-new.ingrammicro.com
Buffalo Americas	Buffalo Americas	AV Storage, NAS, SAN, Security	5%	5%	us-new.ingrammicro.com
C2G	C2G	AV Accessories	40%	40%	us-new.ingrammicro.com
Califone	Califone	AV Headphones & Accessories	8%	8%	http://www.daly.com/av-manufacturers
Canon	Canon	AV Accessories and Maintenance	10%	10%	us-new.ingrammicro.com
Canon	Canon	AV Camcorders	10%	10%	us-new.ingrammicro.com
Canon	Canon	AV Cameras and Lenses	25%	25%	us-new.ingrammicro.com
Canon	Canon	AV Projectors and Projector Lenses	25%	25%	www.techdata.com
Canon	Canon	AV Document Cameras	18%	18%	us-new.ingrammicro.com
Canon	Canon	Maintenance, Warranty, and Support Agreements	2%	2%	www.techdata.com
Casio	Casio	AV Presentation Devices	10%	10%	us-new.ingrammicro.com
Chief Mfg	Chief Mfg	AV Mounts, Racks, and Accessories	35%	35%	us-new.ingrammicro.com
Cisco	Cisco	Video Conferencing & Cameras	20%	20%	us-new.ingrammicro.com
Cisco	Cisco	Maintenance/Support & Accessories	5%	5%	us-new.ingrammicro.com
Clary Icon	Clary Icon	AV Interactive Collaboration Solutions: Touchscreen Displays, and Accessories	10%	10%	http://www.daly.com/av-manufacturers
Clary Icon	Clary Icon	AV Interactive Collaboration Solutions: Maintenance	5%	5%	http://www.daly.com/av-manufacturers
ClearCom	ClearCom	AV Intercom, IP Communications, Headsets, Signal Transport Solutions Solutions	10%	10%	http://www.daly.com/av-manufacturers
ClearOne Communications	ClearOne Communications	Accessories	5%	5%	us-new.ingrammicro.com
ClearOne Communications	ClearOne Communications	AV Media Collaboration, Microphones, Professional Audio, UC Voice, Media Carts, and Digital Signage	13%	13%	us-new.ingrammicro.com
Comprehensive Cable	Comprehensive Cable	AV - Integration Devices	15%	15%	us-new.ingrammicro.com
Conen	Conen	AV Motorized Mounts, Fixed Height Mounts, Dry Erase Boards, and Accessories	10%	10%	http://www.daly.com/av-manufacturers
Creston	Creston	AV Presentation, Digital Signage, Video, Lighting, Cables & Accessories	25%	25%	http://www.daly.com/av-manufacturers
Crown	Crown	AV Audio Amplifiers, Mixers, Microphones, and Accessories	15%	15%	http://www.daly.com/av-manufacturers
Da-Lite	Da-Lite	AV-Projection Screens/Lecterns	26%	26%	us-new.ingrammicro.com
Dell	Dell	AV Hardware/Software	10%	10%	us-new.ingrammicro.com
Diamond Multimedia	Diamond Multimedia	AV Integration Devices	10%	10%	us-new.ingrammicro.com
Digital Watchdog	Digital Watchdog	AV Cameras, DVR's, Tools, and Accessories	10%	10%	www.digital-watchdog.com
D-Link	D-Link	Storage/Input/output Devices/Cables & Accessories	10%	10%	us-new.ingrammicro.com

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Brand	Brand/OEM/Category Fields OEM/Manufacturer	Product Category	Government Discount from Index Price	Academic Discount from Index Price	Index Price List URL
Draper	Draper	AV Projection Screens and Accessories	15%	15%	us-new.ingrammicro.com
Earthwalk	Earthwalk	AV Carts & Accessories	10%	10%	http://www.daly.com/av-manufacturers
Eastern Acoustic	Eastern Acoustic	AV Audio Systems, Mounts, Speakers, and Accessories	15%	15%	http://www.daly.com/av-manufacturers
Elmo	Elmo	Document Cameras & Projectors	18%	18%	http://www.daly.com/av-manufacturers
Epson	Epson	Accessories	8%	8%	us-new.ingrammicro.com
Epson	Epson	AV Projectors	15%	15%	us-new.ingrammicro.com
Epson	Epson	Maintenance, Warranty, and Support Agreements	10%	10%	us-new.ingrammicro.com
Ergotron	Ergotron	AV Mounts, Stands, Carts, and Accessories	10%	10%	us-new.ingrammicro.com
Exacq	Exacq	AV Video Management System Solutions: Cameras, Encoders, Storage, and Accessories	7%	7%	http://www.daly.com/av-manufacturers
Exact Furniture	Exact Furniture	AV Furniture (Desks, Lecturns, Podiums, Carts, Mounts and Accessories)	30%	30%	http://www.daly.com/av-manufacturers
Extron	Extron	AV Integraton Devices	25%	25%	www.extron.com
Extron	Extron	Cables & Connectors	25%	25%	www.extron.com
Extron	Extron	Maintenance/Support & Accessories	20%	20%	www.extron.com
Fast Forward	Fast Forward	AV Recorders & Accessories	2%	2%	http://www.daly.com/av-manufacturers
FLIR	FLIR	AV Security Products and Accessories	5%	5%	http://www.daly.com/av-manufacturers
Focal Point	Focal Point	AV Monitoring & Accessories	8%	8%	http://www.daly.com/av-manufacturers
FSR	FSR	AV Mounts, Cables, Ampliers & Accessories	6%	6%	http://www.daly.com/av-manufacturers
Galaxy Audio	Galaxy Audio	AV Ampliers, Mic Systems, Headsets, Speakers, Mixers, Cables and Accessories	10%	10%	http://www.daly.com/av-manufacturers
Gamber Johson	Gamber Johnson	Mounting Equipment	30%	30%	www.gamberjohnson.com
Gamber Johson	Gamber Johnson	AV Accessories & Maintenance	5%	5%	www.gamberjohnson.com
Gator Cases	Gator	AV Cases	25%	25%	http://www.daly.com/av-manufacturers
Gefen	Gefen	AV Video, Ultra HD, HDMI, Splitters, Digital Signage, Matrixes, Switchers, and Accessories	10%	10%	us-new.ingrammicro.com
Hall Research	Hall Research	AV Converters, Matrix Switchers, Fiber Extenders, Twister Pair Extenders, Cables & Accessories	15%	15%	http://www.daly.com/av-manufacturers
Hamilton Buhl	Hamilton Buhl	AV Headphones, Microphones, Screens, Listening Centers, and Accessories	25%	25%	http://www.daly.com/av-manufacturers
Hewlett Packard	Hewlett Packard	AV Hardware (Displays, PC's, Scanners, Workstations, etc.)	5%	5%	us-new.ingrammicro.com
Hosa	Hosa	AV Cables, Stands, Racks, and Accessories	7%	7%	http://www.daly.com/av-manufacturers
Imation	Imation	AV Storage, Media, Ironkey, and AV Accessories	10%	10%	us-new.ingrammicro.com
InFocus	InFocus	Accessories	5%	5%	us-new.ingrammicro.com
InFocus	InFocus	AV Projectors, Interactive Whiteboards, and Screens	11%	11%	us-new.ingrammicro.com
InFocus	InFocus	Maintenance, Warranty, and Support Agreements	10%	10%	

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Brand	Brand/OEM/Category Fields OEM/Manufacturer	Product Category	Government Discount from Index Price	Academic Discount from Index Price	Index Price List URL
Intel	Intel	AV PC's (NUC), Wireless WiDi, and Accessories	1%	1%	us-new.ingrammicro.com
Intelix	Intelix	AV Transmitters/Receivers and Accessories	8%	8%	http://www.daly.com/av-manufacturers
JBL	JBL	AV Speakers, Headphones, and Accessories	15%	15%	http://www.daly.com/av-manufacturers
Jelco	Jelco	AV Protective Cases for Displays, Laptops, Whiteboards, and Accessories	10%	10%	us-new.ingrammicro.com
JVC	JVC	AV Accessories	10%	10%	us-new.ingrammicro.com
JVC	JVC	AV Displays	9%	9%	us-new.ingrammicro.com
JVC	JVC	AV Broadcast Television	10%	10%	us-new.ingrammicro.com
JVC	JVC	AV Camcorders/Document Cameras	14%	14%	us-new.ingrammicro.com
Kantech	Kantech	AV Security Hardware, Software & Accessories	5%	5%	www.kantech.com
Kensington	Kensington	AV Cases, Stands, Locks, Presentation Remotes, Hubs and Accessories	10%	10%	us-new.ingrammicro.com
Keri Systems	Keri Systems	AV Security, Access Control Solutions, Software and Accessories	15%	15%	http://www.daly.com/av-manufacturers
Kingston	Kingston	AV Storage, Wireless, and Accessories	1%	1%	us-new.ingrammicro.com
Klipsch	Klipsch	AV Audio Solutions: Speakers, Headphones, Subwoofers Theater Systems, and Accessories	20%	20%	http://www.daly.com/av-manufacturers
Kodak	Kodak	AV Cameras, Projectors, Scanners, and Accessories	5%	5%	us-new.ingrammicro.com
Kodak	Kodak	Maintenance, Warranty, and Support Agreements	1%	1%	us-new.ingrammicro.com
Kramer Electronics	Kramer Electronics	AV Transmitters/Receivers & Accessories	18%	18%	http://www.daly.com/av-manufacturers
KwikBoost	KwikBoost	AV Charging Stations and Accessories	5%	5%	http://www.daly.com/av-manufacturers
Lenovo	Lenovo	AV PC's, and Commercial Displays	5%	5%	us-new.ingrammicro.com
LG	LG	AV Accessories	10%	10%	us-new.ingrammicro.com
LG	LG	AV DVD Players/Recorders	11%	11%	us-new.ingrammicro.com
LG	LG	AV Commercial Grade Displays, Speakers	15%	15%	us-new.ingrammicro.com
LG	LG	Maintenance, Warranty, and Support Agreements	10%	10%	us-new.ingrammicro.com
Liberty AV	Liberty AV	AV Cabling, Signal Distribution, Power Management, Racks, Mounts, Tools, Collaboration Technology and Accessories	20%	20%	http://www.daly.com/av-manufacturers
Lightspeed	Lightspeed	AV Audio Solutions (Amplifiers, Receiver, Speakers, Microphones)	18%	18%	http://www.daly.com/av-manufacturers
Lightspeed	Lightspeed	AV Audio Solutions: Accessories	12%	12%	http://www.daly.com/av-manufacturers
Listen Technologies	Listen Technologies	AV RF Systems & Accessories	4%	4%	http://www.daly.com/av-manufacturers
Logitech	Logitech	AV Video Conferencing, Input Devices, Presentation Equipment, Speakers, Headphones, Remotes, and Accessories	10%	10%	us-new.ingrammicro.com
Lowel-Light	Lowel	AV Lighting	5%	5%	http://www.daly.com/av-manufacturers

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Brand	Brand/OEM/Category Fields		Government Discount	Academic Discount	Index Price List
	OEM/Manufacturer	Product Category	from Index Price	from Index Price	URL
Luxor	Luxor	AV Carts, Stands, Lecterns, and Accessories	15%	15%	http://www.daly.com/av-manufacturers
Marshall Electronics	Marshall Electronics	AV Broadcast Equipment: Racks, Displays, Transmitter/Receivers, Converters and Accessories	10%	10%	http://www.daly.com/av-manufacturers
Marshall Electronics	Marshall Electronics	AV Pro-Series Cameras and Accessories	20%	20%	http://www.daly.com/av-manufacturers
Marshall Electronics	Marshall Electronics	AV IPTV Products and Accessories	5%	5%	http://www.daly.com/av-manufacturers
Maxell	Maxell	AV Storage Media, Headphones, Tools, and Accessories	10%	10%	us-new.ingrammicro.com
Middle Atlantic	Middle Atlantic	AV Racks, Furniture & Accessories	15%	15%	http://www.daly.com/av-manufacturers
NCast	NCast	AV Recorders & Streamers	20%	20%	http://www.daly.com/av-manufacturers
NCast	NCast	AV Maintenance and Professional Services	20%	20%	http://www.daly.com/av-manufacturers
NCast	NCast	AV Control Tools	20%	20%	http://www.daly.com/av-manufacturers
NEC	NEC	AV Accessories	5%	5%	us-new.ingrammicro.com
NEC	NEC	AV Projectors	20%	20%	us-new.ingrammicro.com
NEC	NEC	AV Commercial Displays	15%	15%	us-new.ingrammicro.com
NEC	NEC	Maintenance, Warranty, and Support Agreements	5%	5%	us-new.ingrammicro.com
Nitek	Nitek	AV UTP/Video, Fiber Video, Converters, Networking, Surge and Accessories	10%	10%	www.nitek.net
Optoma	Optoma	AV Projectors, Headphones, and Accessories	10%	10%	us-new.ingrammicro.com
Optoma	Optoma	Maintenance, Warranty, and Support Agreements	5%	5%	us-new.ingrammicro.com
Orion Images Corporation	Orion Images Corporation	AV Security Displays and Accessories	10%	10%	http://www.daly.com/av-manufacturers
Orion Images Corporation	Orion Images Corporation	AV Video Wall Products and Accessories	10%	10%	http://www.daly.com/av-manufacturers
Orion Images Corporation	Orion Images Corporation	AV HD CCTV Cameras and Accessories	10%	10%	http://www.daly.com/av-manufacturers
Panasonic	Panasonic	AV Accessories	5%	5%	us-new.ingrammicro.com
Panasonic	Panasonic	AV Camcorders/Projectors & Lenses	10%	10%	us-new.ingrammicro.com
Panasonic	Panasonic	AV DVD Players/Recorders	10%	10%	us-new.ingrammicro.com
Panasonic	Panasonic	AV Commercial Displays	15%	15%	us-new.ingrammicro.com
Panasonic	Panasonic	AV Panaboards	29%	29%	us-new.ingrammicro.com
Panasonic	Panasonic	Maintenance, Warranty, and Support Agreements	2%	2%	us-new.ingrammicro.com
Peerless	Peerless	AV Mounts, Kiosks, Racks, Shelves, Outdoor Solutions, and Accessories	10%	10%	us-new.ingrammicro.com
Pelco	Pelco	AV Security Cameras, Video Management Solutions, and Accessories	3%	3%	us-new.ingrammicro.com
Pelco	Pelco	Maintenance, Warranty, and Support Agreements	10%	10%	us-new.ingrammicro.com
Planar	Planar	AV Commercial Displays, Video Walls, Mounts, and Accessories	5%	5%	us-new.ingrammicro.com
Planar	Planar	Maintenance, Warranty, and Support Agreements	5%	5%	us-new.ingrammicro.com
Polycom	Polycom	AV Global Service Products, DC2, DC3	0%	0%	http://www.daly.com/av-manufacturers
Polycom	Polycom	AV Global Service Products, DC4	2%	2%	http://www.daly.com/av-manufacturers

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Brand	Brand/OEM/Category Fields OEM/Manufacturer	Product Category	Government Discount from Index Price	Academic Discount from Index Price	Index Price List URL
Polycom	Polycom	AV Telepresence/Video Conferencing ACC1, ACC.2, TIER.05: DC6 Products, and Accessories	2%	2%	http://www.daly.com/av-manufacturers
Polycom	Polycom	AV Telepresence/Video Conferencing TIER.06: DC8 Products and Accessories	4%	4%	http://www.daly.com/av-manufacturers
Polycom	Polycom	AV Telepresence/Video Conferencing VID.2: DC10 Products and Accessories	8%	8%	http://www.daly.com/av-manufacturers
Polycom	Polycom	AV Telepresence/Video Conferencing TIER.07: DC10 Products and Accessories	7%	7%	http://www.daly.com/av-manufacturers
Polycom	Polycom	AV Telepresence/Video Conferencing AUD.4: DC12 Products and Accessories	13%	13%	http://www.daly.com/av-manufacturers
Polycom	Polycom	AV TelePresence/Video Conferencing NS.2: DC12 Products and Accessories	10%	10%	http://www.daly.com/av-manufacturers
Polycom	Polycom	AV Telepresence/Video Conferencing TIER.08: DC12 Products and Accessories	9%	9%	http://www.daly.com/av-manufacturers
Polycom	Polycom	AV Telepresence/Video Conferencing NS.1: DC14 Products and Accessories	15%	15%	http://www.daly.com/av-manufacturers
Polycom	Polycom	AV Telepresence/Video Conferencing TIER.09: DC14 Products and Accessories	15%	15%	http://www.daly.com/av-manufacturers
Polycom	Polycom	AV Telepresence/Video Conferencing AUD.7: DC16 Products and Accessories	19%	19%	http://www.daly.com/av-manufacturers
Polycom	Polycom	AV Telepresence/Video Conferencing AUD 10: DC16 Products and Accessories	19%	19%	http://www.daly.com/av-manufacturers
Polycom	Polycom	AV Telepresence/Video Conferencing TIER.11: DC16 Products and Accessories	19%	19%	http://www.daly.com/av-manufacturers
Polycom	Polycom	AV Telepresence/Video Conferencing: DC99 Products and Accessories	0%	0%	http://www.daly.com/av-manufacturers
Preferred Power	Preferred Power	AV Racks, CCTV Power Supplies, Access Control, Weather Proof, and Accessories	10%	10%	www.preferredpowersource.com
Premier Mounts	Premier Mounts	AV Mounts, Carts, Stands, Audio Solutions, GearBox, and Accessories	20%	20%	us-new.ingrammicro.com
Recordex	Recordex	AV Screens, Duplicators & Tables	10%	10%	http://www.daly.com/av-manufacturers
Samsung	Samsung	AV Accessories, Maintenance	5%	5%	us-new.ingrammicro.com
Samsung	Samsung	AV Commercial Displays	23%	23%	us-new.ingrammicro.com
Samsung	Samsung	Maintenance, Warranty, and Support Agreements	10%	10%	us-new.ingrammicro.com
Seagate	Seagate	AV Storage, NAS, SAN, Security	5%	5%	us-new.ingrammicro.com
Sharp	Sharp	AV Accessories	10%	10%	us-new.ingrammicro.com
Sharp	Sharp	AV Commercial Displays	15%	15%	us-new.ingrammicro.com
Sharp	Sharp	Maintenance, Warranty, and Support Agreements	10%	10%	us-new.ingrammicro.com

Comprehensive AV Product/Service Catalog Discount Price List

Comprehensive AV Product/Service Catalog Discount Price List					
Brand	Brand/OEM/Category Fields		Government Discount	Academic Discount	Index Price List
Shure	OEM/Manufacturer	Product Category	from Index Price	from Index Price	URL
	Shure	AV Microphones, Headphones, Earphones, Wireless Systems, Personal Monitor Systems, and Accessories	15%	15%	http://www.daly.com/av-manufacturers
SMART Technologies	SMART Technologies	AV SMART Boards	22%	27%	www.smarttech.com
SMART Technologies	SMART Technologies	AV Interactive Flat Panel Displays	20%	20%	www.smarttech.com
SMART Technologies	SMART Technologies	AV Projectors	6%	17%	www.smarttech.com
SMART Technologies	SMART Technologies	AV SMART Tables	0%	19%	www.smarttech.com
SMART Technologies	SMART Technologies	SMART Kapp Digital Capture Board	4%	4%	www.smarttech.com
SMART Technologies	SMART Technologies	SMART Document Cameras	0%	25%	www.smarttech.com
SMART Technologies	SMART Technologies	Maintenance, Support and Training	10%	10%	www.smarttech.com
SMART Technologies	SMART Technologies	Software and Licensing	5%	5%	www.smarttech.com
SMART Technologies	SMART Technologies	Accessories and Service Parts	1%	1%	www.smarttech.com
Sony	Sony	AV Cameras, Video Equipment & Accessories	15%	15%	www.sony.com
Spectrum Industries	Spectrum Industries	AV Furniture (Desks, Lecturns, Podiums, Carts, Mounts and Accessories)	30%	30%	http://www.daly.com/av-manufacturers
Startech	Startech	AV Extenders, Converters, Rack Management, Hubs, Cables, and Accessories	10%	10%	us-new.ingrammicro.com
Stewart Audio	Stewart Audio	AV Amplifiers, Digital Signal Processors, and Accessories	10%	10%	http://www.daly.com/av-manufacturers
SurgeX	SurgeX	AV Advanced Power, Intelligent Diagnostics, System Management, Battery Backup, and Accessories	14%	14%	us-new.ingrammicro.com
Talk-A-Phone	Talk-A-Phone	AV Emergency Blue Light Phone Towers, Stations, Polls, Phones, and Accessories	20%	20%	http://www.daly.com/av-manufacturers
Tandberg Cisco	Tandberg Cisco	AV Videoconferencing	5%	5%	us-new.ingrammicro.com
Tandberg Cisco	Tandberg Cisco	AV Services, Installation & Training	0%	0%	us-new.ingrammicro.com
Tannoy	Tannoy	AV Speakers & Transformers	4%	4%	http://www.daly.com/av-manufacturers
Targus	Targus	AV Input Devices/Cases	10%	10%	us-new.ingrammicro.com
Tascam	Tascam	AV Recorders/Mixers & Accessories	20%	20%	http://www.daly.com/av-manufacturers
Tatung	Tatung	AV Displays, Interactive Displays, and Accessories	5%	5%	http://www.daly.com/av-manufacturers
Tiffen	Tiffen	AV Filters and Accessories	8%	8%	http://www.daly.com/av-manufacturers
Tightrope Media Systems	Tightrope Media Systems	Digital Signage Players & Accessories	10%	10%	http://www.daly.com/av-manufacturers
Tightrope Media Systems	Tightrope Media Systems	Signage Software Licensing	10%	10%	http://www.daly.com/av-manufacturers
Toshiba	Toshiba	AV Displays, Mounts, Digital Signage Solutions, and Accessories	5%	5%	us-new.ingrammicro.com
Totevision	Totevision	AV Commercial Display, Mounts & Accessories	10%	10%	www.totevision.com
Tripp Lite	Tripp Lite	AV Power Protection, Racks, Cables, and Accessories	10%	10%	us-new.ingrammicro.com
TV One	TV One	AV Scalers, Commercial Displays and Accessories	8%	8%	http://www.daly.com/av-manufacturers
Vaddio	Vaddio	AV Cameras: PTZ HD Point of View, HD Document, Displays, Tracking Systems and Accessories	15%	15%	http://www.daly.com/av-manufacturers
Vanguard	Vanguard	AV Storage and Accessories	5%	5%	us-new.ingrammicro.com

Comprehensive AV Product/Service Catalog Discount Price List

Brand	Brand/OEM/Category Fields OEM/Manufacturer	Product Category	Government Discount from Index Price	Academic Discount from Index Price	Index Price List URL
VBrick	VBrick	AV Video Management Platform, Content Delivery, Online Streaming, and Accessories	20%	20%	http://www.daly.com/av-manufacturers
VBrick	VBrick	AV Video Management Platform, Content Delivery, Online Streaming, Maintenance, Services, and Support	10%	10%	http://www.daly.com/av-manufacturers
Veracity	Veracity	AV Calibration Equipment & Services	5%	5%	www.veracityav.com
Verbatim	Verbatim	AV Digital Storage Solutions, Media, Wireless Streaming, Speakers, and Accessories	20%	20%	us-new.ingrammicro.com
Viewsonic	Viewsonic	AV Commercial Displays	15%	15%	us-new.ingrammicro.com
Viewsonic	Viewsonic	AV Projectors, Bulbs, and Accessories	10%	10%	us-new.ingrammicro.com
Vinten	Vinten	AV Camera Accessories (Pedestals, Tilts, Dollies, Systems, and Accessories)	6%	6%	http://www.daly.com/av-manufacturers
Vivitek	Vivitek	Projectors, Lens' & Accessories	10%	10%	www.vivitekusa.com
Western Digital	Western Digital	AV Storage, NAS, SAN, Security	1%	1%	us-new.ingrammicro.com
Whirlwind	Whirlwind	AV Cables & Accessories	5%	5%	http://www.daly.com/av-manufacturers
Wohler	Wohler	AV Displays, Mounts & Accessories	6%	6%	http://www.daly.com/av-manufacturers

Notes:

1. With specific quantities identified and or a better understanding of the project scope, additional / significant discounts may be available.
2. Discounts may also be greater, depending on a site survey, statement of work, and a detailed analysis of the scope of the project.
3. The discounts proposed are considered minimum discounts.
4. Many of the AV manufacturers proposed do not have a published MSRP/List Price List easily available online. For its customer's convenience, Daly has a dedicated site for its AV manufacturer price lists. These price lists will be updated on a regular basis as the AV manufacturers or the authorized distributors publish them.
5. Manufacturer warranties, services, and maintenances are offered at a minimum discount of 0 - 10%.

ITEM #	Product	Minimum Requirements	Index Price List Cost	Contract Discount Percentage	Contract Price	Brand	Model	Public Website URL
		HD mode: 1080P Resolution: 1920 x 1080 Contrast Ratio: 500000:1 Built-in speakers						
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	\$ 1,300.00	25.00%	\$975.00	Canon	8595B003	us-new.ingrammicro.com
8	Conference Phone (analog)	Secure Conferencing	\$ 1,019.00	15.00%	\$866.15	Polycom	2200-07800-160	http://www.daly.com/av-manufacturers
		150-foot Signal Range 8-hours of Talk Time High Quality Audio Loudspeaker Enhancement Full Duplex						
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	\$ 130.00	11.00%	\$115.70	LG	BP550	us-new.ingrammicro.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	\$ 2,185.00	30.00%	\$1,529.50	Exact Furniture	PM-300 (See Notes below)	http://www.daly.com/av-manufacturers
11	Annual Maintenance for Item #1	on-site, 12 months	For Item #1, Canon, the manufacturer, does not offer on-site, annual extended warranty options. See Note # 6 below for annual maintenance options for Item #1.					
12	Annual Maintenance for Item #4	on-site, 12 months	For Item #4, Tascam, the manufacturer, does not offer on-site, annual extended warranty options. See Note # 6 below for annual maintenance options for Item #4.					
13	Annual Maintenance for Item #6	on-site, 12 months	\$ 103.00	5.00%	\$97.85	Samsung	P-LM-1N2X40H	us-new.ingrammicro.com

Notes:

- The Canon projector quoted in Item #1 does not come standard with a lens. The required lens would depend on the environment that the projector is being used. Lens discount is 15% off manufacturer list price.
- For Item #3, USB Microphone, the proposed part number from Audio Technica, ATR2100-USB is equal or better than the AT2020-USB specified. The ATR2100-USB is both newer and less expensive.
- For Item #4, Digital Audio Recorder, the Marantz PMD661 has been discontinued. A comparable equivalent product identified is the Tascam DR-40 specified above.
- For Item #8, Polycom's published price list for the SoundStation is \$1,019.00. However, under Ingram's catalog, the published price list for this item is \$895. Daly will honor the lower and correct cost. The Polycom SoundStation quoted in Item #8 can be found under the "Voice" tab in its price catalog; (Tier.09, DC14.)
- For Item #10, Daly has custom configured a Lectern from Exact Furniture meeting the specifications. However, the proposed custom configured lectern from Exact Furniture contains 7 part numbers. The part numbers are: PM-300 (\$769), VENEER FINISH (\$699), PM-DOOR (\$159), LIGHT (\$159), CT-100 (\$399), SH (\$0), and CAST-HD (\$0); Total is \$2185. If VITA desires to have a 1 part number for Item 10, Da-Lite offers a 1 part number lectern that will meet the specifications but this lectern is more costly than the one proposed from Exact Furniture. The Da-Lite lectern part number is 98134. MSRP is \$7253. Minimum discount from Daly is 18%. VITA cost is \$5947.46. Public website URL is us-new.ingrammicro.com.
- Manufacturer annual on-site maintenances are not available for Item #1 and Item #4. However, Daly can provide on-site 12 months annual maintenances for both Item #1 and Item #4. The cost will be 20% of the device price. Daly's service price can be found online at <http://www.daly.com/av-manufacturers/>. Should the customer choose not to have 12 months on-site annual maintenance for Item #1 and Item #4, Daly can also provide onsite services based on the hourly rates of its "Service Technician". Government agencies and educational institutions will receive 10% and 15% discounts respectively based on the list price of \$100 (normal business hours) or \$150 afterhours. The number of "Service Technician" hours will be determined based on the work specifications / customer requirements. Significant discounts may be obtained based on a mutually agreed upon SOW at the time of purchase.

ITEM #	Product	Minimum Requirements	Index Price List Cost	Contract Price Discount Percentage	Brand	Model	Public Website URL
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7. For Item #13, annual maintenance for Item #6, Samsung offers the Samsung 1 Year Onsite Protection Plus Extended Service Agreement.
8. With specific quantities identified and or a better understanding of the project scope, additional / significant discounts may be available.
9. Discounts may also be greater, depending on a site survey, statement of work, and a detailed analysis of the scope of the project.
10. The discounts listed above are the minimum discounts, per manufacturer, being offered by Daly.

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

AV Production Services Catalog - Price List

Supplier Name:

Daly Computers

Submitted By:

Ryan Yu and Jeff DiBella

phone: (301) 670-0381

email: rty@daly.com and Jeff.DiBella@daly.com

Instructions: In the table below, Suppliers are required to submit a Catalog Discount Price List for all production service by category within the scope of this procurement that you are interested in selling to the Commonwealth. Add rows as needed for each category of service, task, deliverable and hourly or position/description labor rates. The expectation is that each category 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 URL" where the publicly available Index Price List can be found online. Examples have been provided, which can be deleted. Then proceed to the Catalog Discount Price List table where you will identify all services, by category, that your firm would like to include in its offer in response to this solicitation. All services, rates or position descriptions must fall within the scope of this solicitation, which includes all services that may be required in order to fulfill a request for a comprehensive solution. In other words, Suppliers should include all services, rates and available position descriptions, and any other fees or price schedules, from its rate card.

If applicable, please identify separate percentage discounts for academic and government customers.

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 supplier 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. 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.

Comprehensive AV Product/Service Catalog Discount Price List

	Service Category Fields			Government Discount	Academic Discount	Index Price List
	Category/Service	Type	Unit	from Index Price	from Index Price	URL
Example	Live Event	livestream	SOW	0%	5%	https://supplier.com/pricelist
Example	Videographer	position	per hour rate	10%	15%	http://supplierGSA.com/Ratecard.aspx
Example	Editor	position	per hour rate	10%	15%	http://supplierGSA.com/Ratecard.aspx
Example	Projector	Rental	per hour rate	10%	15%	http://supplierGSA.com/Ratecard.aspx
	Technical Admin Support	Position	per hour rate	10%	15%	http://www.daly.com/av-manufacturers
	Design Engineer	Position	per hour rate	10%	15%	http://www.daly.com/av-manufacturers
	Senior Design Engineer	Position	per hour rate	10%	15%	http://www.daly.com/av-manufacturers
	Video Network Engineer	Position	per hour rate	10%	15%	http://www.daly.com/av-manufacturers
	Senior Video Network Engineer	Position	per hour rate	10%	15%	http://www.daly.com/av-manufacturers
	Programmer / Coder Level 1	Position	per hour rate	10%	15%	http://www.daly.com/av-manufacturers
	Programmer / Coder Level 2	Position	per hour rate	10%	15%	http://www.daly.com/av-manufacturers
	Technical Programmer (CAD)	Position	per hour rate	10%	15%	http://www.daly.com/av-manufacturers
	Project Manager	Position	per hour rate	10%	15%	http://www.daly.com/av-manufacturers
	Senior Project Manager	Position	per hour rate	10%	15%	http://www.daly.com/av-manufacturers
	Installation Technician Level I	Position	per hour rate	10%	15%	http://www.daly.com/av-manufacturers
	Installation Technician Level II	Position	per hour rate	10%	15%	http://www.daly.com/av-manufacturers
	Service Engineer / Manager	Position	per hour rate	10%	15%	http://www.daly.com/av-manufacturers
	Service Technician	Position	per hour rate	10%	15%	http://www.daly.com/av-manufacturers
	Bench Technician	Position	per hour rate	10%	15%	http://www.daly.com/av-manufacturers
	Consulting / Technical Specialist	Position	per hour rate	10%	15%	http://www.daly.com/av-manufacturers
	Consulting / Senior Technical Specialist	Position	per hour rate	10%	15%	http://www.daly.com/av-manufacturers
	A/V Trainer	Position	per hour rate	10%	15%	http://www.daly.com/av-manufacturers
	Subject Matter Expert Trainer	Position	per hour rate	10%	15%	http://www.daly.com/av-manufacturers
	AV Production Manager	Position	per hour rate	10%	15%	http://www.daly.com/av-manufacturers
	Video Editing Technician	Position	per hour rate	10%	15%	http://www.daly.com/av-manufacturers
	Video Script Writer	Position	per hour rate	10%	15%	http://www.daly.com/av-manufacturers
	AV Equipment Rental	Position	per hour rate (See Note #4 below)	10%	15%	http://www.daly.com/av-manufacturers
	Manufacturer Extended Warranty	Manufacturer Warranty	Varies by manufacturer	0% - 10%	0% - 10%	http://www.daly.com/av-manufacturers https://us-new.ingrammicro.com
	Asset Inventory Services	Asset Inventory	SOW	10%	15%	Per Project SOW

Comprehensive AV Product/Service Catalog Discount Price List

Category/Service	Service Category Fields Type	Unit	Government Discount from Index Price	Academic Discount from Index Price	Index Price List URL
Cloud Software Management Services	Cloud Management	SOW	10%	15%	Per Project SOW
Cloud Storage Services	Cloud Management	SOW	10%	15%	Per Project SOW
Digital Calibration Services	Calibration	SOW	10%	15%	Per Project SOW
Equipment Disposal Services	Equipment Disposal	SOW	10%	15%	Per Project SOW
Equipment Relocation Services	Equipment Relocation	SOW	10%	15%	Per Project SOW
Equipment Staging / Warehousing Services	Staging / Warehousing	SOW	10%	15%	Per Project SOW
Event (in-stadium/building) Audio / Video Services	AV Production Service	SOW	10%	15%	Per Project SOW
Event (outdoors) Audio / Video Services	AV Production Service	SOW	10%	15%	Per Project SOW
Event Broadcasting Services	AV Production Service	SOW	10%	15%	Per Project SOW
Hardware Installation Services	Hardware Installation	SOW	10%	15%	Per Project SOW
High Voltage Electrical Services	High Voltage Electrical	SOW	10%	15%	Per Project SOW
Low Voltage Cabling Services	Low Voltage Cabling	SOW	10%	15%	Per Project SOW
AV and Network Managed Services	Managed Services	SOW	10%	15%	Per Project SOW
Preventive Maintenance Services	Preventive Maintenance	SOW	10%	15%	Per Project SOW
Site Survey & Assessment Services	Site Survey & Assessment	SOW	10%	15%	Per Project SOW
Software Installation / Upgrade Services	Software Installation	SOW	10%	15%	Per Project SOW
Software Management Services	Software Management	SOW	10%	15%	Per Project SOW
Video Conversion Services	Video Conversion	SOW	10%	15%	Per Project SOW
Video Production Services	Video Production	SOW	10%	15%	Per Project SOW
Digital Signage and Video Wall System Services	Digital Signage	SOW	10%	15%	Per Project SOW
Crisis Management and Control Room System Services	Control Room System	SOW	10%	15%	Per Project SOW
Digital Video Surveillance Services	Digital Video Surveillance	SOW	10%	15%	Per Project SOW
Campus Blue Light Security Services	Security Systems	SOW	10%	15%	Per Project SOW
Conference Room Video Conferencing Services	Audio Video Conferencing	SOW	10%	15%	Per Project SOW
Classroom / Boardroom Interactive White Board Services	Interactive White Board	SOW	10%	15%	Per Project SOW
Interactive Projector and Sound System Services	Interactive Projector and Sound System	SOW	10%	15%	Per Project SOW
Card Access and Security Access Services	Security Systems	SOW	10%	15%	Per Project SOW
Video Streaming and Recording System Services	AV Production Services	SOW	10%	15%	Per Project SOW
Event Digital Still Photography Services	AV Production Services	SOW	10%	15%	Per Project SOW
Conference Speaker Support Video Production Services	Conference Speaker Support Video Production Services	SOW	10%	15%	Per Project SOW
AV Post Production (editing and packaging) Services	AV Production Services	SOW	10%	15%	Per Project SOW

Comprehensive AV Product/Service Catalog Discount Price List

Category/Service	Service Category Fields Type	Unit	Government Discount from Index Price	Academic Discount from Index Price	Index Price List URL
Theater Scale AV System Services	Theater Scale AV System	SOW	10%	15%	Per Project SOW
Mobile Digital Recording System Services	AV Production Services	SOW	10%	15%	Per Project SOW
Network Infrastructure for AV System Services	Network and AV Infrastructure	SOW	10%	15%	Per Project SOW
Data Backup and Storage for AV System Services	Network and AV Infrastructure	SOW	10%	15%	Per Project SOW
AV Equipment Rental	Rental	SOW (See Note #4 below)	10%	15%	Per Project SOW

Notes:

- Daly's AV services hourly rates, extended warranty rates, rental rates, and AV production services list prices can be found online at <http://www.daly.com/av-manufacturers>.
- The discounts proposed are considered minimum discounts.
- The proposed discounts may be greater, depending on the scope of work and detailed analysis of the project scope.
- AV equipment rental may include both the technical resources needed to setup the equipment and the cost of renting the equipment.
 The cost for the technical resources will depend on the skill sets needed for the job. Typically, AV service technician category will be adequate for common AV equipment setup. The technical resources can be priced based on hourly rates or based on a statement of work (SOW).
 The cost for renting the equipment will vary depending on the price of the equipment and the rental time periods, i.e. daily, weekly, monthly, or longer periods.
 Typical list price for weekly AV equipment rental rates are 10% to 30% of the equipment price. Longer periods (monthly) are also available and pro-rated from the weekly rates.

Equipment Rental	Daly List Price
Weekly Equipment Rental Rates	10% to 30% of Device Price
Daly Equipment Rental Rates	10% to 30% of Device Price
Equipment Rental to Include Services	Based on technical resources needed and scope of work.

Additional discounts and or savings on rentals may be available depending volume, time periods and the scope of work.

Daly service list prices can be found online at <http://www.daly.com/av-manufacturers>.

- There are no catalog list prices for AV solutions and production services that are based on project SOWs. Pricing can be provided once the SOW is defined.

RFP 2016-04-R
AUDIO VISUAL PRODUCTION SERVICES

Supplier Name:	Daly Computers			
Submitted By:	Ryan Yu and Jeff DiBella	email: rtv@daly.com and Jeff.Dibella	phone: (301) 670-0381	

Provide the required data in the shaded cells

*****Important Information -**
Please note that scenarios below are not exact as to a typical production service. We understand that we maybe missing key items but this is intended for comparison only.

Note: All net costs to either the Commonwealth or Academic area are to be FOB Destination, inclusive of eVA and IFA fees. Travel expense to be in accordance with COV travel regulations:
http://www.doa.virginia.gov/admin_services/capp/capp_topics/20335-2014.pdf

Production Service	Minimum Requirements	Index		Contract Price	Proposed Scope of Work/Solution Description (SOW)
		Price List Cost	Contract Discount Percentage		
Live Streaming event w/recording - 3 High Definition video cameras w/lighting, audio and teleprompter. - 2 hours - DVD and 90 day retention/online availability deliverable	Location: Richmond/Capitol Event: Governor's State of the Commonwealth Address Date: TBD	6477.00	10.00%	5829.30	See notes below for details: Live Streaming Event with Recording
Photography- Still 1 D-SLR camera (roving) 2 hours CD/DVD - deliverable	Location: Richmond Monroe Bldg. Event: Agency Meeting Date: TBD	1250.00	10.00%	1125.00	See notes below for details: Photography - Still
Streaming - recorded event 3 Standard Definition video cameras w/lighting and audio/mics for 6 panel participants and 2 audience mics 8 hours total recording over 2 days DVD and 365 day retention/online availability deliverable	Location: Roanoke Event: COVITS Panel Discussions: total of eight (8) 1 hour panels Date: TBD	12595.00	10.00%	11335.50	See notes below for details: Streaming - Recorded Event

Turnkey Production of a Public Service
Announcement (PSA) 2 minute video
DVD - deliverable

Location: Richmond/DGIF
Event: PSA
Date: TBD

3183.00 10.00%

2864.70

See notes below for details: Turnkey Production of a PSA

Notes:

Live streaming of event with recording

Solution includes:

Production setup, rehearsal, live streaming
record and broadcast/online distribution and
production management

5 person crew

3 HD video studio camera 20MP & camera
support

4 input HDMI video switcher

1 4 station wireless intercom system with 3
station IFB subsystem

1 8 channel audio mixer

8 wired and wireless microphone

1 video data recorder / HD

1 field teleprompter (iPad or tablet with display
mirror system)

DVD and 90 day retention / online availability

Assume customer has internal data service with
network connection and/or broadcast loop

Assume customer will provide high speed

Internet access at production site

Live stream can be routed to directly to client
designated website and/or broadcasters

Assume - 2 hour live streaming production

Assume - 2 days production management work

Assume - 3 camera persons, 1 audio technician,
and 1 technical director

Lighting requirements not included at this time -
additional production specifications are needed.

Includes equipment and travel expenses

Photography - Still

Solution includes:

1 person & 1 DSLR camera and 3 lens kit

2 hour session

Will provide CD/DVD

Includes equipment and travel expenses

Additional photographers can be provided at
additional cost if required

Streaming - Recorded Event

Solution includes: 3 camera location production team with live streaming broadcast, production management
5 person crew
3 HD video studio camera 20MP & camera support
4 input HDMI video switcher
1 4 station wireless intercom system with 3 station IFB subsystem
1 8 channel audio mixer
8 wired and wireless microphone
1 video data recorder / HD
1 field teleprompter (iPad or tablet with display mirror system) for moderator
Audio / mics for 6 participants and 2 audience mics
DVD and 365 day retention / online availability
Assume customer has internal data service with network connection and/or broadcast loop
Assume customer will provide high speed Internet access at production site
Live stream can be routed to broadcasters
Assume 8 hours recording over 2 days
Assume - production management work
Assume - 3 camera persons, 1 audio technician, and 1 technical director
Lighting requirements not included at this time - additional production specifications are needed.
Includes equipment and travel expenses

Turnkey Production for a PSA

Solution includes:
Single camera HD video production
Scriptwriting for 2 minutes (300 wds)
NLE video post production
Production management and services
Output to DVD or video data file (mp4)
Includes equipment and travel expenses