

Exhibit C Pricing Spreadsheet Guide
General Information, Definitions and Offer Submission Guidelines

***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.

<p>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.</p>		
<p>Contract Price: "Contract Price" is defined as the result of applying the Contract Price Formula using both the Index Price and the Contract Discount.</p>		
<p>Contract Price Formula: The formula for calculating the Contract Price is: "Contract Price = Index Price - Contract Discount"</p>		

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

AV Product/Services Catalog - Price List

Supplier Name:	Inter Technologies Corporation		
Submitted By:	Daniel Brewster	phone: 540-605-0033	email: daniel@intertech.tv

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/Category Fields			Government Discount	Academic Discount	Index Price List URL
	Brand	OEM/Manufacturer	Product Category	from Index Price	from Index Price	
Example	AMX	AMX	Accessories	28%	28%	https://drive.google.com/open?id=0B74-klzy9lyNuxpsQk12anpnNIE
Example	Anchor	Anchor	Accessories	22%	22%	http://www.anchoraudiostore.com/
Example	Cisco	Cisco	Accessories	10%	10%	https://drive.google.com/open?id=0B74-klzy9lyNckE4eGj2Zxjsd2M
	Crestron	Crestron	Accessories	40%	40%	www.crestron.com
	Draper	Draper	Accessories	30%	30%	http://www.draperinc.com/
	Extron	Extron	Accessories	21%	21%	www.extron.com
	Hitachi	Hitachi	Accessories	10%	10%	http://www.hitachi-america.us/
	JBL	Harman	Accessories	24%	24%	http://shop.harmanpro.com/
	LG	LG	Accessories	11%	11%	http://www.lg.com/us
	Lifesize	Lifesize	Accessories	30%	30%	https://www.lifesize.com
	Listen	Listen	Accessories	22%	22%	http://www.listentech.com/shop-listen/
	Marshall Electronics	Marshall Electronics	Accessories	13%	13%	http://shop.marshall-usa.com/
	Middle Atlantic	Middle Atlantic	Accessories	35%	35%	http://www.middleatlantic.com
	Peerless	Peerless	Accessories	35%	35%	https://drive.google.com/open?id=0B74-klzy9lyNVUuwGVCcGIDQ3c
	Polycom	Polycom	Accessories	22%	22%	https://drive.google.com/open?id=0B74-klzy9lyNZ0V0N2IUaTcyV0E
	Sony	Sony Electronics Corporation	Accessories	10%	10%	http://pro.sony.com
	Williams Sound	Williams Sound	Accessories	14%	14%	http://www.williamssound.com/shop-products
	Williams Sound	Williams Sound	Accessories	14%	14%	http://www.williamssound.com/shop-products
	AMX	AMX	Amplifiers	28%	28%	https://drive.google.com/open?id=0B74-klzy9lyNuxpsQk12anpnNIE
	Anchor	Anchor	Amplifiers	22%	22%	http://www.anchoraudiostore.com/
	Crown	Harman	Amplifiers	22%	22%	http://shop.harmanpro.com/
	Extron	Extron	Amplifiers	40%	40%	www.extron.com
	Powersoft	Powersoft	Amplifiers	10%	10%	https://drive.google.com/open?id=0B74-klzy9lyNdHRqalpvcmVHZ2s
	Sony	Sony Electronics Corporation	Amplifiers	25%	25%	http://pro.sony.com
	Listen	Listen	Assistive Listening	22%	22%	http://www.listentech.com/shop-listen/
	Crestron	Crestron	Audio Equipment	40%	40%	www.crestron.com
	Optoma	Optoma	Audio Equipment	15%	15%	http://shop.optomausa.com/
	Polycom	Polycom	Audio Equipment	30%	30%	https://drive.google.com/open?id=0B74-klzy9lyNZ0V0N2IUaTcyV0E
	Crestron	Crestron	Broadcast	40%	40%	www.crestron.com
	Extron	Extron	Broadcast	40%	40%	www.extron.com
	JVC	JVC	Broadcast	4%	4%	http://pro.jvc.com
	Marshall Electronics	Marshall Electronics	Broadcast	13%	13%	http://shop.marshall-usa.com/
	Panasonic	Panasonic	Broadcast	8%	8%	http://business.panasonic.com/
	C2G	Middle Atlantic	Cables	10%	10%	http://www.middleatlantic.com
	Crestron	Crestron	Cables	25%	25%	www.crestron.com

	Extron	Extron	Cables	35%	35%	www.extron.com
	Inter Technologies Corporation	ITC	Cables	20%	20%	https://drive.google.com/open?id=0B74-klzy9lyNVGlvRm9mMnpzLTQ
	Liberty	Liberty	Cables	15%	15%	https://secure.libertycable.com/
	QVS	QVS	Cables	10%	10%	http://www.shopqvs.com/
	Polycom	Polycom	Cameras	5%	5%	https://drive.google.com/open?id=0B74-klzy9lyNZ0V0N2lUaTcyVOE
	Sony	Sony Electronics Corporation	Cameras	15%	15%	http://pro.sony.com
	AMX	AMX	Control Equipment	28%	28%	https://drive.google.com/open?id=0B74-klzy9lyNUXpsQk12anpnNIE
	Crestron	Crestron	Control Equipment	40%	40%	www.crestron.com
	Extron	Extron	Control Equipment	21%	21%	www.extron.com
	Epson	Epson	Document Cameras	15%	15%	www.epson.com
	Wolfvision	Wolfvision	Document Cameras	19%	19%	https://drive.google.com/open?id=0B74-klzy9lyNVGlvRm9mMnpzLTQ
	Sony	Sony Electronics Corporation	DVD	5%	5%	http://www.sony.com
	Epson	Epson	Education Projectors	na	na	https://www.epson.com/_alfresco/LandingPages/landing/education/v2/pdf/pricing_bf-projectors.pdf
	Jelco	Jelco	Equipment Cases	10%	10%	http://www.jelcoinc.com/
	Dalite	Milestone	Lecterns	41%	41%	www.da-lite.com
	Middle Atlantic	Middle Atlantic	Lecterns	35%	35%	http://www.middleatlantic.com
	Miller's Millwork	Miller's Millwork	Lecterns	22%	22%	https://drive.google.com/open?id=0B74-klzy9lyNWF9TNEjsZmtCcXM
	Hitachi	Hitachi	LED TV	10%	10%	http://www.hitachi-america.us/
	JVC	JVC	LED TV	4%	4%	http://pro.jvc.com
	LG	LG	LED TV	20%	20%	http://www.lg.com/us
	LG (Commercial)	LG	LED TV	20%	20%	https://drive.google.com/open?id=0B74-klzy9lyNUkZXd0FXTWY1Qzg
	NEC	NEC	LED TV	11%	11%	http://www.necdisplay.com
	Panasonic	Panasonic	LED TV	8%	8%	http://shop.panasonic.com
	Samsung	Samsung	LED TV	18%	18%	http://www.samsung.com/us/
	Sharp	Sharp	LED TV	18%	18%	http://www.sharppusa.com/
	Sony	Sony Electronics Corporation	LED TV	18%	18%	http://www.sony.com
	Toshiba	Toshiba	LED TV	10%	10%	http://www.toshiba.com
	NAVITAR	Navitar	Lens	10%	10%	http://www.touchboards.com/navitar/navitar_pricelist.asp
	Martin	Harman	Lighting	10%	10%	http://shop.harmanpro.com/
	AKG	Harman	Microphones	40%	40%	http://shop.harmanpro.com/
	Audio Technica	Audio Technica	Microphones	49%	49%	http://www.audio-technica.com/
	Atlas Sound	Atlas Sound	Microphones	26%	26%	https://drive.google.com/open?id=0B74-klzy9lyNaXBGVE5vVEHTLQ
	Crown	Harman	Microphones	22%	22%	http://shop.harmanpro.com/
	Listen	Listen	Microphones	22%	22%	http://www.listentech.com/shop-listen/
	Marshall Electronics	Marshall Electronics	Microphones	13%	13%	http://shop.marshall-usa.com/
	SHURE	Shure	Microphones	18%	18%	http://www.shure.com
	Soundcraft	Harman	Mixers	10%	10%	http://shop.harmanpro.com/
	Chief	Milestone	Mounts	23%	23%	www.milestone.com
	Peerless	Peerless	Mounts	35%	35%	https://drive.google.com/open?id=0B74-klzy9lyNVUuwbGVCcGIDQ3c
	Premier Mounts	Premier Mounts	Mounts	22%	22%	http://www.mounts.com
	Draper	Draper	Projection Screens	30%	30%	http://www.draperinc.com/
	Dalite	Milestone	Projection Screens - Fixed	21%	21%	www.da-lite.com
	Dalite	Milestone	Projection Screens - Portable	42%	42%	www.da-lite.com
	Benq	Benq	Projectors	42%	42%	http://www.benqdirect.com/
	Christie	Christie	Projectors	38%	38%	http://www.cdw.com (use list price to base discount)
	NEC	NEC	Projectors	11%	11%	http://www.necdisplay.com
	Optoma	Optoma	Projectors	15%	15%	http://shop.optomausa.com/
	Sharp	Sharp	Projectors	30%	30%	http://www.sharppusa.com/
	Epson	Epson	Projectors<\$1000.00	10%	10%	www.epson.com
	Epson	Epson	Projectors<\$1000.00	27%	27%	www.epson.com
	Middle Atlantic	Middle Atlantic	Racks and Enclosures	35%	35%	http://www.middleatlantic.com
	Miller's Millwork	Miller's Millwork	Racks and Enclosures	22%	22%	https://drive.google.com/open?id=0B74-klzy9lyNWF9TNEjsZmtCcXM
	Spectrum Furniture	Spectrum Furniture	Racks and Enclosures	40%	40%	http://www.spectrumfurniture.com/
	Cisco	Cisco	Service	5%	5%	https://drive.google.com/open?id=0B74-klzy9lyNckE4eGj2ZXjsd2M
	Polycom	Polycom	Service	5%	5%	https://drive.google.com/open?id=0B74-klzy9lyNZ0V0N2lUaTcyVOE
	BSS	Harman	Signal Processors	15%	15%	http://shop.harmanpro.com/
	DBX	Harman	Signal Processors	15%	15%	http://shop.harmanpro.com/
	Hall Research	Hall Research	Signal Processors	15%	15%	http://www.hallresearch.com/
	Inter Technologies Corporation	ITC	Signal Processors	20%	20%	https://drive.google.com/a/intertech.tv/file/d/0B74-klzy9lyNazVINpES284Zlk/view
	Kramer	Kramer	Signal Processors	33%	33%	http://www.fullcompass.com (use list price to base discount)
	Kramer	Kramer	Signal Processors	33%	33%	http://www.fullcompass.com (use list price to base discount)
	Atlas Sound	Atlas Sound	Speakers	26%	26%	https://drive.google.com/open?id=0B74-klzy9lyNaXBGVE5vVEHTLQ
	Crestron	Crestron	Speakers	40%	40%	www.crestron.com
	Extron	Extron	Speakers	40%	21%	www.extron.com
	JBL	Harman	Speakers	24%	24%	http://shop.harmanpro.com/
	Crestron	Crestron	Streaming	40%	40%	www.crestron.com
	Extron	Extron	Streaming	21%	21%	www.extron.com
	Polycom	Polycom	Streaming	30%	30%	https://drive.google.com/open?id=0B74-klzy9lyNZ0V0N2lUaTcyVOE
	JVC	JVC	Studio Equipment	4%	4%	http://pro.jvc.com

	Crestron	Crestron	Switchers	40%	40%	www.crestron.com	
	Extron	Extron	Switchers	40%	21%	www.extron.com	
	Crestron	Crestron	Touchpanels	40%	40%	www.crestron.com	
	Extron	Extron	Touchpanels	40%	21%	www.extron.com	
	Cisco	Cisco	VTC	30%	30%	https://drive.google.com/open?id=0B74-klzy9lyNckE4eGj2ZXjsd2M	
	Lifesize	Lifesize	VTC	30%	30%	https://www.lifesize.com	
	Polycom	Polycom	VTC	30%	30%	https://drive.google.com/open?id=0B74-klzy9lyNZ0V0N2lUaTcyV0E	
	Sony	Sony Electronics Corporation	VTC	10%	10%	http://pro.sony.com	
	Panasonic	Panasonic	Whiteboards	NA	NA	http://www.peppm.org/Products_asdf09876/panasonic/price.pdf (Price is PEPPM Contract Price)	
	Wiremold	Middle Atlantic	Wire Management	15%	15%	http://www.middleatlantic.com	

RFP 2016-04-R									
AUDIO VISUAL PRODUCTS and MRO Services									
Supplier Name:		Inter Technologies Corporation							
Submitted By:		Daniel Brewster		email:	daniel@intertech.tv		phone:	540-605-0033	
Provide the required data in the highlighted cells									
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 List Cost	Contract Discount Percentage	Contract Price	Brand	Model	Public Website URL	
1	Data Projector <small>(i.e. Canon Realis WUX500 or equal)</small>	LCD: 0.71" LCOS Reflective LCD (x3) 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	3599.00		3599.00	Epson	G6570WU	https://www.epson.com/_alfresco/LandingPages/landing/education/v2/pdf/pricing_bf-projectors.pdf	
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	740.00	42.00%	429.20	DaLite	87063	http://www.dalite.com/products/pricing_pdfs/92.pdf	
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	249.00	49.00%	126.99	Audio Technica	at2020	http://www.audio-technica.com/cms/wired_mics/c75c5918ed57a8d0/index.html	
4	Digital Audio Recorder <small>(i.e. Marantz PMD661 or equal)</small>	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	399.99	15.00%	339.99	Sony	PCMM10/B	http://pro.sony.com	
5	Electronic White Board <small>(i.e. Panasonic Panaboard UB-5835 or equal)</small>	63.5" x 33.5" Active Area floor stand USB interface plain paper printer	1491.75	8.00%	1372.41	Panasonic	UB-5831	http://www.peppm.org/Products_asdf09876/panasonic/price.pdf Alabama Contract Price	

