

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:	Lee Hartman & Sons		
Submitted By:	Steve Hartman	phone: 540-366-3493 x1120	email: shartman@leehartman.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
Aja	Aja	All Products	7.00%	7.00%	http://leehartman.com/vita-contract.php
AKG Acoustics	AKG Acoustics	All Products	31.00%	31.00%	http://leehartman.com/vita-contract.php
Allen & Heath	Allen & Heath	All Products Other than AH-QU-32C	37.00%	37.00%	http://leehartman.com/vita-contract.php
Allen & Heath	Allen & Heath	32 Channel Mixer (AH-QU-32C)	28.00%	28.00%	http://leehartman.com/vita-contract.php
Altinex	Altinex	All Products	12.00%	12.00%	http://leehartman.com/vita-contract.php
Altman	Altman	All Products	26.00%	26.00%	http://leehartman.com/vita-contract.php
AMX	AMX	All Products	38.00%	38.00%	http://leehartman.com/vita-contract.php
Analog Way	Analog Way	All Products	9.00%	9.00%	http://leehartman.com/vita-contract.php
Anchor Audio	Anchor Audio	All Products Other than Accessories	19.00%	19.00%	http://leehartman.com/vita-contract.php
Anchor Audio	Anchor Audio	Accessories	17.00%	17.00%	http://leehartman.com/vita-contract.php
APC	APC	All Products	2.00%	2.00%	http://leehartman.com/vita-contract.php
Atlas Sound	Atlas Sound	All Products	29.00%	29.00%	http://leehartman.com/vita-contract.php
Atlona	Atlona	All Products	26.00%	26.00%	http://leehartman.com/vita-contract.php
Audio Technica	Audio Technica	All Products Other Than 50 Series Mics	30.00%	30.00%	http://leehartman.com/vita-contract.php

Audio Technica	Audio Technica	50 Series Mics	4.00%	4.00%	http://leehartman.com/vita-contract.php
AVFI	AVFI	All Products	33.00%	33.00%	http://leehartman.com/vita-contract.php
Barco	Barco	All Other Warranty Services	14.00%	14.00%	http://leehartman.com/vita-contract.php
Barco	Barco	HDQ All Other / Encore / ScreenPro	18.00%	18.00%	http://leehartman.com/vita-contract.php
Barco	Barco	HDQ Lenses	2.00%	2.00%	http://leehartman.com/vita-contract.php
Barco	Barco	RLS / RLM / HDX / HDF	26.00%	26.00%	http://leehartman.com/vita-contract.php
Barco	Barco	All Other Products	15.00%	15.00%	http://leehartman.com/vita-contract.php
Barco	Barco	Non-3D F30 Projectors	14.00%	14.00%	http://leehartman.com/vita-contract.php
Barco	Barco	F50 Lenses and Lamps	26.00%	26.00%	http://leehartman.com/vita-contract.php
Barco	Barco	Present C / Present P Extended Warranty and S	13.00%	13.00%	http://leehartman.com/vita-contract.php
Barco	Barco	Present C / Present P All Other	26.00%	26.00%	http://leehartman.com/vita-contract.php
Behringer	Behringer	All Products	42.00%	42.00%	http://leehartman.com/vita-contract.php
Biamp	Biamp	All Products	38.00%	38.00%	http://leehartman.com/vita-contract.php
Blackbox	Blackbox	All Products	11.00%	11.00%	http://leehartman.com/vita-contract.php
Bogen	Bogen	All Products	24.00%	24.00%	http://leehartman.com/vita-contract.php
Bose Professional	Bose Professional	All Products	39.00%	39.00%	http://leehartman.com/vita-contract.php
BrightSign	BrightSign	All Products	6.00%	6.00%	http://leehartman.com/vita-contract.php
BSS Professional Audio	BSS Professional Audio	All Products	9.00%	9.00%	http://leehartman.com/vita-contract.php
Cables to Go	Cables to Go	All Products	12.00%	12.00%	http://leehartman.com/vita-contract.php
Canon USA	Canon USA	Projectors under 4100 lumens	3.00%	3.00%	http://leehartman.com/vita-contract.php
Canon USA	Canon USA	Projector over 4100 lumens	26.00%	26.00%	http://leehartman.com/vita-contract.php
Canon USA	Canon USA	Rebel Series DSLR Cameras	10.00%	10.00%	http://leehartman.com/vita-contract.php
Chauvet Lighting	Chauvet Lighting	All Products	30.00%	30.00%	http://leehartman.com/vita-contract.php
Chief	Chief	All Products	36.00%	36.00%	http://leehartman.com/vita-contract.php
Christie	Christie	Accessories	7.00%	7.00%	http://leehartman.com/vita-contract.php
Christie	Christie	Brio	7.00%	7.00%	http://leehartman.com/vita-contract.php
Christie	Christie	LED Video Walls	5.00%	5.00%	http://leehartman.com/vita-contract.php
Christie	Christie	LCD Displays	17.00%	17.00%	http://leehartman.com/vita-contract.php
Christie	Christie	3 Chip DLP Projectors	10.00%	10.00%	http://leehartman.com/vita-contract.php
Christie	Christie	1 Chip DLP Projectors	28.00%	28.00%	http://leehartman.com/vita-contract.php
Christie	Christie	LCD Projectors	32.00%	32.00%	http://leehartman.com/vita-contract.php
Cisco	Cisco	Network Switches	25.00%	25.00%	http://leehartman.com/vita-contract.php
Cisco	Cisco	Video Conferencing Hardware	36.00%	36.00%	http://leehartman.com/vita-contract.php
Cisco	Cisco	Video Conferencing Service Contracts	9.00%	9.00%	http://leehartman.com/vita-contract.php
ClearOne	ClearOne	Spontania Products	19.00%	19.00%	http://leehartman.com/vita-contract.php
ClearOne	ClearOne	Hardware Products (Non-Spontania)	7.00%	7.00%	http://leehartman.com/vita-contract.php
ClearOne	ClearOne	Service Contracts/Extended	5.00%	5.00%	http://leehartman.com/vita-contract.php
Community Professional	Community Professional	All Products	25.00%	25.00%	http://leehartman.com/vita-contract.php
Comprehensive Cables	Comprehensive Cables	All Products	15.00%	15.00%	http://leehartman.com/vita-contract.php
Contemporary Research	Contemporary Research	All Products	17.00%	17.00%	http://leehartman.com/vita-contract.php
Countryman	Countryman	All Products	25.00%	25.00%	http://leehartman.com/vita-contract.php
Creston	Creston	All Products	38.00%	38.00%	http://leehartman.com/vita-contract.php
Crown	Crown	All Products	38.00%	38.00%	http://leehartman.com/vita-contract.php
Da-Lite Screen Compan	Da-Lite Screen Company	All Products	22.00%	22.00%	http://leehartman.com/vita-contract.php
DAS	DAS	All Products	38.00%	38.00%	http://leehartman.com/vita-contract.php
Dbx Pro	Dbx Pro	All Products	26.00%	26.00%	http://leehartman.com/vita-contract.php
Denon Professional	Denon Professional	All Products	14.00%	14.00%	http://leehartman.com/vita-contract.php
Digital Projection	Digital Projection	Mercury & Titan Series Projectors	11.00%	11.00%	http://leehartman.com/vita-contract.php
Digital Projection	Digital Projection	All Other Projectors	13.00%	13.00%	http://leehartman.com/vita-contract.php
Digital Projection	Digital Projection	All Accessories (Lamps/Lenses/Etc.)	3.00%	3.00%	http://leehartman.com/vita-contract.php
Draper Projection Screen	Draper Projection Screens	All Products	23.00%	23.00%	http://leehartman.com/vita-contract.php
EAW	EAW	All Products	25.00%	25.00%	http://leehartman.com/vita-contract.php
Eiki	Eiki	All Products	11.00%	11.00%	http://leehartman.com/vita-contract.php
Elmo	Elmo	All Products	7.00%	7.00%	http://leehartman.com/vita-contract.php
Epson	Epson	Projectors Under 3000 Lumens	2.00%	2.00%	http://leehartman.com/vita-contract.php
Epson	Epson	3000 Lumens Excluding BrightLink, Pro G	11.00%	11.00%	http://leehartman.com/vita-contract.php
Epson	Epson	Brightlink Series Projectors	13.00%	13.00%	http://leehartman.com/vita-contract.php
Epson	Epson	Pro G Series Projectors	24.00%	24.00%	http://leehartman.com/vita-contract.php

Epson	Epson	Pro Z Series Projectors	45.00%	45.00%	http://leehartman.com/vita-contract.php
Epson	Epson	Accessories	2.00%	2.00%	http://leehartman.com/vita-contract.php
Exact Furniture	Exact Furniture	All Products	33.00%	33.00%	http://leehartman.com/vita-contract.php
Extron	Extron	All Products	38.00%	38.00%	http://leehartman.com/vita-contract.php
FSR	FSR	All Products	11.00%	11.00%	http://leehartman.com/vita-contract.php
Furman	Furman	All Products	25.00%	25.00%	http://leehartman.com/vita-contract.php
Galaxy Audio	Galaxy Audio	All Products	16.00%	16.00%	http://leehartman.com/vita-contract.php
Gator	Gator	All Products	26.00%	26.00%	http://leehartman.com/vita-contract.php
Genelec	Genelec	Analog Systems/AV Install/SAM Series	18.00%	18.00%	http://leehartman.com/vita-contract.php
Genelec	Genelec	All Accessories and Options	6.00%	6.00%	http://leehartman.com/vita-contract.php
Grass Valley	Grass Valley	All Products	7.00%	7.00%	http://leehartman.com/vita-contract.php
HikVision	HikVision	Security Camera	61.00%	61.00%	http://leehartman.com/vita-contract.php
Hitachi Projectors	Hitachi Projectors	Collegiate Series Projectors	22.00%	22.00%	http://leehartman.com/vita-contract.php
Hitachi Projectors	Hitachi Projectors	All Other Products	27.00%	27.00%	http://leehartman.com/vita-contract.php
JBL Professional	JBL Professional	All Products	23.00%	23.00%	http://leehartman.com/vita-contract.php
JRM Cabinets	JRM Cabinets	All Products	38.00%	38.00%	http://leehartman.com/vita-contract.php
Juice Goose	Juice Goose	All Products	28.00%	28.00%	http://leehartman.com/vita-contract.php
JVC Professional	JVC Professional	All Products	3.00%	3.00%	http://leehartman.com/vita-contract.php
Klipsch	Klipsch	All Products Excluding Reference Sound Bars	27.00%	27.00%	http://leehartman.com/vita-contract.php
Klipsch	Klipsch	Reference Sound Bars	17.00%	17.00%	http://leehartman.com/vita-contract.php
Kramer	Kramer	All Products	31.00%	31.00%	http://leehartman.com/vita-contract.php
Lab Gruppen	Lab Gruppen	Tannoy Speakers	28.00%	28.00%	http://leehartman.com/vita-contract.php
Lab Gruppen	Lab Gruppen	Amplifiers	32.00%	32.00%	http://leehartman.com/vita-contract.php
Leviton	Leviton	Entertainment Products	13.00%	13.00%	http://leehartman.com/vita-contract.php
Lexicon Pro	Lexicon Pro	All Products	26.00%	26.00%	http://leehartman.com/vita-contract.php
LG Professional	LG Professional	All LCD Displays	3.00%	3.00%	http://leehartman.com/vita-contract.php
Liberty AV	Liberty AV	All Products	12.00%	12.00%	http://leehartman.com/vita-contract.php
Listen Technologies	Listen Technologies	All Products	19.00%	19.00%	http://leehartman.com/vita-contract.php
Lowell Manufacturing Corp.	Lowell Manufacturing Corp.	All Products	39.00%	39.00%	http://leehartman.com/vita-contract.php
Mackie	Mackie	All Products	21.00%	21.00%	http://leehartman.com/vita-contract.php
Marantz Professional	Marantz Professional	All Products	11.00%	11.00%	http://leehartman.com/vita-contract.php
Marshall Electronics	Marshall Electronics	All Products Excluding Format Convertors	14.00%	14.00%	http://leehartman.com/vita-contract.php
Marshall Furniture	Marshall Furniture	All Products	12.00%	12.00%	http://leehartman.com/vita-contract.php
Martin Lighting	Martin Lighting	Rush Series Lights	13.00%	13.00%	http://leehartman.com/vita-contract.php
Martin Lighting	Martin Lighting	All Products Excluding Rush Series Lights	23.00%	23.00%	http://leehartman.com/vita-contract.php
Mersive Technologies	Mersive Technologies	All Products	7.00%	7.00%	http://leehartman.com/vita-contract.php
Middle Atlantic	Middle Atlantic	All Products	34.00%	34.00%	http://leehartman.com/vita-contract.php
NCast	NCast	All Products	13.00%	13.00%	http://leehartman.com/vita-contract.php
NEC	NEC	All Products	3.00%	3.00%	http://leehartman.com/vita-contract.php
Netgear	Netgear	All Products	10.00%	10.00%	http://leehartman.com/vita-contract.php
Nexo	Nexo	All Products	14.00%	14.00%	http://leehartman.com/vita-contract.php
Panasonic	Panasonic	Professional Displays	4.00%	4.00%	http://leehartman.com/vita-contract.php
Panasonic	Panasonic	Projectors	29.00%	29.00%	http://leehartman.com/vita-contract.php
Panasonic	Panasonic	Projector Accessories	1.00%	1.00%	http://leehartman.com/vita-contract.php
Panasonic	Panasonic	Electronic White Boards With Attached Printers	40.00%	40.00%	http://leehartman.com/vita-contract.php
Peerless Industries	Peerless Industries	Mounts & Accessories	17.00%	17.00%	http://leehartman.com/vita-contract.php
Peerless Industries	Peerless Industries	Kiosks	7.00%	7.00%	http://leehartman.com/vita-contract.php
Peerless Industries	Peerless Industries	Outdoor Display Products	15.00%	15.00%	http://leehartman.com/vita-contract.php
Perdue Acoustics	Perdue Acoustics	All Products	38.00%	38.00%	http://leehartman.com/vita-contract.php
Planar	Planar	Display	6.00%	6.00%	http://leehartman.com/vita-contract.php
Planar	Planar	Video wall LCD	5.00%	5.00%	http://leehartman.com/vita-contract.php
Polycom	Polycom	Video Conferencing Accessories	3.00%	3.00%	http://leehartman.com/vita-contract.php
Polycom	Polycom	Managed + Partner Premier Service Contracts/	1.00%	1.00%	http://leehartman.com/vita-contract.php
Polycom	Polycom	CX8000 Series Products	4.00%	4.00%	http://leehartman.com/vita-contract.php
Polycom	Polycom	Realpresence Desktop Software	11.00%	11.00%	http://leehartman.com/vita-contract.php
Polycom	Polycom	Group 500 + 700 Series Codecs, HDX S	22.00%	22.00%	http://leehartman.com/vita-contract.php
Polycom	Polycom	Soundstation Series Phones	22.00%	22.00%	http://leehartman.com/vita-contract.php
Polycom	Polycom	Soundstation Series Accessories	1.00%	1.00%	http://leehartman.com/vita-contract.php

Premier Mounts	Premier Mounts	All Products	24.00%	24.00%	http://leehartman.com/vita-contract.php
QSC LLC	QSC LLC	All Products	24.00%	24.00%	http://leehartman.com/vita-contract.php
R.T. Hogg	R.T. Hogg	All Products	34.00%	34.00%	http://leehartman.com/vita-contract.php
Rane Corporation	Rane Corporation	All Products	21.00%	21.00%	http://leehartman.com/vita-contract.php
RCF	RCF	All Products	22.00%	22.00%	http://leehartman.com/vita-contract.php
Renkus-Heinz	Renkus-Heinz	All Products	22.00%	22.00%	http://leehartman.com/vita-contract.php
Revolabs	Revolabs	All Products	11.00%	11.00%	http://leehartman.com/vita-contract.php
Roland	Roland	udio High Speed Interface for REAC Recc	34.00%	34.00%	http://leehartman.com/vita-contract.php
Roland	Roland	All Other	7.00%	7.00%	http://leehartman.com/vita-contract.php
Roland	Roland	Audio Hard Drive/Solid State Drive/USB D	2.00%	2.00%	http://leehartman.com/vita-contract.php
Samsung	Samsung	Commercial Displays	16.00%	16.00%	http://leehartman.com/vita-contract.php
Samsung	Samsung	Consumer Displays	14.00%	14.00%	http://leehartman.com/vita-contract.php
Sanus	Sanus	Mounts + Accessories	32.00%	32.00%	http://leehartman.com/vita-contract.php
Sanus	Sanus	Furniture	23.00%	23.00%	http://leehartman.com/vita-contract.php
Sennheiser	Sennheiser	All Products	21.00%	21.00%	http://leehartman.com/vita-contract.php
Sharp	Sharp	Digital Signage Software	38.00%	38.00%	http://leehartman.com/vita-contract.php
Sharp	Sharp	Professional Displays	14.00%	14.00%	http://leehartman.com/vita-contract.php
Shure Incorporated	Shure Incorporated	All Products	26.00%	26.00%	http://leehartman.com/vita-contract.php
SKB Cases	SKB Cases	All Product	28.00%	28.00%	http://leehartman.com/vita-contract.php
SMART	SMART	Software Products	2.00%	2.00%	http://leehartman.com/vita-contract.php
SMART	SMART	Extended Warranties	3.00%	3.00%	http://leehartman.com/vita-contract.php
SMART	SMART	nteractive Flat Panels/Symposium Display	16.00%	16.00%	http://leehartman.com/vita-contract.php
SMART	SMART	Interactive Whiteboards	10.00%	10.00%	http://leehartman.com/vita-contract.php
SMART	SMART	Accessories	6.00%	6.00%	http://leehartman.com/vita-contract.php
Sony Electronics	Sony Electronics	Video/Data Projectors	10.00%	10.00%	http://leehartman.com/vita-contract.php
Sony Electronics	Sony Electronics	50" And Larger Consumer Televisions	7.00%	7.00%	http://leehartman.com/vita-contract.php
Sony Electronics	Sony Electronics	Commercial Televisions	8.00%	8.00%	http://leehartman.com/vita-contract.php
Sony Electronics	Sony Electronics	3D Blu-Ray/DVD Players	1.00%	1.00%	http://leehartman.com/vita-contract.php
Sony Electronics	Sony Electronics	PTZ Cameras	20.00%	20.00%	http://leehartman.com/vita-contract.php
Soundcraft	Soundcraft	Products	20.00%	20.00%	http://leehartman.com/vita-contract.php
Soundcraft	Soundcraft	Accessories	2.00%	2.00%	http://leehartman.com/vita-contract.php
Spectrum Furniture	Spectrum Furniture	All Products	45.00%	45.00%	http://leehartman.com/vita-contract.php
Stewart Film Screen	Stewart Film Screen	All Products	13.00%	13.00%	http://leehartman.com/vita-contract.php
SunBrite	SunBrite	Televisions	7.00%	7.00%	http://leehartman.com/vita-contract.php
SunBrite	SunBrite	Accessories/Extended Warranties	7.00%	7.00%	http://leehartman.com/vita-contract.php
SurgeX	SurgeX	All Products	14.00%	14.00%	http://leehartman.com/vita-contract.php
Switchcraft, Inc.	Switchcraft, Inc.	All Products	23.00%	23.00%	http://leehartman.com/vita-contract.php
Symetrix	Symetrix	All Products	18.00%	18.00%	http://leehartman.com/vita-contract.php
Tascam	Tascam	All Products	13.00%	13.00%	http://leehartman.com/vita-contract.php
TCL	TCL	Televisions	4.00%	4.00%	http://leehartman.com/vita-contract.php
Tightrope Media	Tightrope Media	Loose Hardware/Software	3.00%	3.00%	http://leehartman.com/vita-contract.php
Tightrope Media	Tightrope Media	Quick Configurations	6.00%	6.00%	http://leehartman.com/vita-contract.php
TrippLite	TrippLite	All Products	22.00%	22.00%	http://leehartman.com/vita-contract.php
Vaddio	Vaddio	Vaddio Cameras & Camera Controllers	16.00%	16.00%	http://leehartman.com/vita-contract.php
Vaddio	Vaddio	OEM Cameras & Systems	2.00%	2.00%	http://leehartman.com/vita-contract.php
Vaddio	Vaddio	Accessories	12.00%	12.00%	http://leehartman.com/vita-contract.php
Vaddio	Vaddio	Audio Products	14.00%	14.00%	http://leehartman.com/vita-contract.php
Vaddio	Vaddio	Camera Mounting Hardware	25.00%	25.00%	http://leehartman.com/vita-contract.php
Vaddio	Vaddio	Camera Tracking Accessories	21.00%	21.00%	http://leehartman.com/vita-contract.php
Vaddio	Vaddio	Camera Extension Kits	19.00%	19.00%	http://leehartman.com/vita-contract.php
Vaddio	Vaddio	Monitors	16.00%	16.00%	http://leehartman.com/vita-contract.php
Vaddio	Vaddio	AppStations	13.00%	13.00%	http://leehartman.com/vita-contract.php
Vaddio	Vaddio	AV Bridge Family	16.00%	16.00%	http://leehartman.com/vita-contract.php
Viewsonic	Viewsonic	Computer Monitors	15.00%	15.00%	http://leehartman.com/vita-contract.php
Viewsonic	Viewsonic	Projectors	10.00%	10.00%	http://leehartman.com/vita-contract.php
Visix	Visix	ent Managers/Media Players/Content Publi	8.00%	8.00%	http://leehartman.com/vita-contract.php
Visix	Visix	Content Manager & Media Player Options	7.00%	7.00%	http://leehartman.com/vita-contract.php
Visix	Visix	Subscriptions	1.00%	1.00%	http://leehartman.com/vita-contract.php

Visix	Visix	MeetingMinder Touchscreens	3.00%	3.00%	http://leehartman.com/vita-contract.php
Visix	Visix	MeetingMinder Electronic Paper Screens	7.00%	7.00%	http://leehartman.com/vita-contract.php
Visix	Visix	MeetingMinder Electronic Paper Screens Acces	2.00%	2.00%	http://leehartman.com/vita-contract.php
Visix	Visix	Modules for Social Media Content	2.00%	2.00%	http://leehartman.com/vita-contract.php
Visix	Visix	Software Maintenance Agreements/Upgrade	2.00%	2.00%	http://leehartman.com/vita-contract.php
Visix	Visix	Training	2.00%	2.00%	http://leehartman.com/vita-contract.php
West Penn Wire	West Penn Wire	IP/Broadcast/Coax/Fiber Alarm/Networking	11.00%	11.00%	http://leehartman.com/vita-contract.php
West Penn Wire	West Penn Wire	Communication/Data Grade Wire	23.00%	23.00%	http://leehartman.com/vita-contract.php
Whirlwind USA	Whirlwind USA	All Products	27.00%	27.00%	http://leehartman.com/vita-contract.php
WolfVision	WolfVision	Cynap	5.00%	5.00%	http://leehartman.com/vita-contract.php
WolfVision	WolfVision	Cynap Accessories/Warranty	7.00%	7.00%	http://leehartman.com/vita-contract.php
WolfVision	WolfVision	Visualizers	13.00%	13.00%	http://leehartman.com/vita-contract.php
WolfVision	WolfVision	Visualizer Accessories	7.00%	7.00%	http://leehartman.com/vita-contract.php
Yamaha Commercial	Yamaha Commercial	Consoles (Excluding TF and M7 and LS9 Serie	13.00%	13.00%	http://leehartman.com/vita-contract.php
Yamaha Commercial	Yamaha Commercial	TF and M7 and LS9 Series Consoles	26.00%	26.00%	http://leehartman.com/vita-contract.php
Yamaha Commercial	Yamaha Commercial	Analog Consoles	29.00%	29.00%	http://leehartman.com/vita-contract.php
Yamaha Commercial	Yamaha Commercial	Powered Mixers/Portable PA Systems	29.00%	29.00%	http://leehartman.com/vita-contract.php
Yamaha Commercial	Yamaha Commercial	Audio DSPs	13.00%	13.00%	http://leehartman.com/vita-contract.php
Yamaha Commercial	Yamaha Commercial	Power Amplifiers	13.00%	13.00%	http://leehartman.com/vita-contract.php
Yamaha Commercial	Yamaha Commercial	Passive Loudspeakers	26.00%	26.00%	http://leehartman.com/vita-contract.php
Yamaha Commercial	Yamaha Commercial	Powered Loudspeakers	17.00%	17.00%	http://leehartman.com/vita-contract.php
Yamaha Commercial	Yamaha Commercial	CD Players	26.00%	26.00%	http://leehartman.com/vita-contract.php
Yamaha Commercial	Yamaha Commercial	Headphones	38.00%	38.00%	http://leehartman.com/vita-contract.php
Yamaha Commercial	Yamaha Commercial	Accessories	4.00%	4.00%	http://leehartman.com/vita-contract.php
ZeeVee	ZeeVee	ZvPro Series	20.00%	20.00%	http://leehartman.com/vita-contract.php
ZeeVee	ZeeVee	ZvPro Accessories	9.00%	9.00%	http://leehartman.com/vita-contract.php
ZeeVee	ZeeVee	HDBridge 2000 Series	17.00%	17.00%	http://leehartman.com/vita-contract.php
ZeeVee	ZeeVee	Digital TV Tuners	7.00%	7.00%	http://leehartman.com/vita-contract.php
ZeeVee	ZeeVee	Cable Accessories	13.00%	13.00%	http://leehartman.com/vita-contract.php
Lee Hartman & Sons	Lee Hartman & Sons	Extended Service Contracts	7% of Purchase/Year	7% of Purchase/Year	http://leehartman.com/vita-contract.php
Lee Hartman & Sons	Lee Hartman & Sons	Extended Warranty - Year 2	13% of Purchase/Year	13% of Purchase/Year	http://leehartman.com/vita-contract.php
Lee Hartman & Sons	Lee Hartman & Sons	Extended Warranty - Year 3	17% of Purchase/Year	17% of Purchase/Year	http://leehartman.com/vita-contract.php
Lee Hartman & Sons	Lee Hartman & Sons	Extended Warranty - Year 4	24% of Purchase/Year	24% of Purchase/Year	http://leehartman.com/vita-contract.php
Lee Hartman & Sons	Lee Hartman & Sons	Extended Warranty - Year 5	31% of Purchase/Year	31% of Purchase/Year	http://leehartman.com/vita-contract.php
Lee Hartman & Sons	Lee Hartman & Sons	Preventative Maintenance - 1 Day/Year	\$600.00/Year	\$600.00/Year	
Lee Hartman & Sons	Lee Hartman & Sons	Preventative Maintenance - 2 Days/Year	\$1150.00/Year	\$1150.00/Year	
Lee Hartman & Sons	Lee Hartman & Sons	Preventative Maintenance - 3 Days/Year	\$1700.00/Year	\$1700.00/Year	
Lee Hartman & Sons	Lee Hartman & Sons	Preventative Maintenance - 4 Days/Year	\$2200.00/Year	\$2200.00/Year	
Lee Hartman & Sons	Lee Hartman & Sons	Preventative Maintenance - 6 Days/Year	\$3200.00/Year	\$3200.00/Year	
Lee Hartman & Sons	Lee Hartman & Sons	Preventative Maintenance - 12 Days/Year	\$6000.00/Year	\$6000.00/Year	
Lee Hartman & Sons	Lee Hartman & Sons	Project Engineer	\$85.00/Hour	\$85.00/Hour	
Lee Hartman & Sons	Lee Hartman & Sons	Project Manager	\$85.00/Hour	\$85.00/Hour	
Lee Hartman & Sons	Lee Hartman & Sons	Programmer	\$95.00/Hour	\$95.00/Hour	
Lee Hartman & Sons	Lee Hartman & Sons	Comissioning Agent	\$95.00/Hour	\$95.00/Hour	
Lee Hartman & Sons	Lee Hartman & Sons	Trainer	\$95.00/Hour	\$95.00/Hour	
Lee Hartman & Sons	Lee Hartman & Sons	Installation Technician	\$75.00/Hour	\$75.00/Hour	
Lee Hartman & Sons	Lee Hartman & Sons	After Hours Installation Tech	\$110.00/Hour	\$110.00/Hour	
Lee Hartman & Sons	Lee Hartman & Sons	CAD Drawing	\$85.00/Hour	\$85.00/Hour	
Lee Hartman & Sons	Lee Hartman & Sons	Consulting	\$120.00/Hour	\$120.00/Hour	
Lee Hartman & Sons	Lee Hartman & Sons	Out of Warranty Service	\$85.00/Hour	\$85.00/Hour	
Lee Hartman & Sons	Lee Hartman & Sons	After Hours Out of Warranty Service	\$120/Hour	\$120/Hour	

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

Supplier Name:

Lee Hartman & Sons

Submitted By:

Steve Hartman

email:

shartman@leehartman.com

phone:

540-366-3493 x1136

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	Contract	Contract	Brand	Model	Public
			Price List	Discount				Website
			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	2529.69	22.00%	1973.16	Hitachi	CP-WU5500	http://dmd.hitachi-america.us/products/consumer/digitalmedia/lcd
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	676.00	22.00%	527.28	Da-lite	87063	http://www.da-lite.com/products/portable-screens/deluxe-instathea
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	89.99	42.00%	52.19	Behringer	C-1U	http://www.music-group.com/Categories/Behringer/Microphones/C
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	379.00	13.00%	329.73	Tascam	DR-44WL	http://tascam.com/product/dr-44wl/

	Battery operation; AC adaptor included						
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	2295.00	40.00%	1377.00	Panasonic	UB-5835 http://business.panasonic.com/UB-5835.html
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	794.98	8.00%	731.38	Sony	FWD-48W600B https://pro.sony.com/bbsc/assetDownloadController/40_48_W600F
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	549.00	10.00%	494.10	Canon	EOSRebelT5 https://www.usa.canon.com/internet/portal/us/home/products/detail
8	Conference Phone (analog)	Secure Conferencing 150-foot Signal Range 8-hours of Talk Time High Quality Audio Loudspeaker Enhancement Full Duplex	519.00	22.00%	404.82	Polycom	220-15100-001 http://www.polycom.com/content/dam/polycom/common/document
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	44.99	1.00%	44.54	Sony	DVPSR510H http://www.sony.com/electronics/dvd-players/dvp-sr510h
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	1411.00	33.00%	945.37	AVFI	LE3060 + LIGHT http://www.video-fun.com/podiums-lecterns-LE3060.html
11	Annual Maintenance for Item #1	on-site, 12 months	197.31	30.00%	138.12	Lee Hartman	SVC-1YR www.leehartman.com
12	Annual Maintenance for Item #4	on-site, 12 months	32.97	30.00%	23.08	Lee Hartman	SVC-1YR www.leehartman.com
13	Annual Maintenance for Item #6	on-site, 12 months	73.14	30.00%	51.20	Lee Hartman	SVC-1YR www.leehartman.com

Pricing Exhibit
RFP 2016-04-R
Audio Video Products

AV Production Services Catalog - Price List

Supplier Name:	Lee Hartman & Sons		
Submitted By:	Steve Hartman	phone: 540-366-3493 x1120	email: shartman@leehartman.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

Category/Service	Service Category Fields Type	Unit	Government Discount from Index Price	Academic Discount from Index Price	Index Price List URL
LCD Projectors	1,000—3,000 Lumens	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
LCD Projectors	4,000—5,000 Lumens	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
LCD Projectors	5,500—6,500 Lumens	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
LCD Projectors	Christie LHD 700	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
LCD Projectors	Christie DHD 800	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
LCD Projectors	Eiki LC-XT4U 12,000 Lumens	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
LCD Projectors	Christie LX1500 15,000 Lumens	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
LCD Projectors	Christie HD14K	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
LCD Monitors	23" LCD	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
LCD Monitors	32" LCD 0	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
LCD Monitors	42" LCD	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
LCD Monitors	47" LCD	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
LCD Monitors	60" LCD	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
LCD Monitors	70" to 90" LCD Call	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
VTR Recorder/Player	Sony DSR45 DV-CAM 0	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
VTR Recorder/Player	Standard VCR \$20.00	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
VTR Recorder/Player	DVD Recorder/Player	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
VTR Recorder/Player	Standard DVD player	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
VTR Recorder/Player	Professional DVD Player	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Tripod Screens	48" X 72"	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Tripod Screens	72" X 96"	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Tripod Screens	10' or 12' C Mount	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Tripod Screens	Fast Fold/Truss Screens	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Tripod Screens	6' X 8'	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Tripod Screens	7.5' X 10'	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Tripod Screens	9' X 12'	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Tripod Screens	10.5 X 14'	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Tripod Screens	15' X 20' Truss Style	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Tripod Screens	6'9" x 12 (16:9 Format)	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php

Tripod Screens	9' x 16' (19:9 Format)	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Cameras	Cannon GL2 \$65.00	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Cameras	Panasonic AG-AMC 150	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Cameras	JVC GY-HM700	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Cameras	Sony HVR-S270U 1080i HD	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Cameras	Panasonic AG - H PX500p	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Slide Projectors	35MM Slide Projector	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Slide Projectors	Brite-Lite Module	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Slide Projectors	Wireless Remote	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Slide Projectors	Extra Tray	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Overhead Projectors	Standard	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Overhead Projectors	Hi Intensity	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Overhead Projectors	ELMO Document Scanner	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Video Switchers	Extron 88HV 12X8 Matrix	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Video Switchers	Analog Way Eikos 400	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Video Switchers	Analog Way OPS-300	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Scan Converters	Extron USP 405	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Scan Converters	Distribution Amplifiers	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Scan Converters	Kramer 104	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Scan Converters	Kramer 400	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Scan Converters	Kramer VM9S	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Scan Converters	Kramer VM-4HD	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Ground Loop Isolators	Single Channel	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Ground Loop Isolators	Five Channel	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Easels	Easel w/pad	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Easels	Easel without	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Easels	Pens	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Easels	3' X 5' Whiteboard	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
AV Carts/Plasma Stands	AV Cart 30" to 54" w/ Skirt	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
AV Carts/Plasma Stands	Project-O-Stand	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
AV Carts/Plasma Stands	Plasma/LCD Stand	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Power Point Remote	Power Presenter RF	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Power Point Remote	Kensington Wireless Presenter	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Pointers	Laser Pointer	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Lecterns	Carpet \$65.00	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Lecterns	Executive Wood \$85.00	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Lecterns	Clear Plexi-glass \$95.00	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Press / Mult Box	12 Channel Active Mult Box	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Press / Mult Box	16 Channel Active Mult Box	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
CAT 5 Converters	Extron MTP T & R RCA AV	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
CAT 5 Converters	Extron MTP RL T & R 15HD	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Video/Tele Conference	Standard Speaker Phone	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Video/Tele Conference	Polycom Sound Station	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Video/Tele Conference	AT Telephone Interface	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Video/Tele Conference	Clear One XAP 400	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Video/Tele Conference	Polycom HDX 8000	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Pipe & Drape	3' Tall	1) Linear Horizontal Foot Per Day/Week/M	35%	35%	http://leehartman.com/vita-contract.php
Pipe & Drape	5' to 8' Tall	1) Linear Horizontal Foot Per Day/Week/M	35%	35%	http://leehartman.com/vita-contract.php

Pipe & Drape	9' to 12' Tall	1) Linear Horizontal Foot Per Day/Week/M	35%	35%	http://leehartman.com/vita-contract.php
Pipe & Drape	13' to 16' Tall	1) Linear Horizontal Foot Per Day/Week/M	35%	35%	http://leehartman.com/vita-contract.php
Backdrops, Legs, Borders	41' x 30' Flat Backdrop	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Backdrops, Legs, Borders	21' x 12' Flat Backdrop	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Backdrops, Legs, Borders	51' x 3' Border	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Backdrops, Legs, Borders	30' x 15' Leg	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Spandex	Spandex Sail \$35.00	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Spandex	Spandex Screen 14'	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Spandex	Spandex Screen 10'	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Spandex	Spandex Screen 10'	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Mixing Consoles	Numark 1200 DJ Mixer	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Mixing Consoles	Six Ch. Powered Mixer	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Mixing Consoles	8 Ch. Mixer	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Mixing Consoles	12 Ch. Mixer	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Mixing Consoles	16 Ch. Mackie	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Mixing Consoles	16 Ch A & H Mix Wizard	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Mixing Consoles	Yamaha DM1000	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Mixing Consoles	Behringer X32	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Mixing Consoles	Roland Digital V Mixer	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Mixing Consoles	Yamaha M7CL	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Mixing Consoles	Yamaha CL5	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Power Amplifiers	Crown MT 1200	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Power Amplifiers	Crown MT 1202	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Power Amplifiers	Crown MT 2400	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Power Amplifiers	Crown MT 3600	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Power Amplifiers	Crown IT 9000	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Power Amplifiers	Crown IT 12000	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Power Amplifiers	Lab Gruppen PLM 10000	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Power Amplifiers	QSC PL340	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Power Amplifiers	QSC PL360	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Power Amplifiers	QSC PL380	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Power Amplifiers	Yamaha P7000	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Speakers	Yamaha CM 12	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Speakers	Yamaha CM 15	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Speakers	EAW FR 159	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Speakers	EAW JF 200	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Speakers	EAW 109	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Speakers	EAW MW12	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Speakers	EAW MW15	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Speakers	EAW SB 1002	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Speakers	JBL Control 24	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Speakers	JBL SRX 712M	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Speakers	RCF 1512W	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Speakers	Community R2	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Speakers	McCauley M90 (Line Array)	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Speakers	McCauley M120 (Line Array)	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Speakers	McCauley MS1 (Line Array)	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Speakers	QSC Wideline 10 (Line Array)	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Powered Speakers	Megaphone	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Powered Speakers	Anchor Mini Vox	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Powered Speakers	Mackie SRM 150	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Powered Speakers	Mackie SRM 350	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Powered Speakers	Yamaha Stage Pass	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Powered Speakers	Fender Passport	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Powered Speakers	QSC KW122	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Powered Speakers	QSC K10	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Powered Speakers	QSC KW1801	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php

Powered Speakers	JBL 932 (Line Array)	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
CD & Cassette Decks	Cassette Deck Single	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
CD & Cassette Decks	Cassette Deck Dual	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
CD & Cassette Decks	Marantz 201	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
CD & Cassette Decks	CD Player Single	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
CD & Cassette Decks	CD Player Dual	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
CD & Cassette Decks	DAT Recorder	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
CD & Cassette Decks	CD Recorder	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Audio Snakes	6—12 Ch. Sub Snakes	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Audio Snakes	8—16 C. Snake	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Audio Snakes	24 Ch. 100'	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Audio Snakes	Yamaha RIO 3216	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Processing	DBX 260	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Processing	DBX 160 xt	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Processing	DBX Dual 15 Band EQ	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Processing	DBX Dual 31Band EQ	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Processing	BSS DPR-504	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Processing	Klark-Technik 716 Delay	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Processing	Klark-Technik DN360	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Processing	Yamaha Rev 500	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Processing	Sabine FBX 2020	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Processing	Shure FR22	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Wireless Microphone	Shure UT	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Wireless Microphone	Shure SLX	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Wireless Microphone	Shure ULXP	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Wireless Microphone	Shure Dual UHF-R	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Microphones & D.I.	Shure SM57/58	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Microphones & D.I.	Shure Beta 27/58/87/98	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Microphones & D.I.	Shure B52	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Microphones & D.I.	Shure SM81	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Microphones & D.I.	Shure KSM32	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Microphones & D.I.	Beyer M88	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Microphones & D.I.	AKG D112	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Microphones & D.I.	AKG 535	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Microphones & D.I.	Crown PCC160	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Microphones & D.I.	Crown, Shure, AT Podium Mic	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Microphones & D.I.	Passive Direct Box	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Microphones & D.I.	Active Direct Box	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Microphones & D.I.	Whirlwind PC-DI	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Microphones & D.I.	Whirlwind ISO Box	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Microphones & D.I.	Round Base Mic Stand	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Microphones & D.I.	Tripod Boom	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Lighting Fixtures	ETC S4 (19, 26,36,50 degree)	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Lighting Fixtures	ETC S4 (15-30 Zoom)	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Lighting Fixtures	ETC S4 Par	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Lighting Fixtures	ETC S4 Jr	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Lighting Fixtures	Par 56/64 Aluminum	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Lighting Fixtures	Par 38	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Lighting Fixtures	Pin Spot	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Lighting Fixtures	Altman Strip Light	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Follow Spots	Lycian Midget	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Fog Machines	MDG Fogger	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Fog Machines	MDG Hazer	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Fog Machines	MDG Bubble Machine	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Fog Machines	Reel EFX DF50	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php

Intelligent Lighting	Martin Raptor	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Intelligent Lighting	High End Tracksport	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Intelligent Lighting	High End Studio Color 575	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Intelligent Lighting	Vari Lite VL2500 Spot	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Intelligent Lighting	Vari Lite VL2500 Wash	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
LCD Lighting	Chauvet ColoRado 1-Tri IP	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
LCD Lighting	Chauvet ColoRado 3 IP	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
LCD Lighting	Chauvet QWash 260	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Trussing	12" Tomcat Box (10', 8', 5')	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Trussing	12" Tomcat 3 & 5 Way Corner	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Trussing	12" Tomcat Floor Plate	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Trussing	20.5" Tomcat Box (10')	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Trussing	JT 30"x26 PRT Super Truss	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Motors	CM 1/4 Ton (60' Lift)	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Motors	CM 1/2 Ton (60' Lift)	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Motors	8 way Controller w/Cable	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Rigging Supplies	Pipe & Base	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Rigging Supplies	16' Crank Lift	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Rigging Supplies	Genie ST-25	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Rigging Supplies	Ultimate Support Stand	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Rigging Supplies	1/2" Shackle	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Rigging Supplies	5/8" Shackle	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Rigging Supplies	3/8" Wire Rope (5' to 20')	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Rigging Supplies	Round Slings (3' to 12')	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Rigging Supplies	Sand Bag	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Dimming & Control	NSI 508 (8 Ch.)	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Dimming & Control	NSI 7532 (32 Ch.)	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Dimming & Control	24 Ch. 1.2k Dimmer Rack	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Dimming & Control	ETC 30 Ch 2.4k Smart Rack	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Dimming & Control	NSI 4600 4 Channel x 600W	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Dimming & Control	NSI 6000 4 Channel x 1200w	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Dimming & Control	Leprecon ULD-340/360	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Dimming & Control	Leprecon LP612	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Dimming & Control	Hog III	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Dimming & Control	Hog III Expansion Wing	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Dimming & Control	Hog III PC	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Speech Timer	Speech Timer (Large)	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Speech Timer	Speech Timer (Table Top)	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Walkie Talkies	Walkie Talkie	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Intercom	Single Channel Power Supply	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Intercom	Dual Channel Power Supply	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
Intercom	Single Ch. Belt Pack w/ headset	(1) Unit Per Day/Week/Month	35%	35%	http://leehartman.com/vita-contract.php
		Lee Hartman & Sons Production Services:			
Production Laborer	9:00am - 5:00pm, M-F	Per Hour	\$40.00/Hour	\$40.00/Hour	
Production Laborer	After 5:00pm, M-F	Per Hour	\$60.00/Hour	\$60.00/Hour	
Production Laborer	Saturday, Sunday, Holidays	Per Hour	\$80.00/Hour	\$80.00/Hour	
Camera Operator	9:00am - 5:00pm, M-F	Per Hour	\$60.00/Hour	\$60.00/Hour	
Camera Operator	After 5:00pm, M-F	Per Hour	\$80.00/Hour	\$80.00/Hour	
Camera Operator	Saturday, Sunday, Holidays	Per Hour	\$100.00/Hour	\$100.00/Hour	
Audio Engineer	9:00am - 5:00pm, M-F	Per Hour	\$60.00/Hour	\$60.00/Hour	
Audio Engineer	After 5:00pm, M-F	Per Hour	\$80.00/Hour	\$80.00/Hour	
Audio Engineer	Saturday, Sunday, Holidays	Per Hour	\$100.00/Hour	\$100.00/Hour	

**RFP 2016-04-R
AUDIO VISUAL PRODUCTION SERVICES**

Supplier Name:	Lee Hartman & Sons			
Submitted By:	Steve Hartman	email:	shartman@leehartman.com	phone: 540-366-3493 x1120

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 Price List Cost	Contract Discount Percentage	Contract Price	Proposed Scope of Work/Solution Description (SOW)
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/Capital Event: Governor's State of the Commonwealth Address Date: TBD	6300.00	35.00%	4095.00	Live Streaming Event Brief SOW: Provide and operate cameras, camera switching, lighting streaming, and recording equipment. Setup and test all equipment the day prior to the event. Provide 3 camera operators + 1 switcher/teleprompter operator. Live-stream using LHS provided equipment hooked to CFE network. Archive video and audio recording for download to authorized users (as defined by the client) for 90 days in addition to DVD Mastering. Photography SOW: Provide 1 photographer with LHS provided DSLR to take roving pictures for 2 hours. Transfer un-edited images to CD/DVD to deliver to client. Streaming - recorded event SOW: Provide and operate cameras, camera switching, lighting streaming, Audio, and recording equipment. Setup and test all equipment the day prior to the event. Provide 3 camera operators + 1 audio/video mixing engineer. Archive video and audio recording for download to authorized
Photography- Still 1 D-SLR camera (roving) 2 hours CD/DVD - deliverable	Location: Richmond Monroe Bldg. Event: Agency Meeting Date: TBD	1600.00	35.00%	1040.00	
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	12500.00	35.00%	8125.00	

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

Location: Richmond/DGIF
Event: PSA
Date: TBD

4200.00 35.00%

users (as defined by the client) for 365 days in
addition to DVD Mastering.
2730.00 Turnkey Production of a PSA Brief SOW: