

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:

Whitlock

Submitted By:

Stephanie Palmer phone: 804.325.4664 email: palmers@whitlock.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/OEM/Category Fields			Government Discount	Academic Discount	Index Price List
Brand	OEM/Manufacturer	Product Category	from Index Price	from Index Price	URL
AKG Acoustics	AKG Acoustics	Audiovisual - Microphones and Accessories	20%	20%	
Altinex	Altinex	Audiovisual - Integration Devices	18%	18%	
AMX	AMX	Audiovisual - Control Systems	40%	40%	http://collaborationsolutions.com/wp/wp-content/uploads/msrp/AMX-MSRP.pdf
Analog Way	Analog Way	Audiovisual - Integration Devices	16%	16%	
Anchor	Anchor	Audiovisual - Speakers	24%	24%	http://collaborationsolutions.com/wp/wp-content/uploads/msrp/Anchor-MSRP.pdf
Ashly Audio	Ashly Audio	Audiovisual - Audio Amplifiers and Mixers	25%	25%	
Atlas Soundolier	Atlas Soundolier	Audiovisual - Speakers	28%	28%	
Audio-Technica	Audio -Technica	Audiovisual - Audio Amplifiers and Mixers	18%	18%	http://collaborationsolutions.com/wp/wp-content/uploads/msrp/AudioTechnica-MSRP.pdf

Audio-Technica	Audio-Technica	Audiovisual - Microphones	18%	18%	http://collaborationsolutions.com/wp/wp-content/uploads/msrp/AudioTechnica-MSRP.pdf
Audio-Technica	Audio-Technica	Audiovisual - Portable Wired Microphones	51%	51%	
Aurora Multimedia	Aurora Multimedia	Audiovisual - Control Systems	20%	20%	
AVF	AVF	AV Accessories	25%	25%	
AVF	AVF	Furniture - AV and VTC (Carts, Lecterns, etc.)	35%	35%	
Avocent	Avocent	Audiovisual - Integration Devices	10%	10%	
AVTEQ	AVTEQ	Furniture - AV and VTC (Carts, Lecterns, etc.)	20%	20%	http://collaborationsolutions.com/wp/wp-content/uploads/msrp/AVTEQ-MSRP.pdf
Bag End	Bag End	Audiovisual - Speakers	10%	10%	http://www.bagend.com/wp-content/uploads/2014/10/ONLY-MSRP-January-2013-PricesV1.1.pdf
Barco	Barco	Accessories	10%	10%	
Barco	Barco	Audiovisual - Projectors (installed -- larger than 7 lbs)	21%	21%	
Barco	Barco	Audiovisual - Video Walls	12%	12%	
Belkin	Belkin	Audiovisual - Integration Devices	20%	20%	
Beyer	Beyer	Audiovisual - Microphones	15%	15%	
BIAMP	BIAMP	All product (hardware, software), maintenance, and support in this product category	25%	25%	
Blonder Tongue	Blonder Tongue	Audiovisual - Broadband Distribution	10%	10%	
Bogen Communications	Bogen Communications	Audiovisual - Audio Amplifiers and Mixers	18%	18%	
Bogen Photo Corp.	Bogen Photo Corp.	Audiovisual - Tripods	20%	20%	
Bretford	Bretford	Audiovisual - Projection Screens (wall)	25%	25%	
Bretford	Bretford	Furniture - AV and VTC (Carts, Lecterns, etc.)	20%	20%	
Bright Line	Bright Line	Audiovisual - Integration Devices	5%	5%	
Brown Innovations	Brown Innovations	Audiovisual - Audio Amplifiers and Mixers	5%	5%	
Canon	Canon	Accessories	10%	10%	
Canon	Canon	Audiovisual - Camcorders and lenses	15%	15%	
Canon	Canon	Audiovisual - Document Cameras	19%	19%	
Canon	Canon	Audiovisual - Projectors (installed -- larger than 7 lbs)	33%	33%	
Canon	Canon	Audiovisual - SLR Camera	18%	18%	
Chief Mfg.	Chief Mfg.	Mounts & Accessories	28%	28%	
Chief Mfg.	Chief Mfg.	Racks & Accessories	30%	30%	
Christie Digital	Christie Digital	Accessories	7%	7%	
Christie Digital	Christie Digital	Audiovisual - Projectors (installed -- larger than 7 lbs)	12%	12%	
Christie Digital	Christie Digital	Audiovisual - Video Walls	12%	12%	
Cisco	Cisco	Hardware	23%	23%	
Cisco	Cisco	Maintenance	5%	5%	
Cisco	Cisco	Branded Services; Installation; Training	0%	0%	
Cisco	Cisco	All other Cisco products not in categories listed above	5%	5%	
Clearcom	Clearcom	Audiovisual - Microphones	10%	10%	

Clearcom	Clearcom	Broadcast Television Equipment	5%	5%	
ClearOne	ClearOne	Accessories	5%	5%	http://collaborationsolutions.com/wp/wp-content/uploads/msrp/ClearOne-MSRP.pdf
ClearOne	ClearOne	Audiovisual - Audio Amplifiers and Mixers	20%	20%	http://collaborationsolutions.com/wp/wp-content/uploads/msrp/ClearOne-MSRP.pdf
ClearOne	ClearOne	Audiovisual - Tabletop Conferencing	12%	12%	http://collaborationsolutions.com/wp/wp-content/uploads/msrp/ClearOne-MSRP.pdf
Clock Audio	Clock Audio	Audiovisual - Microphones	18%	18%	
Comprehensive	Comprehensive	Audiovisual - Integration Devices	5%	5%	
Crestron	Crestron	Audiovisual - Control Systems	39%	39%	
Crestron	Crestron	Audiovisual - Digital Media	39%	39%	
Crown	Crown	Audiovisual - Audio Amplifiers and Mixers	22%	22%	
Crown	Crown	Audiovisual - Microphones	35%	35%	
CyberTouch	CyberTouch	Audiovisual - Monitors	10%	10%	
Dalite	Dalite	Audiovisual - Projection Screens Electric/Manual	23%	23%	
Dalite	Dalite	Audiovisual - Projection Screens Portable	36%	36%	
Dalite	Dalite	Audiovisual-Lecterns/Cabinets	36%	36%	
Denon/Marantz	Denon/Marantz	Audiovisual - CD Players/Recorders	16%	16%	
Denon/Marantz	Denon/Marantz	Audiovisual - DVD Players/Recorders	22%	22%	
Denon/Marantz	Denon/Marantz	Audiovisual - Portable Recorders	20%	20%	
Digital Projection	Digital Projection	Audiovisual - Projectors (installed -- larger than 7 lbs)	12%	12%	
Digital Projection	Digital Projection	Accessories	10%	10%	
Draper	Draper	Audiovisual - Projection Screens (wall)	25%	25%	http://collaborationsolutions.com/wp/wp-content/uploads/msrp/Draper-MSRP.pdf
Draper	Draper	Audiovisual - Portable Screens	14%	14%	http://collaborationsolutions.com/wp/wp-content/uploads/msrp/Draper-MSRP.pdf
EAW	EAW	Audiovisual - Speakers	23%	23%	
Eiki	Eiki	Audiovisual - Overhead Projectors	30%	30%	
Electrovoice	Electrovoice	Audiovisual - Microphones	15%	15%	
Elmo	Elmo	Audiovisual - Document Cameras	20%	20%	
Elmo	Elmo	Audiovisual - Overhead Projectors	12%	12%	
Epson	Epson	Accessories	5%	5%	
Epson	Epson	Audiovisual - Projectors (installed -- larger than 7 lbs)	7%	7%	
Epson	Epson	Audiovisual - Projectors (portable -- 7lbs or less)	10%	10%	
Evans	Evans	Furniture - AV and VTC (Carts, Lecterns, etc.)	8%	8%	
Extron	Extron	Audiovisual - Integration Devices	37%	37%	
Extron	Extron	Cables and Connectors	37%	37%	http://collaborationsolutions.com/wp/wp-content/uploads/msrp/Extron-MSRP.pdf

Hitachi	Hitachi	Broadcast Television Equipment	12%	12%	http://collaborationsolutions.com/wp/wp-content/uploads/msrp/Hitachi-MSRP.pdf
Hitachi	Hitachi	Audiovisual - Camcorders and lenses	12%	12%	
InFocus	InFocus	Accessories	10%	10%	
InFocus	InFocus	Audiovisual - Projectors (installed -- larger than 7 lbs)	26%	26%	
InFocus	InFocus	Audiovisual - Projectors (portable -- 7lbs or less)	5%	5%	
InFocus	InFocus	Mondopads	1%	1%	
JBL	JBL	Audiovisual - Speakers	26%	26%	http://collaborationsolutions.com/wp/wp-content/uploads/msrp/JBL-MSRP.pdf
Juice Goose	Juice Goose	Audiovisual - Integration Devices	18%	18%	
Jupiter	Jupiter	Audiovisual - Video Walls	10%	10%	
Kramer	Kramer	Audiovisual - Integration Devices	13%	13%	http://collaborationsolutions.com/wp/wp-content/uploads/msrp/Kramer-MSRP.pdf
KSI	KSI	Audiovisual - Speakers	34%	34%	
KSI	KSI	Furniture - AV and VTC (Carts, Lecterns, etc.)	34%	34%	
Leightronix	Leightronix	Broadcast Television Equipment	5%	5%	http://www.leightronix.com/pdf/LEIGHTRONIX_Price_List.pdf
LG	LG	Accessories	10%	10%	http://collaborationsolutions.com/wp/wp-content/uploads/msrp/LG-MSRP.pdf
LG	LG	Audiovisual - LCD Monitors	5%	5%	http://collaborationsolutions.com/wp/wp-content/uploads/msrp/LG-MSRP.pdf
Lifesize	Lifesize	Videoconferencing/ Telepresence	15%	15%	http://www.google.com/url?sa=t&rct=j&q=&esrc=s&source=web&cd=6&ved=0ahUKEwin2PesqzLAhUCI4MKHRRxDzEQFgg7MAU&url=http%3A%2F%2Fproavsi.com%2Fwp-content%2Fuploads%2F2015%2F07%2FMSRP-PRICELIST-LIFESIZE.xlsx&usg=AFQjCNFxiqIn_GAuvAJNWPfpPtZkBUY30A
Lifesize	Lifesize	Accessories and Peripheral products	0%	0%	http://www.google.com/url?sa=t&rct=j&q=&esrc=s&source=web&cd=6&ved=0ahUKEwin2PesqzLAhUCI4MKHRRxDzEQFgg7MAU&url=http%3A%2F%2Fproavsi.com%2Fwp-content%2Fuploads%2F2015%2F07%2FMSRP-PRICELIST-LIFESIZE.xlsx&usg=AFQjCNFxiqIn_GAuvAJNWPfpPtZkBUY30A

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Lifesize	Lifesize	Cloud Services	5%	5%	
Linksys	Linksys	Audiovisual - Integration Devices	5%	5%	
Lutron	Lutron	Audiovisual - Integration Devices	12%	12%	http://www.lutron.com/TechnicalDocumentLibrary/Serena%20Price%20Chart%20-%20USA.pdf
Luxor	Luxor	Furniture - AV and VTC (Carts, Lecterns, etc.)	15%	15%	http://collaborationsolutions.com/wp/wp-content/uploads/msrp/Luxor-MSRP.pdf
Mackie	Mackie	Audiovisual - Audio Amplifiers and Mixers	10%	10%	
Marshall Electronics	Marshall Electronics	Audiovisual - Televisions and Monitors	13%	13%	
Marshall Furniture	Marshall Furniture	Furniture - AV and VTC (Carts, Lecterns, etc.)	10%	10%	
Microsoft Surface Hub	Microsoft Surface Hub	Surface Hub	0%	0%	
Middle Atlantic Products	Middle Atlantic Products	Audiovisual - Integration Devices	35%	35%	http://collaborationsolutions.com/wp/wp-content/uploads/msrp/MiddleAtlanticRacks-MSRP.pdf
NEC	NEC	Accessories	5%	5%	http://collaborationsolutions.com/wp/wp-content/uploads/msrp/NEC-MSRP.pdf
NEC	NEC	Audiovisual - LCD Monitors (large--over 30")	20%	20%	http://collaborationsolutions.com/wp/wp-content/uploads/msrp/NEC-MSRP.pdf
NEC	NEC	Audiovisual - Projectors (installed -- larger than 7 lbs)	31%	31%	http://collaborationsolutions.com/wp/wp-content/uploads/msrp/NEC-MSRP.pdf
NEC	NEC	Audiovisual - Projectors (portable -- 7lbs or less)	25%	25%	http://collaborationsolutions.com/wp/wp-content/uploads/msrp/NEC-MSRP.pdf
Omnimount Systems	Omnimount Systems	Audiovisual - Integration Devices	8%	8%	
Panasonic	Panasonic	Accessories	10%	10%	
Panasonic	Panasonic	Audiovisual - Televisions and Monitors	11%	11%	
Panasonic	Panasonic	Audiovisual - Projectors (installed -- larger than 7 lbs)	40%	40%	
Panasonic	Panasonic	Broadcast Television Equipment	7%	7%	
Panasonic	Panasonic	Audiovisual - Panaboards	40%	40%	
Panopto	Panopto	Audiovisual - Hardware	5%	5%	
Peerless Industries	Peerless Industries	Audiovisual - Integration Devices	20%	20%	http://collaborationsolutions.com/wp/wp-content/uploads/msrp/Peerless-MSRP.pdf

Planar	Planar	Accessories	5%	5%	http://collaborationsolutions.com/wp/wp-content/uploads/msrp/Planar-MSRP.pdf
Planar	Planar	Audiovisual - LCD Monitors (large--over 30")	0%	0%	http://collaborationsolutions.com/wp/wp-content/uploads/msrp/Planar-MSRP.pdf
Planar	Planar	Audiovisual - Video Walls	5%	5%	http://collaborationsolutions.com/wp/wp-content/uploads/msrp/Planar-MSRP.pdf
Polycom	Polycom	DC2 Products	0%	0%	http://collaborationsolutions.com/wp/wp-content/uploads/msrp/Polycom-MSRP.pdf
Polycom	Polycom	DC4 Products	2%	2%	http://collaborationsolutions.com/wp/wp-content/uploads/msrp/Polycom-MSRP.pdf
Polycom	Polycom	DC6 Products	7%	7%	http://collaborationsolutions.com/wp/wp-content/uploads/msrp/Polycom-MSRP.pdf
Polycom	Polycom	DC8 Products	12%	12%	http://collaborationsolutions.com/wp/wp-content/uploads/msrp/Polycom-MSRP.pdf
Polycom	Polycom	DC10 Products	17%	17%	http://collaborationsolutions.com/wp/wp-content/uploads/msrp/Polycom-MSRP.pdf
Polycom	Polycom	DC12 Products	22%	22%	http://collaborationsolutions.com/wp/wp-content/uploads/msrp/Polycom-MSRP.pdf
Polycom	Polycom	DC 14 Products	28%	28%	http://collaborationsolutions.com/wp/wp-content/uploads/msrp/Polycom-MSRP.pdf
Polycom	Polycom	DC16 Products	33%	33%	http://collaborationsolutions.com/wp/wp-content/uploads/msrp/Polycom-MSRP.pdf
Polycom	Polycom	DC99 Products	0%	0%	http://collaborationsolutions.com/wp/wp-content/uploads/msrp/Polycom-MSRP.pdf
Premier	Premier	Audiovisual - Integration Devices	33%	33%	http://collaborationsolutions.com/wp/wp-content/uploads/msrp/PremierMounts-MSRP.pdf
Progressive Marketing	Progressive Marketing	Audiovisual - Integration Devices	12%	12%	
QSC	QSC	Audiovisual - Audio Amplifiers and Mixers	24%	24%	https://pietersmutts.files.wordpress.com/2015/05/qsc-msrp-may2015.pdf
QSC	QSC	Audiovisual - Speakers	24%	24%	https://pietersmutts.files.wordpress.com/2015/05/qsc-msrp-may2015.pdf
Radio Design Labs	Radio Design Labs	Audiovisual - Integration Devices	20%	20%	
Rane Corporation	Rane Corporation	Audiovisual - Audio Amplifiers and Mixers	15%	15%	
RCI	RCI	Audiovisual - Integration Devices	5%	5%	
RGB Spectrum	RGB Spectrum	Audiovisual - Integration Devices	12%	12%	

Sabine	Sabine	Audiovisual - Audio Amplifiers and Mixers	10%	10%	
Samson Technologies	Samson Technologies	Audiovisual - Audio Amplifiers and Mixers	15%	15%	
Samson Technologies	Samson Technologies	Audiovisual - Microphones	5%	5%	
Samsung	Samsung	Accessories	16%	16%	
Samsung	Samsung	Audiovisual - LCD Monitors (large--over 30")	14%	14%	http://price-2016.com/lcd/lcd-samsung-price-list
Samsung	Samsung	Audiovisual - LCD Monitors (small-- 30" or less)	14%	14%	
Sennheiser	Sennheiser	Audiovisual - Audio Amplifiers and Mixers	22%	22%	
Sennheiser	Sennheiser	Audiovisual - Microphones	22%	22%	
Sharp	Sharp	Accessories	10%	10%	http://collaborationsolutions.com/wp/wp-content/uploads/msrp/Sharp-MSRP-2015.pdf
Sharp	Sharp	Audiovisual - LCD Monitors (large--over 30")	24%	24%	http://collaborationsolutions.com/wp/wp-content/uploads/msrp/Sharp-MSRP-2015.pdf
Shure	Shure	Audiovisual - Audio Amplifiers and Mixers	18%	18%	http://collaborationsolutions.com/wp/wp-content/uploads/msrp/Shure-MSRP-2015.pdf
Shure	Shure	Audiovisual - Microphones	20%	20%	http://collaborationsolutions.com/wp/wp-content/uploads/msrp/Shure-MSRP-2015.pdf
Smart Technologies	Smart Technologies	Accessories	5%	5%	http://collaborationsolutions.com/wp/wp-content/uploads/msrp/SMART-MSRP-Enterprise.pdf
Smart Technologies	Smart Technologies	Audiovisual - Electronic Whiteboards	22%	24%	http://collaborationsolutions.com/wp/wp-content/uploads/msrp/SMART-MSRP-Enterprise.pdf
Sonic Foundry	Sonic Foundry	Broadcast Television Equipment	7%	7%	
Sonic Foundry	Sonic Foundry	Streaming devices	7%	7%	
Sony	Sony	Accessories	10%	10%	
Sony	Sony	Audiovisual - Camcorders and lenses	14%	14%	http://summit-sys.com/wp-content/uploads/2013/09/Sony_MSRP_Price_List.pdf
Sony	Sony	Audiovisual - CD Players/Recorders	15%	15%	
Sony	Sony	Audiovisual - LCD Monitors (large--over 30")	23%	23%	
Sony	Sony	Audiovisual - Microphones	22%	22%	
Sony	Sony	Audiovisual - Projectors (installed -- larger than 7 lbs)	27%	27%	
Sony	Sony	Audiovisual - Projectors (portable -- 7lbs or less)	24%	24%	
Sony	Sony	Audiovisual - Televisions and Monitors	17%	17%	
Sony	Sony	Broadcast Television Equipment	5%	5%	http://summit-sys.com/wp-content/uploads/2013/09/Sony_MSRP_Price_List.pdf
Sony	Sony	Videoconferencing/ Telepresence	10%	10%	
SP Control	SP Control	Audiovisual - Control Systems	22%	22%	

Spectrum	Spectrum	Furniture - AV and VTC (Carts, Lecterns, etc.)	35%	35%	http://www.i2itech.com/wp-content/uploads/MSRP-List_Spectrum.pdf
Stewart	Stewart	Audiovisual - Projection Screens (wall)	17%	17%	
Surgex	Surgex	Audiovisual - Integration Devices	14%	14%	
Symetrix	Symetrix	Audiovisual - Audio Amplifiers and Mixers	17%	17%	
Tannoy	Tannoy	Audiovisual - Speakers	11%	11%	
Tascam	Tascam	Audiovisual - CD Players/Recorders	17%	17%	
Tascam	Tascam	Audiovisual - DVD Players/Recorders	20%	20%	
TecNec	TecNec	Audiovisual - Integration Devices	5%	5%	http://www.tecnec.com/
Tely	Tely	Audiovisual - All Products and Services	5%	5%	
TOA	TOA	Audiovisual - Audio Amplifiers and Mixers	22%	22%	
TV One	TV One	Audiovisual - Integration Devices	8%	8%	http://collaborationsolutions.com/wp/wp-content/uploads/msrp/TVOne-MSRP%20Sheet1.pdf
Vaddio	Vaddio	Broadcast Television Equipment	17%	17%	http://collaborationsolutions.com/wp/wp-content/uploads/msrp/Vaddio-MRSP-2015.pdf
V-Brick	V-Brick	Audiovisual - Integration Devices	10%	10%	
Vidyo	Vidyo	Videoconferencing/ Telepresence	5%	5%	
Vidyo	Vidyo	All Vidyo Services	5%	5%	
Visix	Visix	Digital Signage	10%	10%	
Vutec	Vutec	Audiovisual - Projection Screens (wall)	18%	18%	
Whirlwind	Whirlwind	Audiovisual - Integration Devices	9%	9%	
Whitlock	Whitlock	Products and services for manufacturers not specifically listed on VITA	5%	5%	
Whitlock	Whitlock	Managed Services	5%	5%	
Whitlock	Whitlock	All Whitlock Branded Services and Support Packages	5%	5%	
Whitlock	Whitlock	Sr Consultant (Design and CAD) Hourly Rate	\$95/hour	\$95/hour	
Whitlock	Whitlock	Sr. Consultant (Design and CAD) Daily Rate	\$760/day	\$760/day	
Whitlock	Whitlock	Consultant (Systems Programming) Hourly Rate	\$95/hour	\$95/hour	
Whitlock	Whitlock	Consultant (Systems Programming) Daily Rate	\$760/day	\$760/day	
Whitlock	Whitlock	Other - Service (Normal Business Hours) Hourly Rate	\$75/hour	\$75/hour	
Whitlock	Whitlock	Other - Premium Service (After Normal Business Hours) Hourly Rate	\$112/hour	\$112/hour	
Whitlock	Whitlock	Other - Training Hourly Rate	\$75/hour	\$75/hour	
Winsted Corp.	Winsted Corp.	Audiovisual - Integration Devices	12%	12%	http://collaborationsolutions.com/wp/wp-content/uploads/msrp/Winsted-MSRP.pdf
Wireless Computing	Wireless Computing	Audiovisual - Integration Devices	15%	15%	
Wolf Vision	Wolf Vision	Audiovisual - Document Cameras	10%	10%	http://collaborationsolutions.com/wp/wp-content/uploads/msrp/Wolfvision-MSRP.pdf
Xantech	Xantech	Audiovisual - Control Systems	20%	20%	

NOTES:

- 1.) Installation, training, maintenance options, and on-site support services are NOT included unless specifically listed on the Whitlock Quotation.
- 2.) Price offered includes freight (FOB Destination) as requested by the state bid, except in extreme situations.
- 3.) Discount offered per current vendor List Price sheet.

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

Supplier Name:

Submitted By:

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	5099.00	33.00%	3416.33	Canon	WUX5000 D RS-	http://shop.usa.canon.com
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	36.00%	432.64	Da-Lite	87063	http://www.da-lite.com/
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	269.00	51.00%	131.81	Audio Technica	AT2020 USB	http://www.audio-technica.com/cms/site/c35da94027e94819/index
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	599.00	22.00%	467.22	Marantz	PMD661mkII	http://marantzpro.com/

	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/products-office/technology-docuser
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	2160.00	24.00%	1641.60	Sharp	PN-U473 http://sica.sharpusa.com/
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	18.00%	450.18	Canon	EOS Rebel T5 http://shop.usa.canon.com/shop/en/catalog/cameras/eos-cameras
8	Conference Phone (analog)	Secure Conferencing 150-foot Signal Range 8-hours of Talk Time High Quality Audio Loudspeaker Enhancement Full Duplex	599.00	12.00%	527.12	ClearOne	910-158-400 http://www.clearone.com/
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	49.00	16.00%	41.16	Samsung	DVD-C500 http://www.samsung.com/us/
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	2404.00	36.00%	1538.56	Da-Lite	98105 http://www.da-lite.com/
11	Annual Maintenance for Item #1	on-site, 12 months	600.00	15.00%	510.00		
12	Annual Maintenance for Item #4	on-site, 12 months	300.00	15.00%	255.00		
13	Annual Maintenance for Item #6	on-site, 12 months	300.00	15.00%	255.00		

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

AV Production Services Catalog - Price List

Supplier Name:

Whitlock			
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Submitted By:

Stephanie Palmer	phone: 804.325.4664	email: palmers@whitlock.com
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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
Whitlock Equipment Rental - Rentals within VA Beach Convention Center (VBCC) Only	Rental	per day rate (unless otherwise noted on price sheet)	15%	15%	See enclosed price document: "Whitlock - VBCC Rental Rates"
Whitlock Equipment Rental - ALL rentals NOT within VBCC	Rental	per day rate (unless otherwise noted on price sheet)	15%	15%	See enclosed price document: "Whitlock_2015 Rental Rates (NOT VBCC)"
Whitlock Rental Setup and Event Production Hourly Rate	Position	per hour rate (unless otherwise noted on price sheet)	\$55/hour	\$55/hour	