

Exhibit C
Pricing Exhibit
AV Production Services Catalog - Price List

Supplier Name:	WindRose Media LLC			
Submitted By:	Michael Ahern	phone:	202 415-2106	email: mahern@windrosemedia.com

Instructions: In the table below, Suppliers are required to submit a Catalog Discount Price List for all production service by category. If applicable, please identify separate percentage discounts for academic and government customers.

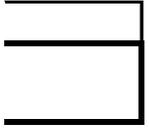
Comprehensive AV Product/Service Catalog Discount Price List

Service Category Fields			Government Discount	Academic Discount	Index Price List
Category/Service	Type	Unit	from Index Price	from Index Price	URL
1 Camera with Operator Half-Day	position	half-day (5 hours)	10%	10%	http://windrosemedia.com/pricelist.htm
1 Camera with Operator Full-Day	position	full-day (10 hours)	10%	10%	http://windrosemedia.com/pricelist.htm
2 Cameras with 1 Operator Half-Day	position	half-day (5 hours)	10%	10%	http://windrosemedia.com/pricelist.htm
2 Cameras with 1 Operator Full-Day	position	full-day (10 hours)	10%	10%	http://windrosemedia.com/pricelist.htm
2 Cameras with 2 Operators Half-Day	position	half-day (5 hours)	10%	10%	http://windrosemedia.com/pricelist.htm
2 Cameras with 2 Operators Full-Day	position	full-day (10 hours)	10%	10%	http://windrosemedia.com/pricelist.htm
3 Cameras with 2 Operators Full-Day	position	full-day (10 hours)	10%	10%	http://windrosemedia.com/pricelist.htm
3 Cameras with 3 Operators Full-Day	position	full-day (10 hours)	10%	10%	http://windrosemedia.com/pricelist.htm
4 Cameras with 3 Operators Full-Day	position	full-day (10 hours)	10%	10%	http://windrosemedia.com/pricelist.htm
Prompter (no operator)	equipment	day	10%	10%	http://windrosemedia.com/pricelist.htm
Prompter (with operator)	position	half-day (5 hours)	10%	10%	http://windrosemedia.com/pricelist.htm
Prompter (with operator)	position	full-day (5 hours)	10%	10%	http://windrosemedia.com/pricelist.htm
Clearcom	equipment	day	10%	10%	http://windrosemedia.com/pricelist.htm

Light kit (3) Lowel Kit or similar	equipment	day	10%	10%	http://windrosemedia.com/pricelist.htm
Advance Light kit (3) Arri system, panel lighting, Leko or similar	equipment	day	10%	10%	http://windrosemedia.com/pricelist.htm
Microphone (wireless Lav)	equipment	day	10%	10%	http://windrosemedia.com/pricelist.htm
Microphone (wireless hand held)	equipment	day	10%	10%	http://windrosemedia.com/pricelist.htm
Microphone (wired Lav)	equipment	day	10%	10%	http://windrosemedia.com/pricelist.htm
Microphone (wired hand held)	equipment	day	10%	10%	http://windrosemedia.com/pricelist.htm
Microphone (table tops)	equipment	day	10%	10%	http://windrosemedia.com/pricelist.htm
Audio Engineer	position	half-day (5 hours)	10%	10%	http://windrosemedia.com/pricelist.htm
Audio Engineer	position	full-day (10 hours)	10%	10%	http://windrosemedia.com/pricelist.htm
Technical Director	position	half-day (5 hours)	10%	10%	http://windrosemedia.com/pricelist.htm
Technical Director	position	full-day (10 hours)	10%	10%	http://windrosemedia.com/pricelist.htm
Producer	position	half-day (5 hours)	10%	10%	http://windrosemedia.com/pricelist.htm
Producer	position	full-day (10 hours)	10%	10%	http://windrosemedia.com/pricelist.htm
Production Assistant	position	half-day (5 hours)	10%	10%	http://windrosemedia.com/pricelist.htm
Production Assistant	position	full-day (10 hours)	10%	10%	http://windrosemedia.com/pricelist.htm
Spider Pod (Tripod)	equipment	day	10%	10%	http://windrosemedia.com/pricelist.htm
Gentner (Phone coupler)	equipment	day	10%	10%	http://windrosemedia.com/pricelist.htm
42" Monitor	equipment	day	10%	10%	http://windrosemedia.com/pricelist.htm
2 speakers with stand	equipment	day	10%	10%	http://windrosemedia.com/pricelist.htm
Audio Mixer 8-channel	equipment	day	10%	10%	http://windrosemedia.com/pricelist.htm
Presentation Switcher	equipment	day	10%	10%	http://windrosemedia.com/pricelist.htm
Video Editing	position	per-hour	10%	10%	http://windrosemedia.com/pricelist.htm
Live Captioning	position	per-hour	10%	10%	http://windrosemedia.com/pricelist.htm

Post Transcription	position	per-hour	10%	10%	http://windrosemedia.com/pricelist.htm
Embedded Captions with mp4	position	per-hour	10%	10%	http://windrosemedia.com/pricelist.htm
Streaming 0-100 viewers	livestream	per-hour	10%	10%	http://windrosemedia.com/pricelist.htm
Streaming 101-250 viewers	livestream	per-hour	10%	10%	http://windrosemedia.com/pricelist.htm
Streaming 251-500 viewers	livestream	per-hour	10%	10%	http://windrosemedia.com/pricelist.htm
Streaming 501-1000 viewers	livestream	per-hour	10%	10%	http://windrosemedia.com/pricelist.htm
Streaming 1001-2500 viewers	livestream	per-hour	10%	10%	http://windrosemedia.com/pricelist.htm
Streaming 2501-5000 viewers	livestream	per-hour	10%	10%	http://windrosemedia.com/pricelist.htm
Streaming 5000+ viewers	livestream	per-hour	10%	10%	http://windrosemedia.com/pricelist.htm
Video Archvie Hosting - 1 hour	livestream	per-month	10%	10%	http://windrosemedia.com/pricelist.htm
Rich Media Platform Streaming 0-100 viewers	livestream	per-hour	10%	10%	http://windrosemedia.com/pricelist.htm
Rich Media Platform Streaming 101-250 viewers	livestream	per-hour	10%	10%	http://windrosemedia.com/pricelist.htm
Rich Media Platform Streaming 251-500 viewers	livestream	per-hour	10%	10%	http://windrosemedia.com/pricelist.htm
Rich Media Platform Streaming 501-1000 viewers	livestream	per-hour	10%	10%	http://windrosemedia.com/pricelist.htm
Rich Media Platform Streaming 1001-2500 viewers	livestream	per-hour	10%	10%	http://windrosemedia.com/pricelist.htm
Rich Media Platform Streaming 2501-5000 viewers	livestream	per-hour	10%	10%	http://windrosemedia.com/pricelist.htm

Rich Media Platform Video Archive - 1 hour	livestream	per-month	10%	10%	http://windrosemedia.com/pricelist.htm
Encoding Engineer with Encoder - Half- day	position	day	10%	10%	http://windrosemedia.com/pricelist.htm
Encoding Engineer with Encoder - Full- day	position	day	10%	10%	http://windrosemedia.com/pricelist.htm
VTC Streaming	livestream	per-hour	10%	10%	http://windrosemedia.com/pricelist.htm
HD Satellite Truck	equipment	day	10%	10%	http://windrosemedia.com/pricelist.htm
Fiber Reeler	equipment	day	10%	10%	http://windrosemedia.com/pricelist.htm
HD Sat Time Uplink	equipment	per-hour	10%	10%	http://windrosemedia.com/pricelist.htm
HD Sat Time Downlink	equipment	per-hour	10%	10%	http://windrosemedia.com/pricelist.htm
DVD	equipment	event	10%	10%	http://windrosemedia.com/pricelist.htm
Still Photography	position	per-hour	10%	10%	http://windrosemedia.com/pricelist.htm
Setup Day	position	day	10%	10%	http://windrosemedia.com/pricelist.htm



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

Supplier Name:	WindRose Media LLC	
Submitted By:	Michael Ahern	email:

Provide the required data in the shaded area

Note: All net costs to either the Commonwealth or Academic area are

Production Service	Minimum Requirements	Index Price List Cost	Contract Discount Percentage	Contract Price
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	\$ 7,175.00	10.00%	\$ 6,457.50
Photography- Still	Location: Richmond Monroe Bldg.	\$ 450.00	10.00%	\$ 405.00
1 D-SLR camera (roving)	Event: Agency Meeting			
2 hours CD/DVD - deliverable	Date: TBD			
Streaming - recorded event	Location: Roanoke	\$ 14,470.00	10.00%	\$ 13,023.00
3 Standard Definition video cameras w/lighting and audio/mics for 6 panel participants and 2 audience mics	Event: COVITS Panel Discussions: total of eight (8) 1 hour panels			
8 hours total recording over 2 days	Date: TBD			

DVD and 365 day retention/online availability deliverable				
Turnkey Production of a Public Service Announcement (PSA) 2 minute video DVD - deliverable	Location: Richmond/DGIF Event: PSA Date: TBD	\$ 4,050.00	10.00%	\$ 3,645.00

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<p>Proposed Scope of Work/Solution Description (SOW)</p> <p>Includes: 3 HD Cameras with Tricaster for a full day. Technical direction, Encoding Engineer with encoder, Audio Engineer, Audio Mixer, 2 Lav Mics, Lights, Teleprompter with Operator, video editing,DVD creation, 90 days of online archive, live Streaming.</p>		
<p>Photographer for 2 hours, CD/DVD delivered</p>		
<p>Includes: 3 HD Cameras with Tricaster for 2 full days. Technical direction x 2 days, Audio Engineer x 2 days, Audio Mixer, 6 Lav Mics, 2 Hand Held Mics, Lights, Video editing, DVD creation, 365 days of online archive,</p>		

Includes: 2 HD Cameras with Tricaster for a half day. Technical direction, Producer, Audio Mixer, 2 Lav Mics, Lights, Teleprompter with Operator, video editing, DVD creation.