

Table 1 – A/V Equipment and Discounts

A/V Equipment Categories	Products Mark (☒) all products offered	Manufacturer(s) Note: List the MFG(s)/discount for individual MFG(s)	Minimum Discount offered (%) ★ From MFG list Price
1 – Audio	☒ Amplifiers ☒ Assisted Listening Systems ☒ Headsets (wired & wireless) ☒ Microphones (wired & wireless) ☒ Mixers and Processors ☒ Recorders and Players ☒ Speakers ☒ Sound Masking systems	• AKG – 15% • Atlas – 15% • Biamp – 35% • Bose – 25% • ClearOne – 20% • Crestron – 35% • Crown – 15% • Extron – 40% • JBL – 15% • Kramer – 30% • Listen Technologies – 15% • Plantronics – 10% • QSC – 25% • Samson – 15% • Shure – 15% • Sennheiser – 20% • Sony – 20% • TOA – 15% • Yamaha – 20%	10%
	Other/Optional		
2 - Video	☒ Cameras ☒ Camcorders ☒ Digital Cameras ☒ Digital Signage Devices ☒ Document Cameras ☒ Editing and Streaming Devices ☒ Recorders	• AMX – 30% • Aver – 15% • BrightSign – 15% • Crestron – 40% • Epson – 15% • Extron – 40% • LG – 20% • Olympus – 15% • Panasonic – 15% • Samsung – 30% • Sharp – 29% • Vaddio – 16% • Vbrick – 20% • ViewSonic – 30%	15%
	Other/Optional:		
3 - Displays	☒ Interactive Projectors ☒ Interactive Displays and Whiteboards ☒ Monitors when components of a contained system ☒ Projectors	• BenQ – 25% • Canon – 10% • Christie Digital – 25% • Crestron – 40% • DaLite – 25% • Dell – 10% • Draper – 25% • Epson – 20% • Hitachi – 35% • LG – 15% • Neat – 15% • NEC – 15%	10%

	☒ Televisions ☒ Screen and Shade Projection Systems	• Planar – 10% • Promethean – 30% • Samsung – 20% • Sharp – 20% • Toshiba – 48% • ViewSonic – 20%	
	Other/Optional:		
4 - Control Signal Distribution Systems	☒ Cables, Wiring and Other Supplies ☒ Control and Presentation Systems ☒ Control System Panels ☒ Surge Protectors ☒ Switches and Routers ☒ System Software incidental to system operation ☒ Wireless Control Devices and Systems	• APC – 15% • Atlas – 15% • Atlona – 25% • Belkin – 48% • Crestron – 30% • Extron – 35% • Furman – 15% • Middle Atlantic – 25% • StarTech – 13% • Triplite – 15%	13%
	Other/Optional:		
5 - Lighting	☒ Bulbs ☒ Controllers and Dimmers ☒ Lighting Fixtures	• Crestron – 35% • • • • • •	35%
	Other/Optional:		
6 - Racks, Carts and Support Systems	☒ Bags ☒ Cases ☒ Charging Carts ☒ Support Racks ☒ System Racks ☒ Mobile System Cabinet	• Bretford – 5% • Chief – 20% • DaLite – 20% • Ergotron – 20% • Middle Atlantic – 25% • Peerless – 25%	5%
	Other/Optional:		

7 - General Installation Components Percentage not to exceed 4% total equipment cost and 4-6% of installation cost, level of complexity is a relevant factor to consider. Total not to exceed 10%. UGU to agree in advance to % charged.	☒ Batteries ☒ Brackets ☒ Cables ☒ Connectors ☒ Fasteners ☒ Fuses ☒ Hangers ☒ Lamps ☒ Mounts ☒ Wiring ☒ Zip Ties ☒ Electrical Tape	Brand names/Manufacturers do not apply in the Category	N/A
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*Include \$1.00 on Line 1 in the SCEIS On-line Bid Table for Equipment to facilitate system acceptance.