

Jean Stelatella

From: collin@customer.ionwave.net
Sent: Wednesday, August 27, 2014 9:22 AM
To: tbeaty@collin.edu
Subject: Collin College Ebid Bid Award Notification: 3706 Addendum 1

Dear Supplier,

An award decision has been made on the following bid opportunity:

Award Notes: This notification confirms the approval by the Collin County Community College District Board on August, 26, 2014, to award Bid 3706, Annual Contract for Audio/Visual Equipment, Media Supplies, Installation and Repair, to Lantek Communications and Videotex Systems, Inc.

In accordance with the contract for Bid 3706, the vendor shall purchase and maintain in force the insurance specified in the provided General Terms and Conditions document before commencement of any work. Please forward, as soon as possible, a certificate of insurance as described in Section 3.0 of the document, listing Collin County Community College District as the certificate holder. The Certificate of Insurance is required prior to beginning any work.

Thank you for your prompt response. If there are any questions, please do not hesitate to contact the Collin County Community College Purchasing Department.

Bid Opportunity Information:

Bid Number: 3706 Addendum 1

Bid Title: Annual Contract for Audio Visual Equipment, Media Supplies, Installation and Repair

Bid Notes: Addendum #1 is being issued to amend Attribute #1 and to provide answers to questions submitted by suppliers. Attribute #1 is being amended to change the term of the contract being bid. This bid is now a standard 3-year term with no renewals. Contract shall commence upon the date of award, or as otherwise indicated in this solicitation, and continue for a three year period. Percentage discounts shall remain consistent through the entire term of the contract. The Q&A can be found under the Attachments Tab as Attachment 3. Collin County Community College District strongly encourages bidders to submit their response to this bid electronically. Follow this link to Instructions on How to Submit a Bid Online ([http://www.collin.edu/purchasing/pdfs/Vendor How to Submit a Bid Online.pdf](http://www.collin.edu/purchasing/pdfs/Vendor%20How%20to%20Submit%20a%20Bid%20Online.pdf)). Electronic bidding will eliminate errors and unnecessary work, and is more friendly to the environment. Your cooperation is greatly appreciated. READ FIRST NOTICE: The minimum amount of time required to complete this solicitation is 10 hours. There are seven tabs to this solicitation: a. Event Details - contains the issue date and time, close date and time, status of the bid, bid notes, and Bid Contact Information (Buyer). b. Invited Participants c. Bid Attachments - must be read. d. Bid Attributes - a series of questions about your company completed before any pricing is entered. e. Bid Line Items - information regarding specified item(s), where pricing, discount being offered, or other information is requested and entered. f. Response Attachments - location to attach any requested information; may contain alternate specifications. g. Response Submission - location to enter the name and e-mail address of respondent and to submit your response. The District will be closed Friday, the 4th of July. Please plan accordingly.

QUESTIONS: Queries about this Bid should be addressed in writing via electronic mail to: Tere Beaty (tbeaty@collin.edu).

Issue Date: 7/2/2014 10:00:01 AM Central

Close Date: 7/22/2014 3:00:00 PM Central

To view items you have been awarded, visit the site at: <https://collin.ionwave.net>

The Award Summary Spreadsheet is available for this opportunity.

The Tabulation spreadsheet(s) are available for this opportunity.

If you have questions about this bid opportunity or the system, please contact Purchasing.

Phone: 972-758-3874

Fax: 972-758-3881

E-mail: bidline@collin.edu

E-mail Generated: 8/27/2014 9:22:25 AM Central

Collin County Community College District Board of Trustees

2014-8-5-12

August 26, 2014

BE IT RESOLVED, at the recommendation of the President, that the Board of Trustees of Collin County Community College District approves the Bid Report for August 26, 2014.

BID #	DESCRIPTION	AMOUNT
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NEW SOLICITATIONS

3706	ANNUAL CONTRACT FOR AUDIO/VISUAL EQUIPMENT, MEDIA SUPPLIES, INSTALLATION AND REPAIR SERVICES FOR THE DISTRICT	\$1,500,000.00 (3 year total not to exceed)
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Lantek Communications
Grand Prairie, TX

Videotex Systems, Inc.
Dallas, TX

TO: The Board of Trustees

FROM: President Cary Israel

DATE: August 26, 2014

SUBJECT: Recommendation for Approval of Competitive Sealed Bid 3706 – Annual Contract for Audio/Visual Equipment, Media Supplies, Installation and Repair.

SCOPE: Annual contract for Audio/Visual Equipment, Media Supplies, Installation and Repair Services for the District. Term of contract: 9/1/2014 through 8/31/2017.

RESPONSES: Twenty-three (23) vendors viewed the bid package, ten (10) responded.

COMPARISON: See attached.

RECOMMENDATION:

	\$1,500,000.00
Lantek Communications	(3 year total not
Grand Prairie, TX	to exceed)
Videotex Systems, Inc.	
Dallas, TX	

JUSTIFICATION: Best value. Pricing is based on a percentage discount off the manufacturer's suggested retail price (MSRP) and on hourly rates for installation and repair services. Products and services are ordered on an as needed basis. Not to exceed pricing is based on historical usage. The majority of the audio visual products that the District purchases require installation from a company certified by the manufacturer to install their product. From the ten responses, Lantek and Videotex provide the best overall value to the District. Both companies have certified installation teams for all products installed at Collin College. TFE, while providing a higher discount on a couple of manufacturers, are more than double the price for hourly installation and repair services than the recommended vendors. Summit Integration Systems has a poor installation performance history on several projects with the District and they do not have Extron certified technicians and the Extron Pole Vault System is the standard specification for full media solutions in the classrooms. Awarding to two vendors provides the ability to rely on both during busy seasons of the year when one or the other may not have adequate staffing or availability.

Reasons why other vendors were not considered for award are stated below:

B & H Photo & Electronics Corp.
No installation or certified technicians.

AUDIO VISUAL AIDS CORP
No installation or certified technicians.

ACP Direct
No installation or certified technicians.

Troxell Communications, Inc.
No installation or certified technicians.

Master Audio Visuals INC
High installation and repair cost with minimal discounts.

Summit Integration Systems
No support for Extron and previous poor experiences with installation.

Schoolhouse Audio-Visual
High installation and repair cost with minimal discounts.

TFE
High installation and repair cost with minimal discounts.

1 Audio/Visual: Please use Supplier Notes to state multiple discounts for various product lines when applicable.					
Supplier	QTY	UOM	% Discount	Supplier Notes	Manufacturer
B & H Foto & Electronics Corp.	1	EA	1	1% off our standard discounted prices, an average 21% off MSRP. Additional discounts may be available for high dollar / quantity purchases.	3M
Master Audio Visuals INC	1	EA	2	Discount offered is 0-30%.	3M
Videotex Systems, Inc.	1	EA	15		3M
Summit Integration Systems	1	EA	20		3M
Lantek Communications	1	EA	27		3M

2 Audio/Visual: Please use Supplier Notes to state multiple discounts for various product lines when applicable.					
Supplier	QTY	UOM	% Discount	Supplier Notes	Manufacturer
Summit Integration Systems	1	EA	15		Admiral
Lantek Communications	1	EA	27		Admiral

3 Audio/Visual: Please use Supplier Notes to state multiple discounts for various product lines when applicable.					
Supplier	QTY	UOM	% Discount	Supplier Notes	Manufacturer
Master Audio Visuals INC	1	EA	2	Discount offered is 0-30%.	Altinex
Troxell Communications, Inc.	1	EA	5	Please see attached List	Altinex
Schoolhouse Audio-Visual	1	EA	10	10-40% Discount. Discount depends upon Manufacturer and Quantity ordered.	Altinex
Summit Integration Systems	1	EA	20		Altinex
Videotex Systems, Inc.	1	EA	20		Altinex
Lantek Communications	1	EA	27		Altinex

4 Audio/Visual: Please use Supplier Notes to state multiple discounts for various product lines when applicable.					
Supplier	QTY	UOM	% Discount	Supplier Notes	Manufacturer
AUDIO VISUAL AIDS CORP	1	EA	0	varied up to 43.50% off M.S.R.P.	Bretford
ACP Direct	1	EA	0	ACP Direct understands this is a List Price Percentage Discount and seeks to respond as a 0% off (plus shipping- FOB Destination Prepay and Add) off our website www.acpdirect.com and/or 0% off (plus shipping-FOB Destination Prepay and Add) off the most recently published catalog at the time the order is placed.	Bretford
B & H Foto & Electronics Corp.	1	EA	1	1% off our standard discounted prices, an average 21% off MSRP. Additional discounts may be available for high dollar/quantity purchases.	Bretford
Master Audio Visuals INC	1	EA	2	Discount offered is 0-30%.	Bretford
Schoolhouse Audio-Visual	1	EA	10	10-40% Discount. Discount depends upon Manufacturer and Quantity ordered.	Bretford
Troxell Communications, Inc.	1	EA	15	Please see attached List	Bretford
TFE	1	EA	15		Bretford
Videotex Systems, Inc.	1	EA	25		Bretford
Lantek Communications	1	EA	27		Bretford
Summit Integration Systems	1	EA	30		Bretford

5 Audio/Visual: Please use Supplier Notes to state multiple discounts for various product lines when applicable.					
Supplier	QTY	UOM	% Discount	Supplier Notes	Manufacturer
AUDIO VISUAL AIDS CORP	1	EA	0	varied up to 52% off M.S.R.P.	Califone
ACP Direct	1	EA	0	ACP Direct understands this is a List Price Percentage Discount and seeks to respond as a 0% off (plus shipping- FOB Destination Prepay and Add) off our website www.acpdirect.com and/or 0% off (plus shipping-FOB Destination Prepay and Add) off the most recently published catalog at the time the order is placed.	Califone
B & H Foto & Electronics Corp.	1	EA	1	1% off our standard discounted prices, an average 21% off MSRP. Additional discounts may be available for high dollar/quantity purchases.	Califone
Master Audio Visuals INC	1	EA	2	Discount offered is 0-30%.	Califone
Schoolhouse Audio-Visual	1	EA	10	10-40% Discount. Discount depends upon Manufacturer and Quantity ordered.	Califone
Videotex Systems, Inc.	1	EA	25		Califone
Lantek Communications	1	EA	27		Califone
Troxell Communicatlons, Inc.	1	EA	30	Please see attached List	Califone
Summit Integration Systems	1	EA	35		Califone

6 Audio/Visual: Please use Supplier Notes to state multiple discounts for various product lines when applicable.					
Supplier	QTY	UOM	% Discount	Supplier Notes	Manufacturer
B & H Foto & Electronics Corp.	1	EA	1	1% off our standard discounted prices, an average 21% off MSRP. Additional discounts may be available for high dollar/quantity purchases.	Cannon
Master Audio Visuals INC	1	EA	2	Discount offered is 0-30%.	Cannon
Schoolhouse Audio-Visual	1	EA	10	*Correction on Manufacturer spelling: Canon 10-40% Discount. Discount depends upon Manufacturer and Quantity ordered.	Cannon
Troxell Communications, Inc.	1	EA	10	Please see attached List	Cannon
Videotex Systems, Inc.	1	EA	13		Cannon
Lantek Communications	1	EA	27		Cannon
Summit Integration Systems	1	EA	30		Cannon

7 Audio/Visual: Please use Supplier Notes to state multiple discounts for various product lines when applicable.					
Supplier	QTY	UOM	% Discount	Supplier Notes	Manufacturer
AUDIO VISUAL AIDS CORP	1	EA	0	varied up to 34.50% off M.S.R.P.	Da-Lite
ACP Direct	1	EA	0	ACP Direct understands this is a List Price Percentage Discount and seeks to respond as a 0% off (plus shipping- FOB Destination Prepay and Add) off our website www.acpdirect.com and/or 0% off (plus shipping-FOB Destination Prepay and Add) off the most recently published catalog at the time the order is placed.	Da-Lite

B & H Foto & Electronics Corp.	1	EA	1	1% off our standard discounted prices, an average 21% off MSRP. Additional discounts may be available for high dollar/quantity purchases.	Da-Lite
Master Audio Visuals INC	1	EA	2	Discount offered is 0-30%.	Da-Lite
Schoolhouse Audio-Visual	1	EA	10	10-40% Discount. Discount depends upon Manufacturer and Quantity ordered.	Da-Lite
Troxell Communications, Inc.	1	EA	15	Please see attached List	Da-Lite
Videotex Systems, Inc.	1	EA	25		Da-Lite
Summit Integration Systems	1	EA	25		Da-Lite
TFE	1	EA	30		Da-Lite
Lantek Communications	1	EA	30		Da-Lite

8 Audio/Visual: Please use Supplier Notes to state multiple discounts for various product lines when applicable.

Supplier	QTY	UOM	% Discount	Supplier Notes	Manufacturer
AUDIO VISUAL AIDS CORP	1	EA	0	varied up to 34.50 off M.S.R.P.	Draper
B & H Foto & Electronics Corp.	1	EA	1	1% off our standard discounted prices, an average 21% off MSRP. Additional discounts may be available for high dollar/quantity purchases.	Draper
Master Audio Visuals INC	1	EA	2	Discount offered is 0-30%.	Draper
Schoolhouse Audio-Visual	1	EA	10	10-40% Discount. Discount depends upon Manufacturer and Quantity ordered.	Draper
Troxell Communications, Inc.	1	EA	10	Please see attached List	Draper
Videotex Systems, Inc.	1	EA	25		Draper
TFE	1	EA	30		Draper
Lantek Communicatlons	1	EA	30		Draper
Summit Integration Systems	1	EA	35		Draper

9 Audio/Visual: Please use Supplier Notes to state multiple discounts for various product lines when applicable.

Supplier	QTY	UOM	% Discount	Supplier Notes	Manufacturer
ACP Direct	1	EA	0	ACP Direct understands this is a List Price Percentage Discount and seeks to respond as a 0% off (plus shipping- FOB Destination Prepay and Add) off our website www.acpdirect.com and/or 0% off (plus shipping-FOB Destination Prepay and Add) off the most recently published catalog at the time the order is placed.	Dukane
B & H Foto & Electronics Corp.	1	EA	1	1% off our standard discounted prices, an average 21% off MSRP. Additional discounts may be available for high dollar/quantity purchases.	Dukane
Master Audio Visuals INC	1	EA	2	Discount offered is 0-30%.	Dukane
Schoolhouse Audio-Visual	1	EA	10	10-40% Discount. Discount depends upon Manufacturer and Quantity ordered.	Dukane
Summit Integration Systems	1	EA	20		Dukane
Videotex Systems, Inc.	1	EA	25		Dukane
Lantek Communications	1	EA	27		Dukane
TFE	1	EA	30		Dukane

10 Audio/Visual: Please use Supplier Notes to state multiple discounts for various product lines when applicable.						
Supplier	QTY	UOM	% Discount	Supplier Notes	Manufacturer	
AUDIO VISUAL AIDS CORP	1	EA	0	varied up to 24.50 off M.S.R.P.	Elmo	
ACP Direct	1	EA	0	ACP Direct understands this is a List Price Percentage Discount and seeks to respond as a 0% off (plus shipping- FOB Destination Prepay and Add) off our website www.acpdirect.com and/or 0% off (plus shipping-FOB Destination Prepay and Add) off the most recently published catalog at the time the order is placed.	Elmo	
B & H Foto & Electronics Corp.	1	EA	1	1% off our standard discounted prices, an average 21% off MSRP. Additional discounts may be available for high dollar/quantity purchases.	Elmo	
Master Audio Visuals INC	1	EA	2	Discount offered is 0-30%.	Elmo	
Troxell Communications, Inc.	1	EA	10	Please see attached List	Elmo	
Schoolhouse Audio-Visual	1	EA	10	10-40% Discount. Discount depends upon Manufacturer and Quantity ordered.	Elmo	
Summit Integration Systems	1	EA	15		Elmo	
Lantek Communications	1	EA	15		Elmo	
Videotex Systems, Inc.	1	EA	20		Elmo	

11 Audio/Visual: Please use Supplier Notes to state multiple discounts for various product lines when applicable.						
Supplier	QTY	UOM	% Discount	Supplier Notes	Manufacturer	
B & H Foto & Electronics Corp.	1	EA	1	1% off our standard discounted prices, an average 21% off MSRP. Additional discounts may be available for high dollar/quantity purchases.	GE	
Master Audio Visuals INC	1	EA	2	Discount offered is 0-30%.	GE	
Videotex Systems, Inc.	1	EA	10		GE	
Summit Integration Systems	1	EA	10		GE	
Lantek Communications	1	EA	15		GE	

12 Audio/Visual: Please use Supplier Notes to state multiple discounts for various product lines when applicable.						
Supplier	QTY	UOM	% Discount	Supplier Notes	Manufacturer	
AUDIO VISUAL AIDS CORP	1	EA	0	varied up to 69.50 off M.S.R.P.	Hitachi	
ACP Direct	1	EA	0	ACP Direct understands this is a List Price Percentage Discount and seeks to respond as a 0% off (plus shipping- FOB Destination Prepay and Add) off our website www.acpdirect.com and/or 0% off (plus shipping-FOB Destination Prepay and Add) off the most recently published catalog at the time the order is placed.	Hitachi	
B & H Foto & Electronics Corp.	1	EA	1	1% off our standard discounted prices, an average 21% off MSRP. Additional discounts may be available for high dollar/quantity purchases.	Hitachi	
Master Audio Visuals INC	1	EA	2	Discount offered is 0-30%.	Hitachi	
Schoolhouse Audio-Visual	1	EA	10	10-40% Discount. Discount depends upon Manufacturer and Quantity ordered.	Hitachi	

Troxell Communications, Inc.	1	EA	10	Please see attached List	Hitachi
Summit Integration Systems	1	EA	20		Hitachi
Lantek Communications	1	EA	25		Hitachi
TFE	1	EA	30		Hitachi
Videotex Systems, Inc.	1	EA	50	Quantity discounts are available	Hitachi

13 Audio/Visual: Please use Supplier Notes to state multiple discounts for various product lines when applicable.					
Supplier	QTY	UOM	% Discount	Supplier Notes	Manufacturer
B & H Foto & Electronics Corp.	1	EA	1	1% off our standard discounted prices, an average 21% off MSRP. Additional discounts may be available for high dollar/quantity purchases.	Infocus
Master Audio Visuals INC	1	EA	2	Discount offered is 0-30%.	Infocus
Schoolhouse Audio-Visual	1	EA	10	10-40% Discount. Discount depends upon Manufacturer and Quantity ordered.	Infocus
Videotex Systems, Inc.	1	EA	10		Infocus
Troxell Communications, Inc.	1	EA	10	Please see attached List	Infocus
Summit Integration Systems	1	EA	20		Infocus
Lantek Communications	1	EA	25		Infocus

14 Audio/Visual: Please use Supplier Notes to state multiple discounts for various product lines when applicable.					
Supplier	QTY	UOM	% Discount	Supplier Notes	Manufacturer
B & H Foto & Electronics Corp.	1	EA	1	1% off our standard discounted prices, an average 21% off MSRP. Additional discounts may be available for high dollar/quantity purchases.	JVC
Master Audio Visuals INC	1	EA	2	Discount offered is 0-30%.	JVC
Summit Integration Systems	1	EA	10		JVC
Videotex Systems, Inc.	1	EA	15		JVC
Troxell Communications, Inc.	1	EA	15	Please see attached List	JVC
Lantek Communications	1	EA	25		JVC

15 Audio/Visual: Please use Supplier Notes to state multiple discounts for various product lines when applicable.					
Supplier	QTY	UOM	% Discount	Supplier Notes	Manufacturer
B & H Foto & Electronics Corp.	1	EA	1	1% off our standard discounted prices, an average 21% off MSRP. Additional discounts may be available for high dollar/quantity purchases.	Kodak
Videotex Systems, Inc.	1	EA	10		Kodak
Summit Integration Systems	1	EA	10		Kodak
Lantek Communications	1	EA	15		Kodak

16 Audio/Visual: Please use Supplier Notes to state multiple discounts for various product lines when applicable.					
Supplier	QTY	UOM	% Discount	Supplier Notes	Manufacturer
ACP Direct	1	EA	0	ACP Direct understands this is a List Price Percentage Discount and seeks to respond as a 0% off (plus shipping-FOB Destination Prepay and Add) off our website www.acpdirect.com and/or 0% off (plus shipping-FOB Destination Prepay and Add) off the most recently published catalog at the time the order is placed.	Luxor

B & H Foto & Electronics Corp.	1	EA	1	1% off our standard discounted prices, an average 21% off MSRP. Additional discounts may be available for high dollar/quantity purchases.	Luxor
Master Audio Visuals INC	1	EA	2	Discount offered is 0-30%.	Luxor
Schoolhouse Audio-Visual	1	EA	10	10-40% Discount. Discount depends upon Manufacturer and Quantity ordered.	Luxor
Lantek Communications	1	EA	15		Luxor
Troxell Communications, Inc.	1	EA	20	Please see attached List	Luxor
Summit Integration Systems	1	EA	24		Luxor
Videotex Systems, Inc.	1	EA	25		Luxor

17	Audio/Visual: Please use Supplier Notes to state multiple discounts for various product lines when applicable.					
Supplier	QTY	UOM	% Discount	Supplier Notes	Manufacturer	
AUDIO VISUAL AIDS CORP	1	EA	0	varied up to 54.50 off M.S.R.P.	Mitsubishi	
B & H Foto & Electronics Corp.	1	EA	1	1% off our standard discounted prices, an average 21% off MSRP. Additional discounts may be available for high dollar/quantity purchases.	Mitsubishi	
Master Audio Visuals INC	1	EA	2	Discount offered is 0-30%.	Mitsubishi	
Schoolhouse Audio-Visual	1	EA	10	10-40% Discount. Discount depends upon Manufacturer and Quantity ordered.	Mitsubishi	
Troxell Communications, Inc.	1	EA	15	Please see attached List	Mitsubishi	
Videotex Systems, Inc.	1	EA	15		Mitsubishi	
Lantek Communications	1	EA	15		Mitsubishi	
Summit Integration Systems	1	EA	18		Mitsubishi	

18	Audio/Visual: Please use Supplier Notes to state multiple discounts for various product lines when applicable.					
Supplier	QTY	UOM	% Discount	Supplier Notes	Manufacturer	
B & H Foto & Electronics Corp.	1	EA	1	1% off our standard discounted prices, an average 21% off MSRP. Additional discounts may be available for high dollar/quantity purchases.	Optima	
Master Audio Visuals INC	1	EA	2	Discount offered is 0-30%.	Optima	
Schoolhouse Audio-Visual	1	EA	10	10-40% Discount. Discount depends upon Manufacturer and Quantity ordered.	Optima	
Lantek Communications	1	EA	15		Optima	
Videotex Systems, Inc.	1	EA	15		Optima	
Troxell Communications, Inc.	1	EA	20	Please see attached List	Optima	
Summit Integration Systems	1	EA	25		Optima	

19	Audio/Visual: Please use Supplier Notes to state multiple discounts for various product lines when applicable.					
Supplier	QTY	UOM	% Discount	Supplier Notes	Manufacturer	
AUDIO VISUAL AIDS CORP	1	EA	0	varied up to 34.50 off M.S.R.P.	Panasonic	
B & H Foto & Electronics Corp.	1	EA	1	1% off our standard discounted prices, an average 21% off MSRP. Additional discounts may be available for high dollar/quantity purchases.	Panasonic	
Master Audio Visuals INC	1	EA	2	Discount offered is 0-30%.	Panasonic	

Schoolhouse Audio-Visual	1	EA	10	10-40% Discount. Discount depends upon Panasonic Manufacturer and Quantity ordered.
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Troxell Communications, Inc.	1	EA	11	Please see attached List	Panasonic
Videotex Systems, Inc.	1	EA	15		Panasonic
Lantek Communications	1	EA	25		Panasonic
Summit Integration Systems	1	EA	25		Panasonic
TFE	1	EA	30		Panasonic

20 Audio/Visual: Please use Supplier Notes to state multiple discounts for various product lines when applicable.

Supplier	QTY	UOM	% Discount	Supplier Notes	Manufacturer
B & H Foto & Electronics Corp.	1	EA	1	1% off our standard discounted prices, an average 21% off MSRP. Additional discounts may be available for high dollar/quantity purchases.	Phillips
Master Audio Visuals INC	1	EA	2	Discount offered is 0-30%.	Phillips
Videotex Systems, Inc.	1	EA	10		Phillips
Summit Integration Systems	1	EA	20		Phillips
Lantek Communications	1	EA	25		Phillips

21 Audio/Visual: Please use Supplier Notes to state multiple discounts for various product lines when applicable.

Supplier	QTY	UOM	% Discount	Supplier Notes	Manufacturer
Master Audio Visuals INC	1	EA	2	Discount offered is 0-30%.	Proxima
Schoolhouse Audio-Visual	1	EA	10	10-40% Discount. Discount depends upon Manufacturer and Quantity ordered.	Proxima
Lantek Communications	1	EA	15		Proxima
Videotex Systems, Inc.	1	EA	15		Proxima
Summit Integration Systems	1	EA	20		Proxima
Troxell Communications, Inc.	1	EA	20	Please see attached List	Proxima

22 Audio/Visual: Please use Supplier Notes to state multiple discounts for various product lines when applicable.

Supplier	QTY	UOM	% Discount	Supplier Notes	Manufacturer
B & H Foto & Electronics Corp.	1	EA	1	1% off our standard discounted prices, an average 21% off MSRP. Additional discounts may be available for high dollar/quantity purchases.	RCA
Master Audio Visuals INC	1	EA	2	Discount offered is 0-30%.	RCA
Lantek Communications	1	EA	10		RCA
Videotex Systems, Inc.	1	EA	10		RCA
Summit Integration Systems	1	EA	14		RCA

23 Audio/Visual: Please use Supplier Notes to state multiple discounts for various product lines when applicable.

Supplier	QTY	UOM	% Discount	Supplier Notes	Manufacturer
B & H Foto & Electronics Corp.	1	EA	1	1% off our standard discounted prices, an average 21% off MSRP. Additional discounts may be available for high dollar/quantity purchases.	Samsung
Master Audio Visuals INC	1	EA	2	Discount offered is 0-30%.	Samsung
Troxell Communications, Inc.	1	EA	10	Please see attached List	Samsung
Schoolhouse Audio-Visual	1	EA	10	10-40% Discount. Discount depends upon Manufacturer and Quantity ordered.	Samsung
Lantek Communications	1	EA	15		Samsung

Videotex Systems, Inc.	1	EA	15		Samsung
TFE	1	EA	20		Samsung
Summit Integration Systems	1	EA	22		Samsung

24 Audio/Visual: Please use Supplier Notes to state multiple discounts for various product lines when applicable.					
Supplier	QTY	UOM	% Discount	Supplier Notes	Manufacturer
B & H Foto & Electronics Corp.	1	EA	1	1% off our standard discounted prices, an average 21% off MSRP. Additional discounts may be available for high dollar/quantity purchases.	Sanyo
Master Audio Visuals INC	1	EA	2	Discount offered is 0-30%.	Sanyo
Troxell Communications, Inc.	1	EA	15	Please see attached List	Sanyo
Summit Integration Systems	1	EA	20		Sanyo

25 Audio/Visual: Please use Supplier Notes to state multiple discounts for various product lines when applicable.					
Supplier	QTY	UOM	% Discount	Supplier Notes	Manufacturer
B & H Foto & Electronics Corp.	1	EA	1	1% off our standard discounted prices, an average 21% off MSRP. Additional discounts may be available for high dollar/quantity purchases.	Sharp
Master Audio Visuals INC	1	EA	2	Discount offered is 0-30%.	Sharp
Troxell Communications, Inc.	1	EA	5	Please see attached List	Sharp
Videotex Systems, Inc.	1	EA	10		Sharp
Schoolhouse Audio-Visual	1	EA	10	10-40% Discount. Discount depends upon Manufacturer and Quantity ordered.	Sharp
TFE	1	EA	10		Sharp
Summit Integration Systems	1	EA	25		Sharp
Lantek Communications	1	EA	25		Sharp

26 Audio/Visual: Please use Supplier Notes to state multiple discounts for various product lines when applicable.					
Supplier	QTY	UOM	% Discount	Supplier Notes	Manufacturer
AUDIO VISUAL AIDS CORP	1	EA	0	varied up to 34.50% off M.S.R.P.	Shure
ACP Direct	1	EA	0	ACP Direct understands this is a List Price Percentage Discount and seeks to respond as a 0% off (plus shipping- FOB Destination Prepay and Add) off our website www.acpdirect.com and/or 0% off (plus shipping-FOB Destination Prepay and Add) off the most recently published catalog at the time the order is placed.	Shure
B & H Foto & Electronics Corp.	1	EA	1	1% off our standard discounted prices, an average 21% off MSRP. Additional discounts may be available for high dollar/quantity purchases.	Shure
Master Audio Visuals INC	1	EA	2	Discount offered is 0-30%.	Shure
Schoolhouse Audio-Visual	1	EA	10	10-40% Discount. Discount depends upon Manufacturer and Quantity ordered.	Shure
Troxell Communications, Inc.	1	EA	10	Please see attached List	Shure
Summit Integration Systems	1	EA	15		Shure
Lantek Communications	1	EA	25		Shure
Videotex Systems, Inc.	1	EA	25		Shure
TFE	1	EA	30		Shure

27 Audio/Visual: Please use Supplier Notes to state multiple discounts for various product lines when applicable.					
Supplier	QTY	UOM	% Discount	Supplier Notes	Manufacturer
B & H Foto & Electronics Corp.	1	EA	1	1% off our standard discounted prices, an average 21% off MSRP. Additional discounts may be available for high dollar/quantity purchases.	Sony
Master Audio Visuals INC	1	EA	2	Discount offered is 0-30%.	Sony
Troxell Communications, Inc.	1	EA	10	Please see attached List	Sony
Schoolhouse Audio-Visual	1	EA	10	10-40% Discount. Discount depends upon Manufacturer and Quantity ordered.	Sony
Videotex Systems, Inc.	1	EA	15		Sony
Lantek Communications	1	EA	15		Sony
Summit Integration Systems	1	EA	18		Sony

28 Audio/Visual: Please use Supplier Notes to state multiple discounts for various product lines when applicable.					
Supplier	QTY	UOM	% Discount	Supplier Notes	Manufacturer
B & H Foto & Electronics Corp.	1	EA	1	1% off our standard discounted prices, an average 21% off MSRP. Additional discounts may be available for high dollar/quantity purchases.	TOA
Master Audio Visuals INC	1	EA	2	Discount offered is 0-30%.	TOA
Schoolhouse Audio-Visual	1	EA	10	10-40% Discount. Discount depends upon Manufacturer and Quantity ordered.	TOA
Summit Integration Systems	1	EA	18		TOA
Troxell Communications, Inc.	1	EA	20	Please see attached List	TOA
TFE	1	EA	25		TOA
Lantek Communications	1	EA	25		TOA
Videotex Systems, Inc.	1	EA	40		TOA

29 Audio/Visual: Please use Supplier Notes to state multiple discounts for various product lines when applicable.					
Supplier	QTY	UOM	% Discount	Supplier Notes	Manufacturer
Troxell Communications, Inc.	1	EA	1	Please see attached List	Toshiba
B & H Foto & Electronics Corp.	1	EA	1	1% off our standard discounted prices, an average 21% off MSRP. Additional discounts may be available for high dollar/quantity purchases.	Toshiba
Master Audio Visuals INC	1	EA	2	Discount offered is 0-30%.	Toshiba
Videotex Systems, Inc.	1	EA	15		Toshiba
Lantek Communications	1	EA	15		Toshiba
Summit Integration Systems	1	EA	20		Toshiba

30 Audio/Visual: Please use Supplier Notes to state multiple discounts for various product lines when applicable.					
Supplier	QTY	UOM	% Discount	Supplier Notes	Manufacturer
Master Audio Visuals INC	1	EA	2	Discount offered is 0-30%.	Zenith
Videotex Systems, Inc.	1	EA	10		Zenith
Troxell Communications, Inc.	1	EA	10	Please see attached List	Zenith
Summit Integration Systems	1	EA	10		Zenith
Lantek Communications	1	EA	15		Zenith

31 Audio/Visual: Please use Supplier Notes to state multiple discounts for various product lines when applicable.					
Supplier	QTY	UOM	% Discount	Supplier Notes	Manufacturer

AUDIO VISUAL AIDS CORP	1	EA	0	varied up to 28% off M.S.R.P.	Anchor
ACP Direct	1	EA	0	ACP Direct understands this is a List Price Percentage Discount and seeks to respond as a 0% off (plus shipping-FOB Destination Prepay and Add) off our website www.acpdirect.com and/or 0% off (plus shipping-FOB Destination Prepay and Add) off the most recently published catalog at the time the order is placed.	Anchor
B & H Foto & Electronics Corp.	1	EA	1	1% off our standard discounted prices, an average 21% off MSRP. Additional discounts may be available for high dollar/quantity purchases.	Anchor
Master Audio Visuals INC	1	EA	2	Discount offered is 0-30%.	Anchor
Schoolhouse Audio-Visual	1	EA	10	10-40% Discount. Discount depends upon Manufacturer and Quantity ordered.	Anchor
Videotex Systems, Inc.	1	EA	20		Anchor
Lantek Communications	1	EA	25		Anchor
Summit Integration Systems	1	EA	25		Anchor
Troxell Communications, Inc.	1	EA	30	Please see attached List	Anchor

32 Audio/Visual: Please use Supplier Notes to state multiple discounts for various product lines when applicable.

Supplier	QTY	UOM	% Discount	Supplier Notes	Manufacturer
AUDIO VISUAL AIDS CORP	1	EA	0	varied up to 22% off M.S.R.P.	JBL
B & H Foto & Electronics Corp.	1	EA	0	1% off our standard discounted prices, an average 21% off MSRP. Additional discounts may be available for high dollar/quantity purchases.	JBL
Master Audio Visuals INC	1	EA	2	Discount offered is 0-30%.	JBL
Schoolhouse Audio-Visual	1	EA	10	10-40% Discount. Discount depends upon Manufacturer and Quantity ordered.	JBL
Troxell Communications, Inc.	1	EA	10	Please see attached List	JBL
Summit Integration Systems	1	EA	15		JBL
Lantek Communications	1	EA	25		JBL
Videotex Systems, Inc.	1	EA	28		JBL

33 Audio/Visual: Please use Supplier Notes to state multiple discounts for various product lines when applicable.

Supplier	QTY	UOM	% Discount	Supplier Notes	Manufacturer
AUDIO VISUAL AIDS CORP	1	EA	0	varied up to 19.50 off M.S.R.P.	Epson
ACP Direct	1	EA	0	ACP Direct understands this is a List Price Percentage Discount and seeks to respond as a 0% off (plus shipping-FOB Destination Prepay and Add) off our website www.acpdirect.com and/or 0% off (plus shipping-FOB Destination Prepay and Add) off the most recently published catalog at the time the order is placed.	Epson
B & H Foto & Electronics Corp.	1	EA	1	1% off our standard discounted prices, an average 21% off MSRP. Additional discounts may be available for high dollar/quantity purchases.	Epson
Master Audio Visuals INC	1	EA	2	Discount offered is 0-30%.	Epson

Videotex Systems, Inc.	1	EA	10		Epson
Schoolhouse Audio-Visual	1	EA	10	10-40% Discount. Discount depends upon Manufacturer and Quantity ordered.	Epson
Troxell Communications, Inc.	1	EA	10	Please see attached List	Epson
TFE	1	EA	15		Epson
Lantek Communications	1	EA	15		Epson
Summit Integration Systems	1	EA	22		Epson

34	Audio/Visual: Please use Supplier Notes to state multiple discounts for various product lines when applicable.				
Supplier	QTY	UOM	% Discount	Supplier Notes	Manufacturer
Schoolhouse Audio-Visual	1	EA	0		Remote Point
Master Audio Visuals INC	1	EA	2	Discount offered is 0-30%.	Remote Point
Lantek Communications	1	EA	10		Remote Point
Summit Integration Systems	1	EA	10		Remote Point
Videotex Systems, Inc.	1	EA	35		Remote Point

35	Audio/Visual: Please use Supplier Notes to state multiple discounts for various product lines when applicable.				
Supplier	QTY	UOM	% Discount	Supplier Notes	Manufacturer
Schoolhouse Audio-Visual	1	EA	0		Laminex
Summit Integration Systems	1	EA	10		Laminex
Lantek Communications	1	EA	10		Laminex
Videotex Systems, Inc.	1	EA	10		Laminex

36	Audio/Visual: Please use Supplier Notes to state multiple discounts for various product lines when applicable.				
Supplier	QTY	UOM	% Discount	Supplier Notes	Manufacturer
Schoolhouse Audio-Visual	1	EA	0		Tandberg
Videotex Systems, Inc.	1	EA	10		Tandberg
Summit Integration Systems	1	EA	20		Tandberg
Lantek Communications	1	EA	20		Tandberg
TFE	1	EA	40	Tandberg was purchased by Cisco in 2012.	Tandberg

37	Audio/Visual: Please use Supplier Notes to state multiple discounts for various product lines when applicable.				
Supplier	QTY	UOM	% Discount	Supplier Notes	Manufacturer
B & H Foto & Electronics Corp.	1	EA	1	1% off our standard discounted prices, an average 21% off MSRP. Additional discounts may be available for high dollar/quantity purchases.	Sennheiser
Master Audio Visuals INC	1	EA	2	Discount offered is 0-30%.	Sennheiser
Schoolhouse Audio-Visual	1	EA	10	10-40% Discount. Discount depends upon Manufacturer and Quantity ordered.	Sennheiser
Summit Integration Systems	1	EA	12		Sennheiser
Videotex Systems, Inc.	1	EA	25		Sennheiser
Troxell Communications, Inc.	1	EA	25	Please see attached List	Sennheiser
Lantek Communications	1	EA	25		Sennheiser

38	Audio/Visual: Please use Supplier Notes to state multiple discounts for various product lines when applicable.				
Supplier	QTY	UOM	% Discount	Supplier Notes	Manufacturer
Schoolhouse Audio-Visual	1	EA	0		Sekure
Summit Integration Systems	1	EA	10		Sekure
Lantek Communications	1	EA	10		Sekure

39 Audio/Visual: Please use Supplier Notes to state multiple discounts for various product lines when applicable.					
Supplier	QTY	UOM	% Discount	Supplier Notes	Manufacturer
Schoolhouse Audio-Visual	1	EA	0		Masterlock
Summit Integration Systems	1	EA	5		Masterlock
Lantek Communications	1	EA	10		Masterlock

40 Audio/Visual: Please use Supplier Notes to state multiple discounts for various product lines when applicable.					
Supplier	QTY	UOM	% Discount	Supplier Notes	Manufacturer
AUDIO VISUAL AIDS CORP	1	EA	0	varied up to 34.50% off M.S.R.P.	Chief
B & H Foto & Electronics Corp.	1	EA	1	1% off our standard discounted prices, an average 21% off MSRP. Additional discounts may be available for high dollar/quantity purchases.	Chief
Master Audio Visuals INC	1	EA	2	Discount offered is 0-30%.	Chief
Schoolhouse Audio-Visual	1	EA	10	10-40% Discount. Discount depends upon Manufacturer and Quantity ordered.	Chief
Troxell Communications, Inc.	1	EA	15	Please see attached List	Chief
Lantek Communications	1	EA	25		Chief
Videotex Systems, Inc.	1	EA	30		Chief
Summit Integration Systems	1	EA	30		Chief
TFE	1	EA	30		Chief

41 Audio/Visual: Please use Supplier Notes to state multiple discounts for various product lines when applicable.					
Supplier	QTY	UOM	% Discount	Supplier Notes	Manufacturer
Schoolhouse Audio-Visual	1	EA	0		Olympus
B & H Foto & Electronics Corp.	1	EA	1	1% off our standard discounted prices, an average 21% off MSRP. Additional discounts may be available for high dollar/quantity purchases.	Olympus
Master Audio Visuals INC	1	EA	2	Discount offered is 0-30%.	Olympus
Summit Integration Systems	1	EA	10		Olympus
Videotex Systems, Inc.	1	EA	10		Olympus
Lantek Communications	1	EA	10		Olympus
Troxell Communications, Inc.	1	EA	15	Please see attached List	Olympus

42 Audio/Visual: Please use Supplier notes to state multiple discounts for various product lines when applicable.					
Supplier	QTY	UOM	% Discount	Supplier Notes	Manufacturer
AUDIO VISUAL AIDS CORP	1	EA	0	Prices vary by manufacturer up to 81% off M.S.R.P.	Other:
ACP Direct	1	EA	0	ACP Direct seeks to add ALL other product lines available in ACP Direct catalog and on website. ACP Direct specifically seeks to add the LABSONIC and LEARNER brand of Audio Visual Equipment for headphones and listening centers. All at 0.00% off plus FOB Destination Prepay and Add at the time order is placed.	Other:
B & H Foto & Electronics Corp.	1	EA	1	1% off our standard discounted prices, an average 21% off MSRP. Additional discounts may be available for high dollar / quantity purchases.	Other:
Master Audio Visuals INC	1	EA	2	Discount offered is 0-30%.	Other:

Troxell Communications, Inc.	1	EA	5	5-65%	Other:
Summit Integration Systems	1	EA	10		Other:
Lantek Communications	1	EA	10		Other:
Schoolhouse Audio-Visual	1	EA	10	See Line Sheet attached with Other Manufacturers: 10-40% Discount. Discount depends upon Manufacturer and Quantity ordered.	Other:
Videotex Systems, Inc.	1	EA	15	10 to 35 percent depending on the manufacturer	Other:
TFE	1	EA	30	AMX Crestron Extron Atlas Sound Lowell Mid	Other:

43 Installation Services: Monday - Friday 8:00 a.m. - 5:00 p.m.					
Supplier	QTY	UOM	Price	Supplier Notes	Manufacturer
Lantek Communications	1	HR	\$45.00		
Summit Integration Systems	1	HR	\$55.00		
Videotex Systems, Inc.	1	HR	\$65.00		
Troxell Communications, Inc.	1	HR	\$73.00	\$73-\$135 varies by project and location	
Master Audio Visuals INC	1	HR	\$85.00		
Schoolhouse Audio-Visual	1	HR	\$100.00		
TFE	1	HR	\$130.00	\$55 p/h + \$75 trip charge	

44 Installation Services: Monday - Friday 5:00 p.m. - 8:00 a.m.					
Supplier	QTY	UOM	Price	Supplier Notes	Manufacturer
Lantek Communications	1	HR	\$65.00		
Summit Integration Systems	1	HR	\$65.00		
Troxell Communications, Inc.	1	HR	\$73.00	\$73-\$135 varies by project and location	
Videotex Systems, Inc.	1	HR	\$75.00		
Master Audio Visuals INC	1	HR	\$130.00		
Schoolhouse Audio-Visual	1	HR	\$150.00		
TFE	1	HR	\$157.50	\$82.50 p/h + \$75 trip charge	

45 Repair Services: Monday - Friday 8:00 a.m. - 5:00 p.m.					
Supplier	QTY	UOM	Price	Supplier Notes	Manufacturer
Lantek Communications	1	HR	\$65.00		
Videotex Systems, Inc.	1	HR	\$75.00		
Troxell Communications, Inc.	1	HR	\$81.00		
Master Audio Visuals INC	1	HR	\$85.00		
Schoolhouse Audio-Visual	1	HR	\$100.00		
TFE	1	HR	\$130.00	\$55 p/h + \$75 trip charge	
Summit Integration Systems	1	HR	\$150.00		

46 Repair Services: Monday - Friday 5:00 p.m. - 8:00 a.m.					
Supplier	QTY	UOM	Price	Supplier Notes	Manufacturer
Troxell Communications, Inc.	1	HR	\$0.00	Dependent on Manufacturer, product and location	
Lantek Communications	1	HR	\$75.00		
Videotex Systems, Inc.	1	HR	\$85.00		
Master Audio Visuals INC	1	HR	\$130.00		
Schoolhouse Audio-Visual	1	HR	\$150.00		
TFE	1	HR	\$157.50	\$82.50 p/h + \$75 trip charge	
Summit Integration Systems	1	HR	\$175.00		