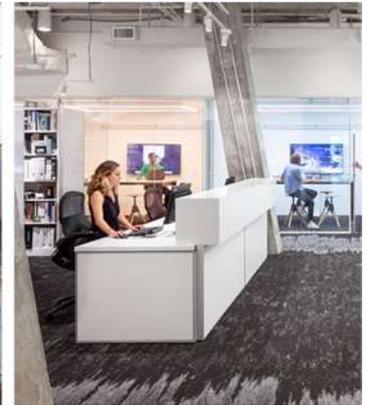
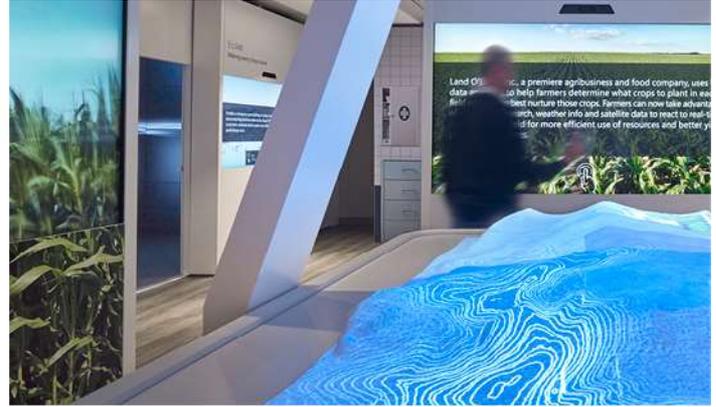


Proposal Prepared For

# Foothill – De Anza Community College

## FHDA - DASG Counsel Chambers



44911 Industrial Drive  
Fremont, CA 94538  
(510) 344-5618  
Fax: (925) 551-7630  
www.avispl.com

**Prepared by:** Xavier Dixon  
Xavier.Dixon@avispl.com  
**Proposal no:** 431618-3

# Thank you for the opportunity to provide this proposal.

## We value our partnership with you.

At AVI-SPL, our goal is to build partnerships with our clients, and we appreciate our continued partnership with you.

We are dedicated to providing you with solutions that will enable your organization to perform at the highest level and be in a position to meet the challenges you face today and in the future.

You can count on the AVI-SPL team to deliver exceptional service and solutions to help you improve the user experience of your collaboration systems – anywhere in the world.

Our vision is to help your teams work smarter and live better.

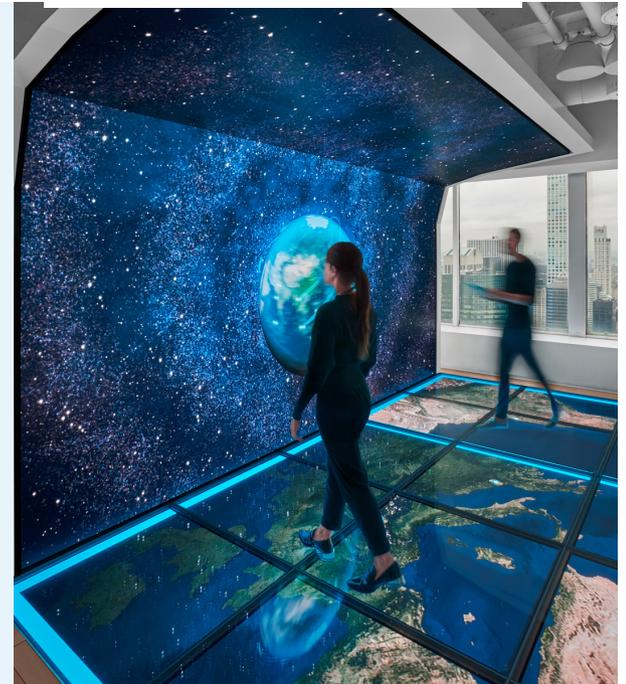


At AVI-SPL, our goal is to empower meaningful communication and collaboration.

## We take your investment in collaborative solutions as seriously as you do.

That’s why we’re with you every step of the way, making sure you have the support to keep your business running smoothly and you get the return on investment you expect.

The hallmark of AVI-SPL’s client success is our ability to keep pace with the technology trends that drive the way organizations operate, and to innovate and improve upon them so that we can offer customers a standard of quality that no other company can match.



## When you partner with us as your trusted guide, you will experience:



### Commitment

A partner **committed** to your success and making a positive impact on your organization and our world



### Expertise

**Expertise** you can trust to guide your digital transformation and realize your business objectives



### Proven Record

A **proven** track record of supporting deployment and managed services in-country, wherever needed



### Global Reach

Optimized **global deployment** teams with in-country support teams to deliver localized solutions and service – anywhere in the world



### Customer Experience

World-class **customer experience** with a continual improvement mindset informed by the ITIL methodology



### Analytics

Focus on **actionable** business intelligence with routine reporting on key success metrics and usage analytics powered by our patented Symphony application

# AVI-SPL Project Integration Process



How we define your needs and follow through with consistent execution. AVI-SPL ensures high quality project delivery that is on time and on budget.

- **Define** and document each step
- **Determine** an effective, standardized communication and reporting style
- **Develop** a comprehensive training and adoption program
- **Dedicate** regular oversight to the project, even after completion

AVI-SPL uses a five-phase process to integrate solutions seamlessly and focus on the end-user experience:

## Phase I **Initiate**

We will host a kickoff meeting and work with your key team members to determine the best approach to making your project a success. Our team will review the scope of the project, the schedule, the communication strategy, and all other relevant matters to ensure a smooth start.

## Phase II **Plan**

The planning phase begins with development of the project schedule including detailed work breakdown tasks identifying key deliverables, dependencies and both internal and external milestones required to successfully execute the project.

## Phase III **Execute**

AVI-SPL will complete all engineering, programming, fabrication, and on-site installation activities. When the installation is complete, testing is executed prior to the final inspection and acceptance of the deployed solutions.

## Phase IV **Monitor**

This phase is focused on consistent review of project work activities to ensure alignment with the approved project plan. Our team delivers quality assurance through checks and balances along with consistent testing at specified intervals in the project lifecycle. We will review risk management plans and deploy risk mitigation strategies to ensure scope, schedule and budget remain on track.

## Phase V **Close**

The final phase is centered on completion of all contractual and operational activities to ensure your complete satisfaction and readiness to sign-off on the completed project. This includes demonstration and training on using your new technology along with all final project documentation for service onboarding.

You will receive automated Customer Satisfaction Score (CSAT) and Net Promoter Score (NPS) surveys to provide feedback. We closely analyze the data to ensure we are providing outstanding customer service.

# AVI-SPL Statement of Work

## Foothill/DeAnza College System DASG Counsel Room

After careful and deliberate consideration of your requirements, we are pleased to provide the following audiovisual solutions Scope of Work. The scope of work noted is based on sound engineering principles, reliable technology, and has been formulated specifically to meet your requirements.

### Project Overview/Narrative

AVI-SPL has put together a package of solutions designed to maximize FHDA's investment in Zoom technology. To achieve this goal, AVI-SPL is utilizing certified Zoom Room solutions whenever possible. In some situations, AVI-SPL has substituted individual components, or augmented the Zoom standards with other products, due to enhanced operating performance, or to meet specific customer requirements.

Each engineered solution is intended to register directly to FHDA's Zoom cloud-based environment, and as such, will require the assistance of IT administrative resources to properly provision and deploy accounts and licensing. Specific requirements will be outlined later in this document. Failure to comply with the detailed customer requirements may create delays in delivering this project, and additional labor charges should unscheduled site visits be required.

### ASSUMPTIONS AND DEPENDENCIES

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1. It is assumed that the work set forth in this scope shall be performed during regular business hours, deemed for the purposes of this scope to be Monday through Friday, from 7AM to 5PM. Requests for work to be performed after hours or other premium time will require a change order for additional funding.
2. It is assumed that the work set forth in this scope shall be performed in contiguous fashion on consecutive days and with full access to the site of installation. Any redeployment of resources, made necessary by lack of site availability for any reason, will result in additional charges and must be funded by a change order.
3. The execution of the scope set forth below is dependent upon the readiness of the site. Any tenant improvements, relocation of other assets (furniture, OFE hardware not used in this design, etc.), new construction, or repair, must be completed by the first scheduled day of installation. Redeployment of resources due to lack of site readiness shall result in additional charges via a change order.
4. It is assumed that the installation team will have unlimited access to the site of installation during the period of installation. AVI-SPL is dependent upon the customer for access and accommodations including entry to the facility, entry to the room(s) of installation, escorting (where required by the customer's protocols), security during the period of installation, and access to ancillary rooms (IDF, storage rooms, etc.)

### Customer Support Level

As per terms of bid 1809.

## DASG Counsel Room

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### Design Narrative

Zoom Rooms are self-contained presentation and collaboration systems designed to register to, and work directly on, the Zoom cloud collaboration platform. The Zoom Room being deployed to this space will include the following elements:

- One (1) OFOI Ceiling Mounted Projector with manual projection screen
- One (1) Wall Mounted 85” Display (back of room)
- Zoom Room compute [small form factor PC]
- Zoom Room Native User interface touch panel.
- One MLC Pro Push Button Control Interface, surface mounted on side cabinet.
- Audio Support
  - OFOI - Lot of Audio Speakers installed and functional.
  - OFOI - Crown Amplifier
  - Two (2) Ceiling-mounted, multi-element microphone
  - One (1) Dante DSP
  - Two (2) Handheld and Lavalier Wireless Microphone Combo System
  - ALS system
- Three (3) 12X Zoom PTZ cameras
  - Two (2) cameras installed on the front wall, one each located on left and right side of projection screen.
  - One (1) camera installed in back of room wall mounted, as the “Presenter” camera.
- OFOI Teacher Station/Lectern
- One (1) Managed Dante Network Switch

All operation of Zoom Video collaboration and room control functions are done through the Native Zoom provided touch panel, and the Surface Mounted Push Button Control Interface, located on the top of the side cabinet area. The panel interface is a standard program, written by Zoom, and consistent across all Zoom clients and devices. This allows users familiar with Zoom, either on their desktop or mobile device, to easily start and manage meetings with little or no additional training.

### Scope of Work – Hardware Integration

\*\* Please see the “**Customer Responsibilities**” section of this document \*\*

#### Display (Projector)

1. OFOI Projector and Manual Pull Down Projection Screen.
2. AVI-SPL to provide and install one 85” wall mounted display, on back wall of room.
  - a. AVI-SPL to provide on HDMI and Control RX Device behind display.
3. AVI-SPL will provide and install all low voltage wiring between the AV Rack and the display system components.

#### Content Interfaces & Switching

1. Wireless content presenting and sharing is provided as a standard feature of the Zoom platform. This feature requires that the presenting source is connected to the Internet.

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2. Content Sources for DASG Space, routed via HDMI 1x4 switcher to the HDMI input of the Logi Tap Controller, one source selected at any given time via the push button MLC controller
  - a. OFE Instructors PC
  - b. OFE Laptop
  - c. OFE Cable TV Box
  - d. Wolfvision VZ-3neo Document Camera
3. AVI-SPL to provide and install required low voltage cabling

### Source Equipment

1. The Zoom Room system is intended to be a self-contained solution for presentations and Zoom meetings. As such, users should be prepared to present by bringing their own HDMI enabled device, or a device with an up-to-date version of the Zoom software client installed, for presenting content.
2. AVI-SPL to provide and install a document camera, located on the Lectern.

### Audio

1. AVI-SPL will provide and install a Digital Signal Processor (DSP) to support all audio inputs and outputs. All microphones used for conferencing shall utilize Acoustical Echo Canceling (AEC) technology. The DSP will be configured to maximize audio quality for all applications.
2. AVI-SPL will use the lot of OFOI speakers and amplifier.
3. AVI-SPL will install two (2) ceiling microphone for conferencing.
  - a. The ceiling microphone will be installed using the standard 2'x2' ceiling plate, which is included with the microphone.
  - b. The microphone shall have multiple elements/lobes and be capable of covering the room floor with individually addressable "lobes".
4. AVI-SPL to provide and install two (2) wireless combo microphone systems, each includes one handheld and one bodypack with lavalier microphone.
5. AVI-SPL to provide and install one (1) Assisted Listening System, and program audio to transmit through the ALS System.
6. AVI-SPL will provide and install all low voltage wiring between the audio system components.

\*\* Please see the "**Environmental Considerations**" section of this document for required room properties and best practices. \*\*

### Audio and Video Conferencing

1. AVI-SPL will provide and install the Zoom Small form factor PC to register to the customer's Zoom cloud environment. All audio and video conferencing operations will be managed by this device; features will be dependent on system licensing options provided by the customer.
  - a. AVI-SPL to provide a Bluetooth wireless keyboard and mouse for use with Zoom Room computer.

\*\* Please see the "**Customer Responsibilities**" section of this document for actions required for a successful system deployment. \*\*

2. AVI-SPL to provide and install three (3) high-definition 12X Zoom PTZ video cameras with USB Extension sets.

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3. AVI-SPL to provide and install Aver Camera PTZ Link
4. AVI-SPL will provide and install all low voltage wiring between the conferencing system components.

\*\* Please see the “**Environmental Considerations**” section of this document for required room properties and best practices. \*\*

### Equipment Rack & Accessories

1. AVI-SPL will provide and configure Freedom One Elift, with AV Rack.
  - a. AVI-SPL use the OFE power conditioner in the A/V rack to protect all racked equipment.
  - b. AVI-SPL will provide and install AV Rack Accessories as needed/required for the hardware installation.
2. AVI-SPL will provide and install all low voltage wiring for all A/V system components. All low voltage cabling will be plenum rated when not pulled through conduit.

\*\* Please see the “**Customer Responsibilities**” section of this document for required room properties and best practices. \*\*

### System & Room Controls

1. The system will be controlled via the Zoom Room user interface, as provided and maintained by Zoom. In addition, some automated system control features will be added for users of the space. To facilitate these additional features, a small A/V control processor with button controls will be added to the system.
  - a. Display Controls
    - i. On/Off all displays
    - ii. Volume Control via the radial turn control button
    - iii. PC
    - iv. Laptop
    - v. Doc Cam
    - vi. Cable TV
    - vii. Mute
    - viii. Camera Tracking On/Off

Description	Hours	Rate	Total Labor
Engineer/ PM/Commissioning	56	\$137.09	\$7,677.04
Programming	0	\$142.81	\$0.00
CAD	8	\$91.40	\$731.20
Install	94	\$110.33	\$10,371.02
<b>Total Labor</b>			<b>\$18,779.26</b>

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## Customer Responsibilities

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### Software & Licensing

1. The Customer is responsible for providing system credentials for a properly provisioned and licensed account no less than seven (7) days prior to system deployment.
  - a. The customer may decide not to provide credentials to AVI-SPL, and to provision the installed Zoom Room themselves. In this case AVI-SPL will be unable to fully test the system before receiving sign-off for the installation. All system components will be tested individually to ensure proper stand-alone function, and project sign-off will be requested before technicians leave site.
  - b. If AVI-SPL is unable to properly commission and test the system at the time of installation due to issues with the supplied credentials, an additional site visit may be required. Any additional visits will be billed at the standard contracted labor rate, and scheduling will be done on a best effort basis.

### Network & Security

1. The Customer is responsible for providing and provisioning all network connections, routing, and addressing.
2. The Customer is responsible for all aspects of the network connection supplied for the Zoom Room deployment.
  - a. The customer should test the network prior to system deployment by utilizing, <https://www.zoom.us/test>.
  - b. Firewall and additional port configuration to allow access to the Zoom cloud service as defined by Zoom, <https://support.zoom.us/hc/en-us/articles/201362683>.
  - c. Network Quality of Service (QoS) and/or Differentiated Services (DiffServ) tagging, if desired.

### Project Room Environmental Considerations

To allow for proper system installation and integration, as well as to maximize the user experience in a space, the following parameters should be observed:

#### General Construction

1. The Customer is responsible for providing all power and data network connections to locations specified in the system drawing package.
  - a. Electrical circuits should be sufficient to support the requirements of all devices installed at the specified location(s) plus an additional 10% of available overhead.
2. The Customer is responsible for providing all required non-surface mounted cable pathways as specified in the system drawing package.
  - a. Conduit diameter must meet or exceed the parameters specified in the system drawing package.
3. The Customer is responsible for making sure the display wall is properly constructed to withstand the weight of the display with a safety factor of at least 5:1. Any substitutions for this must be approved by AVI-SPL prior to installation. AVI-SPL has the right to refuse to mount the display(s) to anything other than an approved backing. All charges for required return trips by AVI-SPL due to the lack of proper backing are the responsibility of the client.

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## Sound Remediation

1. Noise Criteria (NC) is a basic measurement of how quiet the room is with the HVAC system operating and no participants in the room. An NC rating of 35 dBA or less is ideal for a Conference Room. This measurement needs to consider ambient noise originating outside the room as well as noise from the air handling system or AV or other equipment located within the room. Higher ambient noise levels above this specification may degrade the overall audio quality of a conference and will begin to work against speech intelligibility.
2. Reverberation time (RT60) for typical conference rooms should be  $RT60 < 0.6$  seconds in the 125 - 4000 Hz octave bands. As the RT60 measuring parameter reflects preferred reverb time, attention should be given to using room surfaces with too much or too little sound reflectivity (as indicated by an RT60 measurement outside the range noted).
3. If the room has not been acoustically treated, AVI-SPL can provide direction and solutions to treat the room which will enhance the meeting experience for the participants.

## Lighting

1. For videoconferencing applications, lighting is critical. The lighting on the faces of the participants should be between 40 to 50-foot candles and should be evenly distributed throughout the camera's field of view.

## Investment Summary

Prepared For:	<b>Bill Matsumoto</b>
	<b>Foothill – De Anza Community College</b>
	<b>12345 El Monte Road</b>
	<b>Los Altos Hills, CA 94022-4598</b>

Prepared By:	<b>Xavier Dixon</b>
Date Prepared:	<b>09/18/2023</b>
Proposal #:	<b>431618-3</b>
Valid Until:	<b>10/19/2023</b>

<b>Total Equipment Cost</b>	<b>\$41,162.16</b>
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Includes cable, connectors, hardware, switches, relays, terminal blocks, panels, etc., to ensure complete and operational system

<b>Professional Integration Services</b>	<b>\$18,779.26</b>
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Includes engineering, project management, CAD, on-site installation and wiring, coordination and supervision, testing, checkout, owner training, etc. performed on the Owner's premises. Also includes all fabrication, modification, assembly, rack wiring, programming, warranties, etc., some performed at AVI-SPL

<b>Direct Costs</b>	<b>\$10.00</b>
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Includes non equipment or labor costs, such as travel expenses, per diem, lift and vehicle rentals

<b>General &amp; Administrative</b>	<b>\$0.00</b>
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Includes all G & A expenses: vehicle mileage, shipping and insurance, as applicable

<b>Subtotal</b>	<b>\$59,951.42</b>
<b>Tax</b>	<b>\$3,756.05</b>
<b>Total</b>	<b>\$63,707.47</b>

**\* ANY and all applicable taxes will be included upon invoicing**

**Purchase orders should be addressed to AVI-SPL LLC**

Due to global semiconductor ("chip") shortages and supply chain disruptions pricing quoted in this proposal may change. Installation schedules are subject to current (daily) product availability and may be delayed or postponed.

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## Terms and Conditions

This Proposal together with AVI-SPL’s General Terms and Conditions and the applicable Addendum(a) located here and incorporated herein by this reference (collectively the “Agreement”) constitutes the entire agreement between AVI-SPL LLC (“Seller”, “AVI-SPL”, “we”, “us”, “our”) and the buyer/customer identified in the Proposal (“Buyer”, “Customer”, “Client”, “you”, “your”) with respect to its subject matter and supersedes all prior and contemporaneous agreements, representations and understandings of the Parties, written or oral. By signing below, issuing a valid purchase order for the Services and/or Products specified herein or receiving the Products and/or Services specified herein, whichever occurs first, Buyer acknowledges it has read and agrees to the terms of this Agreement. This Agreement shall not be binding upon Seller until accepted by Buyer as set forth in this Agreement and the earlier of Seller’s confirmation in writing of Buyer’s order and Seller’s performance under the applicable Proposal. Any terms and conditions contained in Buyer’s purchase order or any other Buyer-provided documents related to this transaction shall have no effect and are hereby rejected. Notwithstanding anything herein to the contrary, if a master services agreement signed by both Parties is in effect covering the sale of the Services and/or Products that are the subject of this Proposal, the terms and conditions of said agreement shall prevail to the extent they conflict or are inconsistent with this Agreement.

## Billing and Payment Terms

Unless otherwise agreed in writing by Buyer and Seller in the Proposal, the total Proposal price, excluding the price for Stand-alone Services (as defined in this section), shall be billed as follows, subject to continuing credit approval: 50% down payment at time of order, 40% upon delivery at Seller; 10% upon project completion and Buyer sign-off or first beneficial use, whichever occurs first, payable net 30 from Buyer’s receipt of invoice. For purposes of this Agreement, “Stand-alone Services” means any Services not attached to an installation project. Billing and payment terms for Stand-alone Services are set forth in the applicable Service Addendum(a). Unless otherwise specified in the Proposal, Products are sold F.O.B. origin-Buyer to pay all shipping charges. If this Proposal covers Products or Services for more than one system, room, suite, or location, for purposes of payment in accordance with payment terms stated on the face hereof each room, suite, or location shall be treated as if the subject of a separate sale and payment made accordingly. Unless otherwise specified in the Proposal, all pricing and amounts are in US Dollars and all billing and payment shall be made in US Dollars.

Link to AVI-SPL Terms and Conditions: <https://avispl.com/terms-of-use/>

## Buyer Acceptance

\_\_\_\_\_  
Buyer Legal Entity

\_\_\_\_\_  
Buyer Authorized Signature

\_\_\_\_\_  
Buyer Authorized Signatory Title

\_\_\_\_\_  
Buyer Authorized Signatory Name

\_\_\_\_\_  
Date

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## Room Summary - FHDA DASG Counsel Chambers

### Equipment List

Mfg	Model	Description	Qty	Unit Price	Extended Price
		<b>DISPLAY TECHNOLOGY</b>			
PANASONIC	PANPTRZ570WU	**PROJECTOR, WUXGA 5000L 37LB DLP LASER 20000:1 CONTRAST WHI (Owner Furnished Equipment)	1	OFE	OFE
CHIEF	PROJECTOR MOUNT	OFOI PROJECTOR MOUNT (Owner Furnished Equipment)	1	OFE	OFE
DALITE	PROJ SCREEN	OFOI MANUAL PROJECTION SCREEN (Owner Furnished Equipment)	1	OFE	OFE
SAMSUNG	SAMQM85RB	LCD, 85" 4K/UHD 500NIT 107LB LED 4K:1 W/MAGIC INFO S6 24/7	1	\$4,984.74	\$4,984.74
	NOTE	CA DISPLAY RECYCLE FEE NOTE CA DISPLAY RECYCLE FEE ON DIRECT COSTS TAB, IS \$22.00.	1	\$0.00	\$0.00
CHIEF	CHILTM1U	MOUNT, MICRO ADJUST TILT WALL MOUNT, LARGE	1	\$257.28	\$257.28
CHIEF	CHIFCAV1U	FUSION PULL OUT ACCESSORY	1	\$302.17	\$302.17
CHIEF	CHIFHB5147	HARDWARE KIT	1	\$11.73	\$11.73
EXTRON ELECTRONICS	EXT60133113	EXTENDER, DTP HDMI 4K 330 - RECEIVER	2	\$376.99	\$753.98
		<b>Video Systems (Conferencing/Distribution)</b>			
LOGITECH	LOGTIPZOMBASELNV2	VIDEO CONFERENCING TAP CAT5E W/LENOVO TS CORE FOR ZOOM ROOMS	1	\$1,933.20	\$1,933.20
LOGITECH	LOG920009782	KEYBOARD, WIRELESS KEYBOARD MK295 AND OPTICAL MOUSE	1	\$29.99	\$29.99
AVER INFORMATION	AVEPATR3HWV2	CAMERA, 12X HD PTZ LIVE STREAMING, TR311HWV2, TAA	3	\$1,709.10	\$5,127.30
AVER INFORMATION	AVEPTLINKPRE	SOFTWARE, PTZ LINK PREMIUM LICENSE	1	\$899.10	\$899.10
ICRON TECHNOLOGIES CORPOR	ICR2311	USB EXTENDER, USB 2.0 1-PORT FLEX, 100-240V NA FRONT/PROJECTION SCREEN RIGHT SIDE OF ROOM CAMERAS	3	\$310.25	\$930.75
AVER INFORMATION	AVECOMSVCMNT	MOUNT, CAMERCA L-TYPE WALL MSRP -10%	3	\$89.10	\$267.30
EXTRON ELECTRONICS	EXT60133112	EXTENDER, HDMI TWISTED PAIR TRANSMITTER DTP HDMI 4K 330 Tx	2	\$377.00	\$754.00
		<b>CONTENT INPUT SOURCES</b>			
EXTRON ELECTRONICS	EXT60160401	SWITCHER, FOUR INPUT 4K/60 HDMI	1	\$429.18	\$429.18

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Mfg	Model	Description	Qty	Unit Price	Extended Price
	OFE	LAPTOP HDMI INPUT (Owner Furnished Equipment)	1	OFE	OFE
	OFE	OFE - INSTRUCTORS PC	1	\$0.00	\$0.00
WOLFVISION	WOL102031A0	DESKTOP VISUALIZER, VZ-3neo.UHD, VERSION A W/BASE PLATE	1	\$2,772.00	\$2,772.00
		<b>AUDIO SOLUTIONS</b>			
SHURE	SHUMXA920WS	MICROPHONE, 24" CEILING ARRAY, SQUARE, WHITE POSSIBLE TRIANGLE SHAPE INSTALL IN CEILING TO ALLOW FOR PICK UP OF OVERFLOW SPACE WHEN PARTITION IS OPENED.	2	\$3,549.26	\$7,098.52
SHURE	SHUA910HCM	HARD CEILING MOUNT ACCESSORY FOR MXA910	2	\$274.51	\$549.02
BIAMP SYSTEMS	BIATESIRAFORTEDANVT	TESIRA FORTE DSP FIXED I/O SERVER W/ 12 IN, 8 OUT,VOIP,DANTE	1	\$3,055.00	\$3,055.00
SHURE	SHUQLXD1G50	WIRELESS BODYPACK TRANSMITTER	2	\$333.01	\$666.02
SHURE	SHUQLXD12485G50	BODYPACK AND VOCAL COMBO SYSTEM W/ WL 185 AND SM58	2	\$1,405.54	\$2,811.08
AUDINATE	AUDADPDAIAU2X0	ADAPTER, DANTE AVIO 2x0 ANALOG INPUT	2	\$220.15	\$440.30
EXTRON ELECTRONICSLOT	OFOI LOT AMP & SPKRS	OFOI LOT AMPLIFIER, SPEAKERS (Owner Furnished Equipment)	1	OFE	OFE
LISTEN TECHNOLOGIES CORPO	LISLCS12201D	ADVANCED SYSTEM, WI-FI/IR DANTE	1	\$2,308.12	\$2,308.12
LISTEN TECHNOLOGIES CORPO	LISLA466	XLR ADAPTER, DANTE 2 CHANNEL OUTOUT	1	\$321.48	\$321.48
		<b>LECTERN AND AV RACK</b>			
OFOI	OFOI LECTERN	OFOI LECTERN - TEACHER STATION (Owner Furnished Equipment)	1	OFE	OFE
OFOI AV RACK	OFOI AV RACK	OFOI 12RU AV RACK (Owner Furnished Equipment)	2	OFE	OFE
		<b>BUTTON CONTROL AND PARTITION SENSOR</b>			
EXTRON ELECTRONICS	EXT60147002	MEDIALINK PLUS CONTROLLER, MCL PLUS 200 LISTED AS OPTIONAL ITEM.	1	\$980.02	\$980.02
EXTRON ELECTRONICS	EXT70109703	SURFACE MOUNT BOX, THREE US GANG, BLACK	1	\$162.40	\$162.40
EXTRON ELECTRONICS	EXT60170503	SENSOR, eBUS PARTITION	1	\$638.00	\$638.00
NETGEAR	NETGSM4212PX100NAS	SWITCH, M4250 10G2XF POE+	1	\$876.08	\$876.08
MIDDLE ATLANTIC	MIDDPD915RPL	SURGE/SPIKE PROTECTED RACKMOUNT POWER DIST. WITH (Owner Furnished Equipment)	1	OFE	OFE
FURMAN SOUND	FURPS8RII	**SEQUENCER OR SIMILAR (Owner Furnished Equipment)	1	OFE	OFE

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Mfg	Model	Description	Qty	Unit Price	Extended Price
MIDDLE ATLANTIC	MIDU1V4	RACKSHELF, 1 SPACE VENTED, 4PK	1	\$149.99	\$149.99
MIDDLE ATLANTIC	MIDHPS	SCREW, 25PC BLACK 10/32 PHILLIPS W/WASHERS	1	\$6.10	\$6.10
MIDDLE ATLANTIC	MIDUD2	2 SPACE (3 1/2") UTILITY DRAWER, BLACK POWDER CO (Owner Furnished Equipment)	1	OFE	OFE
SURGEX	SURSX1115RT	POWER CONDITIONER, 1 RU 9 OUTLET 15 AMP, REMOTE ON IN AV RACK IN GOOD CONIDITION. (Owner Furnished Equipment)	1	OFE	OFE
<b>Cable: Bulk and Pre-Terminated</b>					
COMPREHENSIVE VIDEO	COMHD18G3PROBLK	CABLE, 3' PRO AV/IT 18GB 4K HIGH SPEED HDMI W/PROGRIP	6	\$14.27	\$85.62
COMPREHENSIVE VIDEO	COMHD18G6PROBLK	CABLE, 6' PRO AV/IT 18GB 4K HIGH SPEED HDMI W/PROGRIP	6	\$17.67	\$106.02
WINDY CITY WIRE	WIN160265STRWHT	CABLE, 16-02 65X34 AUDIO CMRP WHITE JACKET Leverage existing installed speaker cabling.	400	\$0.39	\$156.00
WINDY CITY WIRE	WINCAT6ASBLK	CABLE, 23-4P OAS SOL PVC C6A BLK JKT	750	\$0.76	\$570.00
WINDY CITY WIRE	WINPTM10620	CONNECTOR, RJ45 8P8C CAT6/5 SHIELDED (50PK)	1	\$84.36	\$84.36
CABLES TO GO	CAB29852	CABLE WRAP, 10' HOOK AND LOOP	1	\$4.87	\$4.87
TEC-NEC	TECXLMXLF3	CABLE, 3' XLR MALE TO XLR FEMALE AUDIO	2	\$8.72	\$17.44
LIBERTY WIRE AND CABLE	LIBDLARDA	ADAPTER RING, DIGITALINX HDMI - APPLE CERTIFIED	1	\$285.70	\$285.70
CABLES TO GO	CAB28868	ADAPTER, USB 3.0 C (MALE) TO A (FEMALE) BLACK	1	\$10.99	\$10.99
ALEX TECH	ALESR1INBLACK25FT	CABLE SLEEVE, 25' 1" WIRE LOOM TUBING (BLACK)	1	\$27.70	\$27.70
CABLES TO GO	CAB50800	CABLE, 3' CAT6A SNAGLESS UNSHIELDED ETHERNET PATCH (RED)	6	\$9.11	\$54.66
SAFCORD	SAFCCSC330GY	CORD COVER, VELCRO 3" x 30' (GRAY)	1	\$134.34	\$134.34
ARLINGTON INDUSTRIES, INC	ARLCED135	PLATE, CABLE ENTRY DEVICE BRUSH PLATE	5	\$5.05	\$25.25
ARLINGTON INDUSTRIES, INC	ARLLV1	LOW VOLTAGE MOUNTING BRACKET, 1 GANG	5	\$1.73	\$8.65
CHIEF	CHIPAC117	STEEL STUD - DRYWALL ANCHOR KIT - 28C.	1	\$75.71	\$75.71
				<b>Subtotal</b>	<b>\$41,162.16</b>

## Room Support and Maintenance

### Per Bid 1809

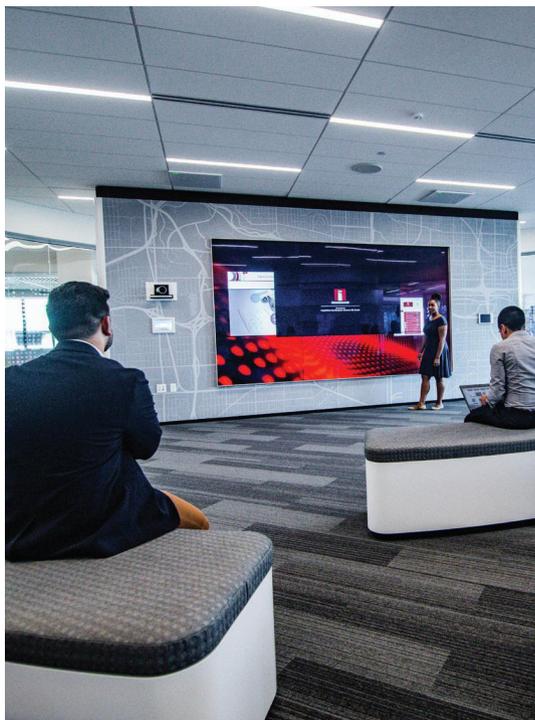
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# Integration Inclusions and Exclusions

## Inclusions

The following items are **included** in this proposal unless **specifically noted otherwise** within this proposal document or scope of work statement:

- All equipment, wire, and accessories required for a fully functional audio/visual system per the agreed upon scope of work.
- Non-union labor associated with audio/visual system engineering, installation, programming, and testing.
- Documentation package including complete as-built AV system diagrams, and manufacturer's operation manuals.
- Coordination and cooperation with the construction team in regard to installing the system.
- User demonstration of full AV system operation for final sign-off.



Any additional trips, labor, or materials due to failure of the other workforces to have the audiovisual system rough-in work completed as anticipated and previously confirmed, will be added to the project billing as required.

Unless otherwise agreed in writing by AVI-SPL, all work performed by AVI-SPL will take place between the hours of 8:00 a.m. and 6:00 p.m. local time, Monday through Friday, excluding public and bank holidays. If AVI-SPL is required to perform work outside of these hours, customer will be charged AVI-SPL's standard overtime rates. Any changes in the hours or days of performance must be agreed to in writing by AVI-SPL.

Where applicable, the owner's architect will provide AVI-SPL's engineering department with all required architectural floor, reflected ceiling, building elevation, and section plans in AutoCAD® format at no charge to AVI-SPL.

## Exclusions

The following items are **excluded** from this proposal **unless specifically identified otherwise** within this proposal document or scope of work statement.

- All conduits, high voltage wiring panels, breakers, relays, boxes, receptacles, etc. Any related electrical work including, but not limited to, 110VAC, conduit, core drilling, raceway, and boxes.
- Voice/data cabling, IE analogue phone lines, ISDN lines, network ports, etc.
- Network connectivity, routing, switching, and port configuration necessary to support audiovisual equipment.
- Concrete saw cutting and/or core drilling.
- Fire wall, ceiling, roof and floor penetration, patching, removal, or fire stopping.
- Necessary sheet rock replacement, ceiling tile, T-bar replacement, and/or wall/ceiling repair.
- Any and all millwork (moldings, trim, etc.). All millwork or modifications to project millwork/furniture to accommodate the AV equipment is to be provided by others.
- Painting, patching, or finishing, of architectural surfaces.
- Permits (unless specifically provided for elsewhere in this proposal document or scope of work statement).
- Engineered (P.E.) seals and/or stamped structural/system details.
- HVAC and plumbing relocation.
- Rough-in, bracing, framing. or finish trim carpentry for installation.
- Cutting, structural welding, or reinforcement of structural steel members required for support of assemblies, if required.
- Owner furnished equipment or equipment furnished by others that is integrated into the systems (as described above) is assumed to be current, industry acceptable, and in good working order. If it is determined that this equipment is faulty upon installation, additional project charges may be incurred.
- Additional or specific manufacturer’s “User Adoption” training.
- Additional costs for union labor.



## Addendum to General Terms and Conditions – Equipment Ordering

Due to global supply chain constraints, Seller is experiencing longer than normal lead times on equipment. As a result, Seller cannot guarantee lead times on equipment and will not be liable for any delays in equipment delivery to the extent caused by such constraints. However, as the supply chain continues to improve, we will not be ordering equipment for jobs that start more than 120 days from when the contracted site is ready unless lead times are greater than 90 days.

In order for Seller to appropriately plan and coordinate its resources, Buyer must commit to a **site readiness for installation date**, (subject to timely delivery of equipment) on or about \_\_\_\_\_, 20\_\_.

AVI-SPL LLC Initials

Should Buyer elect to purchase equipment immediately upon placement of order or greater than 120 days prior to the above readiness date, to mitigate delays, Buyer agrees to receive the equipment at their designated location and Seller will immediately bill Buyer upon placement of such order. Buyer shall pay for such equipment within the payment terms (e.g. net 30) specified herein, regardless of any other agreed upon billing terms or billing terms specified herein. Warranty on such equipment shall commence upon delivery of the equipment to Buyer’s designated location, notwithstanding any other agreed upon warranty terms or warranty terms specified herein.

By initialing next to this sentence, Buyer elects to purchase equipment immediately upon placement of order in accordance with the terms of this Addendum.

Buyer Initials

### Buyer Acceptance

\_\_\_\_\_  
Signed Name

\_\_\_\_\_  
Company Name

\_\_\_\_\_  
Printed Name, Title

\_\_\_\_\_  
Date

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MFG	MODEL	MANUFACTURE PART#	DESCRIPTION	LIST PRICE	DISCOUNT	UNIT PRICE
Apollo	AE5550	5550	ELITE 55" TV OUTDOOR ENCLOSURE	\$ 13.66	15%	\$ 11.61
AUDIO TECHNICA					20%	\$ -
AUDINATE	AUDADPDA0AU0X2	ADPD0AU0X2	ADAPTER, DANTE AVIO 0x2 ANALOG OUTPUT			\$ 168.24
AUDINATE	AUDADPDAIAU2X0	DADPDIAU2X0	ADAPTER, DANTE AVIO 2x0 ANALOG INPUT			\$ 211.25
AVER	AVEPATR3HWV2	PATR3HWV2	CAMERA, 12X HD PTZ LIVE STREAMING, TR311HWV2, TAA	\$ 1,899.00	10%	\$ 1,709.10
AVER	AVECOMS20PR2	COMS20PR2	CAMERA, PRO2 1080P, USB 3.1, 2MP	\$ 999.00	10%	\$ 899.10
AVER	AVEPATR333V2	PATR333V2	CAMERA, PRO2 1080P, USB 3.1, 2MP	\$ 3,199.00	10%	\$ 2,879.10
AVER	AVEPTLINKPRE	PTLINKPRE	AOFTWARE, PTZ LINK PREMIUM LICENSE	\$ 999.00	10%	\$ 899.10
AVTEQ	AVTRPS1000S	RPS1000S	ROLLABOUT STAND, SUPPORTS 50-82? PLASMA OR LCD	\$ 3,899.00	35%	\$ 2,534.35
AVTEQ	AVTHDC6P	HDC6P	CASTER, 6" SET OF (4) HEAVY DUTY PNEUMATIC, GRAY	\$ 199.00	35%	\$ 129.35
AVTEQ	AVTSBMOUNT	SBMOUNT	MOUNT, SOUND BAR MOUNT FOR AVTEQ CART	\$ 150.00	35%	\$ 97.50
AVI-SPL	SPL-CA-WQ564371	SPL-CA-WQ564371	Custom Input plate, 2 HDMI	\$ 17.18	15%	\$ 14.60
BIAMP	BIATESIRAFORTEAI	TESIRAFORTEAI	TESIRA FORTE DSP I/O FIXED SERVER, 12 IN/8 OUT, 8 CH USB	\$ 2,900.00	35%	\$ 1,885.00
BIAMP	BIATESIRAFORTEDANVT	TESIRAFORTEDANVT	TESIRA FORTE DSP FIXED I/O SERVER W/ 12 IN, 8 OUT, VOIP, DANTE	\$ 4,700.00	35%	\$ 3,055.00
BIAMP	BIATESIRAFORTEX800	TESIRAFORTEX800	MEETING ROOM DSP 4 POE+, AVB & DANTE, 2X2 ANALOG I/O, 8CH AEC	\$ 5,600.00	35%	\$ 3,640.00
BOSE	BOS8424151110	8424151110	VIDEOBAR, ALL IN ONCE USB CONFERENCEING DEVICE, VB1	\$ 1,399.00	25%	\$ 1,049.25
29	RPMA324	RPMA324	MOUNT, MODEL SPECIFIC "RPA" ELITE LOCKABLE CEILING	\$ 324.00	33%	\$ 217.08
CHIEF	CMA450	CMA450	24" X 24" SUSPENDED CEILING KIT	\$ 240.00	33%	\$ 160.80
CHIEF	MTM1U	MTM1U	MOUNT, FUSION MICRO-ADJ TILT WALL MOUNT, 26-47" DISPLAYS	\$ 245.00	33%	\$ 164.15
CHIEF	XTM1U	XTM1U	MOUNT, FUSION MICRO-ADJ TILT WALL MOUNT, EXTRA LARGE	\$ 455.00	33%	\$ 304.85
CHIEF	LSM1U	LSM1U	MOUNT, FUSION MICRO-ADJ FIXED WALL MOUNT, LARGE	\$ 271.00	33%	\$ 181.57
CHIEF	LTM1U	LTM1U	MOUNT, MICRO ADJUST TILT WALL MOUNT, LARGE	\$ 384.00	33%	\$ 257.28
CHIEF	CHITA200	TA200	SWING ARM ACC, VC CAMERA SHELF ASSEMBLY	\$ 113.00	33%	\$ 75.71
CHIEF	CHIFCAV1U	FCAV1U	ACCESSORY, FUSION PULL OUT	\$ 451.00	33%	\$ 302.17
CHIEF	CHIFCAV1U	FCAV1U	ACCESSORY, XL FUSION PULL OUT	\$ 689.00	33%	\$ 461.63
CHIEF	CHIFCA800	FCA800	FUSION 8" ABOVE/BELOW SHELF L DISPLAYS	\$ 134.00	33%	\$ 89.78
CHIEF	CHIFCA840	FCA840	FUSION CENTER CHANNEL SPEAKER ADAPT XL	\$ 202.00	33%	\$ 135.34
CHIEF	CHIFCA850	FCA850	SIDE FUSION CAMERA MOUNT	\$ 366.00	33%	\$ 245.22
CHIEF	CHIGSMP9X12	CSMP9X12	PROXMOUNT PLATE9X12	\$ 57.00	33%	\$ 38.19
CHIEF	TS525TU	TS525TU	MOUNT, ULTRA-LOW PROFILE SWING ARM UP TO 25" EXT 37" TO 58"	\$ 711.00	33%	\$ 476.37
CHIEF	CMS003W	CMS003W	FIXED EXTENSION COLUMN 3" - WHITE	\$ 24.00	33%	\$ 16.08
CHIEF	CMS0203W	CMS0203W	EXTENSION ADJUST COLUMN 24" - 36" - WHITE	\$ 182.00	33%	\$ 121.94
CHIEF	CMA110W	CMA110W	8" CEILING PLATE - WHITE	\$ 82.00	33%	\$ 54.94
CHIEF	CHIFHB5147	FHB5147	HARDWARE KIT	\$ 16.50	33%	\$ 11.06
CHIEF	CHIFPCUB	PCFCUB	UNIVERSAL FLAT PANEL MOBILE CART (30 - 55" DISPLAYS), BLACK	\$ 1,192.00	33%	\$ 798.64
ClearOne	930-3001-150	930-3001-150	COLLABORATE VERSA 150	\$ 1,749.00	18%	\$ 1,434.18
ClearOne	910156200	910156200	CHAT 150 USB	\$ 400.00	18%	\$ 328.00
COMPREHENSIVE	COMCAT614BLU	CAT614BLU	CABLE, 14 FT CAT-6 UTP 500 MHZ PATCH CABLE, BLUE	\$ 8.99	15%	\$ 7.64
COMPREHENSIVE	COMCAT625BLU	CAT625BLU	CABLE, 25 FT CAT-6 UTP 500 MHZ PATCH CABLE, BLUE	\$ 15.49	15%	\$ 13.17
COMPREHENSIVE	COMCAT6100BLU	CAT6100BLU	CABLE, 100' CAT6 500MHZ PATCH (BLUE)	\$ 49.99	15%	\$ 42.49
COMPREHENSIVE	COMMDPHD15ST	MDPHD15ST	CABLE, 15' MINI DISPLAYPORT MALE TO HDMI MALE	\$ 30.39	15%	\$ 25.83
COMPREHENSIVE	COMHDPJ6PROBLK	HDPJ6PROBLK	CABLE, 6' PRO AV/IT SERIES HIGH SPEED HDMI W/ETHERNET M-F	\$ 19.19	15%	\$ 16.31
COMPREHENSIVE	COMHDPJ10PROBLK	HDPJ10PROBLK	CABLE, 10' PRO AV/IT SERIES HIGH SPEED HDMI W/ETHERNET M-F	\$ 23.19	15%	\$ 19.71
COMPREHENSIVE	COMUSB2AB10ST	USB2AB10ST	CABLE, 12 FT VGA MICRO HR WITH AUDIO CABLE, MALE TO MALE	\$ 12.99	15%	\$ 11.04
COMPREHENSIVE	COMCAT67BLU	CAT67BLU	CAT6-7BLU, 7 FT CAT-6 UTP 500 MHZ RJ-45 PATCH CABLE, BLUE	\$ 6.48	15%	\$ 5.51
COMPREHENSIVE	COMMH18G3PROBLK	MHD18G3PROBLK	CABLE, 3' MICROFLEX PRO AV/IT CERTIFIED 4K60 18GB HIGH SPEED	\$ 21.59	15%	\$ 18.35
COMPREHENSIVE	COMMH18G6PROBLK	MHD18G6PROBLK	CABLE, 6' MICROFLEX PRO AV/IT CERTIFIED 4K60 18GB HIGH SPEED	\$ 30.39	15%	\$ 25.83
COMPREHENSIVE	COMMH18G9PROBLK	MHD18G9PROBLK	CABLE, 9' MICROFLEX PRO AV/IT CERTIFIED 4K60 18GB HIGH SPEED	\$ 38.39	15%	\$ 32.63
COMPREHENSIVE	COMMHDM12PRORED	MHDM12PRORED	CABLE, 10' MICROFLEX SERIES, HS HDMI W/ PROGRIP -DEEP RED	\$ 44.79	15%	\$ 38.07
COMPREHENSIVE	COMMHDM18G15PROREDA	MHD18G15PROREDA	CABLE, 18' MICROFLEX SERIES, AV/IT 4K60 18G HIGH (RED)	\$ 67.99	15%	\$ 57.79
CRESTRON	CREDMRMC4K2100C	DMRMC4K2100C	RECEIVER/ROOM CONTROLLER, DM 8G+ 4K60 4:4:4 HDR 100	\$ 1,090.00	45%	\$ 599.50
CRESTRON	CREDMTX4K2100C1GW	DM-TX-4K2-100C-1G-W-T	TRANSMITTER, 4K DigitalMedia 8G+ 4K60 HDR WALLPLATE (WHITE)	\$ 1,100.00	45%	\$ 605.00
CRESTRON	CREDMTX4K2202C	DMTX4K2202C	DISCONTINUED - TRANSMITTER, DIGITALMEDIA 8G+ 4K60 4:4:4 HDR, 20	N/A	45%	N/A
CRESTRON	CREDMTX201C	DMTX201C	TRANSMITTER, DIGITALMEDIA 8G+, 201 SERIES	\$ 1,430.00	45%	\$ 786.50
CRESTRON	CREHDEXT3CBSYSTEM	HDEXT3CBSYSTEM	EXTENDER, HDMI OVER HDBaseT W/IR & RS-232 (BLACK)	\$ 1,210.00	45%	\$ 665.50
CRESTRON	CREPW2407WU	PW2407WU	WALL MOUNT POWER PACK 24VDC 0.75A UNIVERSAL	\$ 78.00	45%	\$ 42.90
CRESTRON	CREDMPS34K350C	DMPS34K350C	PRESENTATION SYSTEM, 3-SERIES 4K DIGITAL MEDIA 350	\$ 12,100.00	45%	\$ 6,655.00
CRESTRON	CRERMCA4	RMCA4	CONTROL SYSTEM, 4-SERIES	\$ 1,100.00	45%	\$ 605.00
CRESTRON	CREHDDA44KZE	HDDA44KZE	DISTRIBUTION AMP, 1 TO 4 HDMI W/4K60 4:4:4 & HDR SUPPORT	\$ 696.00	45%	\$ 382.80
CRESTRON	CREDMDA44KC	DMDA44KC	SPLITTER, 1:4 4K HDMI TO DM 8G+ & HDBASET	\$ 2,970.00	45%	\$ 1,633.50
CRESTRON	CREVC4PC3	VC-4-PC-3	COMPUTER WITH CRESTRON VIRTUAL CONTROL SERVER SO	\$ 3,000.00	45%	\$ 1,650.00
CRESTRON	CREUSBOffline	USB-OFFLINE	LICENSE, OFFLINE USB DONGLE	\$ 150.00	45%	\$ 82.50
CRESTRON	CREHDMD4X14KE	HDM4X14KE	DISCONTINUED - SWITCHER, 4X1 4K HDMI	N/A	45%	N/A
CRESTRON	CREDMTX4K2302C	DM-TX-4K2-302-C	TRANSMITTER, 4K DIGITALMEDIA 8G+, 302 SERIES	\$ 2,420.00	45%	\$ 1,331.00
CRESTRON	CREPWE4803RU	PWE4803RU	PoE INJECTOR, UNIVERSAL 100-250 VOLTS AC	\$ 110.00	45%	\$ 60.50
CRESTRON	CREPW5430DUS	PW5430DUS	POWER PACK, HIGH-EFFICIENCY	\$ 330.00	45%	\$ 181.50
CRESTRON	CREAMPX300	AMPX300	AMPLIFIER, X SERIES	\$ 880.00	45%	\$ 484.00
CRESTRON	CRETS1070BS	TS-1070-B-S	TOUCH SCREEN, 10.1" TABLETOP, BLACK SMOOTH	\$ 3,630.00	45%	\$ 1,996.50
CRESTRON	CRETSW770BS	TSW-770B-S	TOUCH SCREEN, 7" WALL MOUNT, BLACK SMOOTH	\$ 2,278.00	45%	\$ 1,252.90
CRESTRON	CRETSW570770RMK1	TSW570770RMK1	MOUNT, RACK MOUNT KIT FOR TSW-570/TSW-770	\$ 220.00	45%	\$ 121.00
CRESTRON	CRECBL-HD-20	CBL-HD-20	Crestron Certified HDMI Interface cable, 20'	\$ 110.00	45%	\$ 60.50
CRESTRON	CREUCC160Z	UCC160Z	CONFERENCE SYSTEM, FLEX UC VIDEO INTEGRATOR KIT ZOOM	N/A	45%	N/A
CRESTRON	CREAROSIC6TWEACH	SAROS IC6T-W-T-EACH	SPEAKER, 6.5" SAROS 2-WAY IN-CEILING, WHT (ORDER IN PAIRS)	\$ 254.00	45%	\$ 139.70
CRESTRON	CREAROSSB200PB	SAROS SB-200-P-B	SPEAKER, SAROS SOUNDBAR 200, POWERED (BLACK)	\$ 632.00	45%	\$ 347.60
CRESTRON	CREDMCA4KZHD	DMC4KZHD	INPUT CARD, HDMI 4K60 4:4:4 HDR FOR DM SWITCHERS	\$ 880.00	45%	\$ 484.00
CRESTRON	CREAMPX300	AMP-X300	AMPLIFIER, X SERIES	\$ 880.00	45%	\$ 484.00
CRESTRON	CREUSBEXT3KIT	USB-EXT-3 KIT	USB 3.2 Extender over CAT 6a/7 Cable, Local and Remote	\$ 3,900.00	45%	\$ 2,145.00
CROWN	CRONXL20020US	XLS20020US	AMPLIFIER, 2 X 650W, XLS DRIVECORE 2	\$ 830.36	40%	\$ 498.22
CROWN	CRONCDI2X300UUS	CDI2X300UUS	AMPLIFIER, DRIVECORE 2X300W	\$ 1,468.28	40%	\$ 880.97
CROWN	CRONCDI1000VM	NCDI1000	AMPLIFIER, CDI 2 X 500W 70V/100V/140V	\$ 1,414.30	40%	\$ 848.58
DA-LITE	DAL79013L	79013L	SCREEN, 58"X 104" COSMOPOLITAN ELECTROL HDTV MW W/LVC	\$ 1,765.00	22%	\$ 1,376.70
DA-LITE	DAL94364	94364	SCREEN, 54"X 96" MODEL C HDTV MATTE WHITE	\$ 795.00	22%	\$ 620.10
DA-LITE	DAL93996	93996	SCREEN, 108"X 192" DA-SNAP HDTV DA-TEX (REAR)	\$ 3,441.00	22%	\$ 2,683.98
DA-LITE	DALFC11H65X104	FC11H65X104	SCREEN, FULLVISION 65" X 104" HD PROGRESSIVE 1.1	\$ 2,841.00	22%	\$ 2,215.98
DRAPER	DRA383498CD	383498CD	StageScreen, 220", HDTV, CineFlex White XT700V	\$ 10,490.00	35%	\$ 6,818.50
Denon	DN312X	DN312X	MIXER, 12 CHANNEL WALL PRIORITY	\$ 99.00	20%	\$ 79.20
ELITE SCREENS	ZVMAXLB6W	ZVMAXLB6W	BRACKET, 6" EXTENDED WALL/CEILING FOR ELECTRIC SCREEN	\$ 25.00	N/A	\$ 14.12
ERGOMART	ERGLS102100	SL102100	LIMBO DESKTOP STAND 100MM	\$ 115.00	24%	\$ 87.40
EXTRON	EXT60156502	60-1565-02	TOUCHPANEL, 10" TABLETOP TOUCHLINK PRO - BLACK	\$ 3,230.00	42%	\$ 1,873.40
EXTRON	EXT2653303	26-533-03	CABLE, 12 FT 15-PIN HD MALE TO 5-BNC MALE	\$ 74.00	42%	\$ 42.92
EXTRON	EXT2656602	26-566-02	CABLE, 6 FT VGA MICRO HR WITH AUDIO CABLE	\$ 64.00	42%	\$ 37.12
EXTRON	EXT2656603	26-566-03	CABLE, 12 FT VGA MICRO HR WITH AUDIO CABLE	\$ 78.00	42%	\$ 45.24
EXTRON	EXT2656604	26-566-04	CABLE, 25 FT VGA MICRO HR WITH AUDIO CABLE	\$ 118.00	42%	\$ 68.44
EXTRON	EXT2666303	26-663-03	CABLE, 3' 4K PREM HDMI ULTRA	\$ 60.00	42%	\$ 34.80
EXTRON	EXT2666306	26-663-06	CABLE, 6' ULTRA FLEXIBLE HIGH SPEED HDMI	\$ 86.00	42%	\$ 49.88
EXTRON	EXT2666312	26-663-12	CABLE, 12' ULTRA FLEXIBLE HIGH SPEED HDMI	\$ 108.00	42%	\$ 62.64
EXTRON	EXT26695100	26-695-100	CABLE, 100' XTP DTP 24 PLENUM	\$ 510.00	42%	\$ 295.80
EXTRON	EXT2669575	26-695-75	CABLE, 75' XTP DTP 24 PLENUM	\$ 390.00	42%	\$ 226.20

EXTRON	EXT2672850	26-728-50	CABLE, 50' USB-A 3.2 OPTICAL EXTENSION, PLENUM	\$ 700.00	42%	\$ 406.00
EXTRON	EXT60108101	60-1081-01	SWITCHER, HDCP-COMPLIANT SCALING PRESENTATION	\$ 2,840.00	42%	\$ 1,647.20
EXTRON	EXT60109001	60-1090-01	VOLUME CONTROL MODULE	\$ 380.00	42%	\$ 220.40
EXTRON	EXT60116103	60-1161-03	One US gang external wall box: white	\$ 82.00	42%	\$ 47.56
EXTRON	EXT60123881	60-1238-81	1N1608 xi IPCP Q SA	\$ 4,110.00	42%	\$ 2,383.80
EXTRON	EXT60123895	60-1238-95	SWITCHER, 8 IN HDCP-COMP SCALING, IPCP & AMPLIFIER	\$ 6,220.00	42%	\$ 3,607.60
EXTRON	EXT60130803	60-1308-03	SPEAKER, SURFACE 6.5" SPEEDMOUNT WHITE	\$ 490.00	42%	\$ 284.20
EXTRON	EXT60132401	60-1324-01	H.SMP 351 H.264 STREAMING MEDIA PROCESSOR, STANDA	\$ 5,540.00	42%	\$ 3,213.20
EXTRON	EXT60127112	60-1271-12	EXTENDER, HDMI TWISTED PAIR TRANSMITTER	\$ 570.00	42%	\$ 330.60
EXTRON	EXT60127113	60-1271-13	EXTENDER, HDMI TWISTED PAIR RECEIVER	\$ 570.00	42%	\$ 330.60
EXTRON	EXT60133112	60-1331-12	EXTENDER, DTP HDMI 4K 330 - TRANSMITTER	\$ 650.00	42%	\$ 377.00
EXTRON	EXT60133113	60-1331-13	EXTENDER, DTP HDMI 4K 330 - RECEIVER	\$ 650.00	42%	\$ 377.00
EXTRON	EXT60141701	60-1417-01	CONTROL PROCESSOR, IP LINK PRO	\$ 2,070.00	42%	\$ 1,200.60
EXTRON	EXT60143751	60-1437-51	LONG DISTANCE FOUR OUTPUT DTP DISTRIBUTION AMPLIFIER	\$ 3,770.00	42%	\$ 2,186.60
EXTRON	EXT60146803	60-1468-03	MEDIALINK PLUS CONTROLLER	\$ 1,150.00	42%	\$ 667.00
EXTRON	EXT60146903	60-1469-03	MEDIALINK PLUS CONTROLLER, MLC PLUS 100	\$ 1,380.00	42%	\$ 800.40
EXTRON	EXT60147002	60-1470-02	MEDIALINK PLUS CONTROLLER, MLC PLUS 200	\$ 1,690.00	42%	\$ 980.20
EXTRON	EXT60148001	60-1480-01	DISTRIBUTION AMPLIFIER, TWO OUTPUT 4K HDMI	\$ 820.00	42%	\$ 475.60
EXTRON	EXT60149152	60-1491-52	TRANSMITTER, LONG DISTANCE DTP FOR HDMI UP TO 330' W/INPUT L	\$ 1,050.00	42%	\$ 609.00
EXTRON	EXT60151593	60-1515-93	MAXTRIX SWITCHER, DTP CROSSPOINT 84 4K IPCP MA 70	\$ 13,220.00	42%	\$ 7,667.60
EXTRON	EXT60151593A	60-1515-93A	MAXTRIX SWITCHER, DTP CROSSPOINT 84 4K IPCP w/LL	\$ 14,590.00	42%	\$ 8,462.20
EXTRON	EXT60153112	60-1531-12	RECEIVER, LONG DISTANCE DTP FOR HDMI-DECORA WP, 230' (BLACK	\$ 820.00	42%	\$ 475.60
EXTRON	EXT60156202	60-1562-02	TOUCHPANEL, 7" TABLETOP TOUCHLINK PRO - BLACK	\$ 2,530.00	42%	\$ 1,467.40
EXTRON	EXT60168101	60-1681-01	DE-EMBEDDER, 4K/60 HDMI AUDIO	\$ 920.00	42%	\$ 533.60
EXTRON	EXT60176602	60-1766-02	AMPLIFIER, FOUR CHAN DANTE, 100W/70V	\$ 2,990.00	42%	\$ 1,734.20
EXTRON	EXT60195401	60-1954-01	POWER SUPPLY, 12 VDC, 60 W Rack Mountable Power Supply	\$ 690.00	42%	\$ 400.20
EXTRON	EXT60203301	60-2033-01	Cable Power Injector for Extron Active Cables	\$ 40.00	42%	\$ 23.20
EXTRON	EXT6019001	60-190-01	RACK SHELF KIT 1U 9.5" DEEP - UNIVERSAL	\$ 174.00	42%	\$ 100.92
EXTRON	EXT6030002	60-300-02	TWO-GANG AAP MOUNTING FRAME - BLACK	\$ 128.00	42%	\$ 74.24
EXTRON	EXT6030202	60-302-02	MOUNTING FRAME, HALF RACK WIDTH 1U AAP 201 (BLACK)	\$ 128.00	42%	\$ 74.24
EXTRON	EXT6060082	60-600-82	CONTROLLER, MLC 226 IP DV+ (BLACK & WHITE)	Retired	42%	Retired
EXTRON	EXT6084901	60-849-01	AMPLIFIER, 60W 2 CHANNEL HALF RACK	\$ 700.00	42%	\$ 406.00
EXTRON	EXT7009011	70-090-11	PLATE, ADAPTER BLANK SINGLE SPACE BLACK	\$ 28.00	42%	\$ 16.24
EXTRON	EXT7010173	70-101-73	PANEL, SILK SCREEN PANEL 15 PIN F-F	\$ 94.00	42%	\$ 54.52
EXTRON	EXT70109703	70-1097-03	BOX, SURFACE MOUNT 2GANG - BLACK	\$ 280.00	42%	\$ 162.40
EXTRON	EXT70109705	70-1097-05	BOX, SURFACE MOUNT 5 GANG - BLACK	\$ 320.00	42%	\$ 185.60
EXTRON	EXT7010973	70-109-73	PLATE, FEMALE RCA - FEMALE BNC	\$ 94.00	42%	\$ 54.52
EXTRON	EXT7026901	70-269-01	CABLE CUBBY, CABLE PASS THROUGH	\$ 58.00	42%	\$ 33.64
EXTRON	EXT70106655	70-1066-55	CABLE RETRACTOR, 4K USB-C TO USB-C; 5 feet	\$ 800.00	42%	\$ 464.00
EXTRON	EXT7027001	70-270-01	PASS-THROUGH, CABLE CUBBY PASS THROUGH	\$ 58.00	42%	\$ 33.64
EXTRON	EXT7028301	70-283-01	IR EMITTER AND SHIELD KIT	\$ 52.00	42%	\$ 30.16
EXTRON	EXT7040211	70-402-11	ADAPTER^, (1) RJ-45 FEMALE TO FEMALE BARREL DATA BLACK	\$ 48.00	42%	\$ 27.84
EXTRON	EXT7061602	70-616-02	PLATE, HDMI BARREL PASS THROUGH	\$ 94.00	42%	\$ 54.52
FURMAN					40%	\$ -
HECKLER	HECH601BG	HECH601BG	CONSOLE, ZOOM ROOMS CONSOLE FOR IPAD 10.2" BLACK	\$ 199.00	20%	\$ 159.20
INOGENI	INOHD2USB3	INOHD2USB3	CAPTURE CARD, HDMI TO USB 3.0, UPGRADABLE TO 4K	\$ 465.00	15%	\$ 395.25
ICRON	ICR3104PRONA	3104 PRO NA	USB EXTENDER, USB 3-2-1 4-PORT USB 3.2 OVER CAT6A/7	\$ 1,165.00	15%	\$ 990.25
ICRON	ICR2311NA	3104 PRO NA	USB EXTENDER, USB 2.0 1-PORT FLEX, 100-240V NA	\$ 365.00	15%	\$ 310.25
ICRON	ICR2301NA	2301NA	EXTENDER, USB 2.0 RANGER 2301 LAN 1-PORT USB 2.0 GIGABIT	\$ 370.00	15%	\$ 314.50
ICRON	ICR2301GELAN	2301GE-LAN	EXTENDER, USB 2.0 RANGER 2301 GE LAN 1-PORT USB 2.0 GIGABIT	\$ 412.00	15%	\$ 350.20
JBL	JBLCONTROL251LWH	CONTROL251LWH	5.25" TWO-WAY VENTED SPEAKER, BOHM, WHITE	\$ 210.00	36%	\$ 134.40
JBL	JBLC29AV1	C29AV1	SPEAKER, HIGH OUTPUT INDOOR/OUTDOOR MONITOR, BLACK	\$ 590.00	36%	\$ 377.60
JBL	JBLCONTROL30WH	CONTROL30WH	SPEAKER, HIGH OUTPUT INDOOR/OUTDOOR MONITOR, WHITE	\$ 990.00	36%	\$ 633.60
JBL	JBLEON618S	EON618S	SUBWOOFER, 18" POWERED, 1000W	\$ 1,048.00	36%	\$ 670.72
JBL	JBLCONTROL26CT	CONTROL26CT	SPEAKER, 6.5" 2-WAY VENTED CEILING W/TRANSFMR ORDER IN PAIRS	\$ 235.53	36%	\$ 150.74
JBL	JBLCONTROL25AVVWH	CONTROL25AVVWH	5.25" TWO-WAY VENTED SPEAKER WITH PP, WHITE (MUST ORD QTY 2)	\$ 270.81	36%	\$ 173.32
JBL	JBLCONTROL281	CONTROL281	8" 2-WAY SURFACE-MT SPKR, BLK	\$ 377.87	36%	\$ 241.84
JBL	JBLCONTROL14CT	CONTROL14CT	SPEAKER, 4" IN-CEILING, WHITE	\$ 142.00	36%	\$ 90.88
Liberty	LIBEUCMHDM15F	EUCMHDM15F	CABLE, 15' USB C MALE TO HDMI A MALE	\$ 70.00	30%	\$ 49.00
Liberty	LIBDLAR6928	DLAR6928	ADAPTER RING, DIGITALINX HDMI	\$ 124.06	30%	\$ 86.84
Liberty	LIBDLAR6842	DLAR6842	ADAPTER RING, DIGITALINX HDMI	\$ 124.06	30%	\$ 86.84
Liberty	LIBDLARDA	DLARDA	ADAPTER RING, DIGITALINX HDMI - APPLE CERTIFIED ADAPTERS	\$ 408.14	30%	\$ 285.70
LISTEN TECH	LISLS30072	LS-30-072	RF SYSTEM, IDSP ESSENTIALS STARTER STATIONARY (72 MHZ)	\$ 1,158.00	24%	\$ 880.08
LISTEN TECH	LISLR4200072	LR-4200-072	RECEIVER, INTELLIGENT DSP RF (72 MHZ) FOR THE "LISTENERS"	\$ 220.00	24%	\$ 167.20
LISTEN TECH	LISLR4200072P1	LR-4200-072-P1	RECEIVER, INTELLIGENT DSP RF PACKAGE 1(72 MHZ)	\$ 317.00	24%	\$ 240.92
LISTEN TECH	LISLS42301	LS-42-301	4 PORT USB CHARGER	RETIRED	24%	RETIRED
LISTEN TECH	LISLA404	LA-404	UNIVERSAL SINGLE EAR BUD	\$ 15.00	24%	\$ 11.40
LISTEN TECH	LISLA422	LA-422	CABLE, USB TO MICRO USB	\$ 7.00	24%	\$ 5.32
LISTEN TECH	LISLA123	LA-123	ANTENNA, 90 DEGREE HELICAL (72MHZ)	\$ 36.00	24%	\$ 27.36
LISTEN TECH	LISLT80007201	LT-800-072-01	STATIONARY FM TRANSMITTER 72MHZ/NORTH AMERICA (NO ANTENNA)	\$ 951.00	24%	\$ 722.76
LISTEN TECH	LISLA166	LA-166	NECKLOOP	RETIRED	24%	RETIRED
LISTEN TECH	LISLA326	LA-326	RACKMOUNT KIT	\$ 86.00	24%	\$ 65.36
LISTEN TECH	LISLA161	LA-161	EARBUD, SINGLE	\$ 14.00	24%	\$ 10.64
LISTEN TECH	LISLCS12201	LCS-122-01	ADVANCED SYSTEM, WI-FI/R	\$ 2,547.00	24%	\$ 1,935.72
LISTEN TECH	LISLCS12201d	LCS-122-01d	ADVANCED SYSTEM, WI-FI/R, DANTE	\$ 3,037.00	24%	\$ 2,308.12
LISTEN TECH	LISLA466	LA-466	XLR ADAPTER, DANTE 2 CHANNEL OUTOUT	\$ 423.00	24%	\$ 321.48
Logitech	LOG939001802	939-001802	Strong USB Cable 25m/82ft	\$ 599.99	10%	\$ 539.99
Logitech	LOG939001799	939-001799	Strong USB Cable 10m/32ft	\$ 249.99	10%	\$ 224.99
Logitech	LOG939001805	939-001805	Strong USB Cable 45m/147ft	\$ 999.00	10%	\$ 899.10
Logitech	LOG960001075	960-001075	WEBCAM, USB 2.0, 1920 X 1080 C925E	\$ 99.00	10%	\$ 89.10
Logitech	LOG960-000971	960-000971	WEBCAM C930-e	\$ 129.00	10%	\$ 116.10
Logitech	LOGTAPZOMBASELVN2	TAPZOMBASELVN2	VIDEO CONFERENCING BASE ROOM BUNDLE, W/LENOVO FOR ZOOM F	\$ 2,792.40	10%	\$ 2,513.16
MAGWELL	MAG32090	MAG32090	DNGL, USB CAPTURE HDMI 4K PLUS	\$ 499.00	15%	\$ 424.15
MIDDLE ATLANTIC	MIDU1V	U1V	RACKSHELF, 1 SPACE (1 3/4")	\$ 75.50	47%	\$ 40.02
MIDDLE ATLANTIC	MIDU1V4	U1V4	RACKSHELF, 1 SPACE (1 3/4"), 4 PACK	\$ 283.00	47%	\$ 149.99
MIDDLE ATLANTIC	MIDUD2	UD2	DRAWER, RACK - 2 SPACE	\$ 225.00	47%	\$ 119.25
MIDDLE ATLANTIC	MIDTD2	TD2	DRAWER, RACK - 2 SPACE	\$ 270.00	47%	\$ 143.10
MIDDLE ATLANTIC	MID EVT1	EVT1	1 SPACE (1 3/4") SLOTTED ECONO VENT, BLACK FINISH	\$ 20.00	47%	\$ 10.60
MIDDLE ATLANTIC	MPD815SCNSID	PD-815SC-NS	POWER STRIP, 8 OUTLET	\$ 170.00	47%	\$ 90.10
MIDDLE ATLANTIC	MIDPD915R	PD915R	SURGE/SPIKE PROTECTED RACKMOUNT POWER DIST W/SWITCH	\$ 220.00	47%	\$ 116.60
MIDDLE ATLANTIC	MIDPD915RPL	PD915RPL	SURGE/SPIKE PROTECTED RACKMOUNT POWER DIST (OFE)	\$ 240.00	47%	\$ 127.20
MIDDLE ATLANTIC	MIDCFR1218	CFR1218	RACK, 12 SPACE (17-1/2") CABINET FRAME 18 DEEP	\$ 541.00	47%	\$ 286.73
MIDDLE ATLANTIC	MIDCFR1418	CFR1418	RACK, 12 SPACE (17-1/2") CABINET FRAME 18 DEEP	\$ 541.00	47%	\$ 286.73
MIDDLE ATLANTIC	MIDRC2	RC2	2 SPACE (3 1/2") CLAMPING RACKSHELF	\$ 120.00	47%	\$ 63.60
MIDDLE ATLANTIC	MIDRLNK215	RLNK215	POWER MODULE, 15A, 2 OUT, IP CTRL POWER	\$ 350.00	47%	\$ 185.50
MIDDLE ATLANTIC	MIDTRK718	DTRK718	RACK, 7 SPACE, 18D DESKTOP W/OUT DOORS (BLACK)	\$ 435.00	47%	\$ 230.55
MIDDLE ATLANTIC	MIDVT1	VT1	1 SPACE (1 3/4") VENT PANEL, 64% OPEN AREA	\$ 27.00	47%	\$ 14.31
MIDDLE ATLANTIC	MIDVT3	VT3	3 SPACE (6 1/4") VENT PANEL, 64% OPEN AREA	\$ 39.50	47%	\$ 20.94
MIDDLE ATLANTIC	MIDVT4	VT4	4 SPACE (7") VENT PANEL, 64% OPEN AREA	\$ 43.50	47%	\$ 23.06
MIDDLE ATLANTIC	MIDPTRK14MDK	PTRK14MDK	RACK, PORTABLE 14 SPACE W/PLEXI FRONT DOOR/MARBL	\$ 2,018.00	47%	\$ 1,069.54
MIDDLE ATLANTIC	MIDHPS	HPS	SCREW, 25PC BLACK 10/32 PHILLIPS W/WASHERS	\$ 11.50	47%	\$ 6.10

MISCELLANEOUS VENDOR	IHOHD2USB3	HD2USB3	CAMERA CAPTURE CARD, HDMI TO USB 3.0, UPGRADABLE TO 4K INPUT			\$ 291.11
Monoprice	MON9470	9470	CABLE, 15' USB 3.0 A MALE TO A FEMALE ACTIVE EXTENSION	\$ 38.00	42%	\$ 22.04
NETGEAR	NETGSM4230PX100NAS	GSM4230PX-100NAS	SWITCH, M4250 26G4XF POE PLUS MNGD SW	\$ 2,714.27	17%	\$ 2,252.84
NETGEAR	NETGS305EP100NAS	GS305EP-100NAS	SWITCH, M4250 26G4XF POE PLUS MNGD SW	\$ 124.78	17%	\$ 103.57
NETGEAR	NETGSM4212PX100NAS	GSM4212PX-100NAS	SWITCH, M4250 10G2XF POE+	\$ 1,528.72	17%	\$ 1,268.84
NETGEAR	NETGS418TPP100NAS	GS418TPP-100NAS	SWITCH, 16-PORT PROSAFE EASY-MOUNT POE+ GIGABIT SMART MANA	\$ 649.00	17%	\$ 536.67
NETGEAR	NETGS108LP100NAS	GS108LP-100NAS	ETHERNET SWITCH, 8-PORT GIG POE+ UNMANAGED	\$ 171.58	17%	\$ 142.41
NETGEAR	NETGS724TPP100NAS	GS724TPP-100NAS	SWITCH, 24-PORT GIGABIT ETHERNET HIGH POWER	\$ 863.62	17%	\$ 716.80
NUREVA	NURHDL300B	HDL300B	SOUNDBAR/MICROPHONE W/SOUND MASKING & ECHO CANCELLATIO	\$ 3,599.00	8%	\$ 3,311.08
PANASONIC	PTFRZ570WU	RZ570WU	PROJECTOR, WUXGA 5000L 37LB DLP LASER 20000:1 CONTRAST WHIT	\$ 5,999.00	25%	\$ 2,745.41
PANASONIC BROADCAST	PANAWHE40SWPJ9	AWHE40SWPJ9	CAMERA, 1080P PAN/TILT HD-SDI OUT (WHITE)	\$ 4,150.00	15%	\$ 3,527.50
PANASONIC BROADCAST	PANAWHE40HWPJ9	AHWE40HWPJ9	CAMERA, 30X PTZ HDMI OUT, WHITE	\$ 3,150.00	15%	\$ 2,677.50
PANASONIC BROADCAST	PANPTFRZ50WU7	PTFRZ50WU7	PROJECTOR, WUXGA 5200 LUMEN 36 LBS DLP 20000:1 CONTRAST	\$ 6,249.00	15%	\$ 3,773.25
PANASONIC BROADCAST	PANAWUE4WG	AWUE4WG	CAMERA, 4K/UHD PTZ, HDMI/USB/POE (WHITE)	\$ 1,200.00	15%	\$ 1,020.00
PANASONIC COMMERCIAL	PANTH65CQE1W	TH65CQE1W	65"	\$ 1,229.00	16%	\$ 1,032.36
PANASONIC COMMERCIAL	PANTH65EQ1U	TH65EQ1U	65"	\$ 2,199.00	16%	\$ 1,847.16
PANASONIC COMMERCIAL	PANTH75CQE1W	TH75CQE1W	75"	\$ 2,589.00	16%	\$ 2,174.76
PANASONIC COMMERCIAL	PANTH75EQ1W	TH75EQ1W	75"	\$ 4,019.00	16%	\$ 3,375.96
PANASONIC COMMERCIAL	PANTH75EQ1W	TH75EQ1W	75"	\$ 4,019.00	16%	\$ 3,375.96
QSC	QSCCORE8FLEX	CORE8FLEX	SYSTEM, UNIFIED CORE W/8 LOCAL AUDIO I/O CHANNELS	\$ 3,280.00	30%	\$ 2,296.00
QSC	QSCSLDN16P	SLDN16P	SOFTWARE LICENSE, Q-SYS DANTE 16x16 CHANNEL, PERPETUAL	\$ 620.00	30%	\$ 434.00
QSC	QSCCORE110FV2	CORE110FV2	SYSTEM, UNIFIED SERIES CORE W/24 LOCAL I/O CHANNELS, 1RU	\$ 4,700.00	30%	\$ 3,290.00
QSC	QSCPTZ12X72	PTZ12X72	CAMERA, PTZ 12X OPTICAL ZOOM 72 DEGREE HORIZONTAL, 12V, GY	\$ 5,100.00	30%	\$ 3,570.00
QSC	QSCADS10TWH	ADS10TWH	SPEAKER, 2-WAY 10" SURFACE MOUNT, WEATHER RESISTANT, WHITE	\$ 920.00	30%	\$ 644.00
QSC	QSCADYMS10WH	ADYMS10WH	MOUNT, YOKE FOR AD-S10T MODELS, WHITE (ORDER IN PAIRS)	\$ 205.00	30%	\$ 143.50
Safcord	SF4-12-GRAY	SF4-12-GRAY	Safcord Carpet Cord Cover	\$ 93.00	47%	\$ 49.29
Samsung	SAMBE75TH	BE75TH	LCD, 65" 4K/UHD 250NIT 56LB 6000:1 CONT - (NON-TAA)	\$ 1,529.00	19%	\$ 1,238.49
Samsung	SAMQB65B	QB65B	LCD, 65" 4K/UHD 350NIT 56LB 6000:1 CONT - (NON-TAA)	\$ 1,671.00	19%	\$ 1,353.51
Samsung	SAMQB65BN	QB65B-N	LCD, 65" 4K/UHD 350NIT 56LB 6000:1 CONT - (NON-TAA)	\$ 2,519.00	19%	\$ 2,040.39
Samsung	SAMQM43N	QM43N	LCD, 43" 4K/UHD 500NIT 58LB 4000:1 CONTRAST LED	\$ 1,154.00	19%	\$ 934.74
Samsung	SAMQM55R	QM55R	LCD, 55" 4K/UHD 500NIT 38LB 4000:1 CONTRAST QLED	\$ 2,385.00	19%	\$ 1,931.85
Samsung	SAMQM65R	QM65R	65" 4K/UHD 500NIT 51LB 4000:1 CONTRAST 2 10W SPKR 24/7	\$ 2,616.00	19%	\$ 2,118.96
Samsung	SAMQB75R	QB75R	LCD, 75" 4K/UHD 350NIT 94LB 4000:1 CONT	\$ 3,299.00	19%	\$ 2,672.19
Samsung	SAMQM75N	QM75N	SAMQM75F	\$ 5,538.00	19%	\$ 4,485.78
Samsung	SAMQB75B	QB75B	LCD, 75" 4K/UHD 500NIT 85LB 4000:1 CONTRAST 24/7	\$ 3,080.00	19%	\$ 2,777.31
Samsung	SAMQB75BN	QB75BN	SAMSUNG 75" COMMERCIAL	\$ 4,585.00	19%	\$ 3,713.85
Samsung	SAMQB85RB	QB85RB	LCD, 85" 4K/UHD 350NIT 108LB 4000:1 CONT 16/7 (2) 10W SPKR	\$ 4,949.00	19%	\$ 4,008.69
Samsung	SAMQM85RB	QM85RB	LCD, 85" 4K/UHD 500NIT 107LB LED 4K:1 W/MAGIC INFO S6 24/7	\$ 7,849.00	19%	\$ 6,357.69
Samsung	SAMQM98TB	QM98TB	LCD, 98" 4K/UHD 500NIT 183LB 1200:1 CONTRAST, SPKRS, 24/7	\$ 15,385.00	42%	\$ 8,875.00
Samsung	SAMS24E650DW	S24E650DW	LCD, 24" 1080P 250NIT LED 1000:1 CONTRAST	\$ 374.00	19%	\$ 302.94
SHURE	SHUMXA920WUS	MXA920W-S	MICROPHONE, CEILING W/ INTELLIMIX FOR 24" GRID, WHITE	\$ 4,732.00	25%	\$ 3,549.00
SHURE	SHUMXA710W4FT	MXA710W-4FT	MICROPHONE, 4' LINEAR ARRAY, WHITE	\$ 4,312.00	25%	\$ 3,234.00
SHURE	SHUMXA710W2FT	MXA710W-2FT	MICROPHONE, 2' LINEAR ARRAY, WHITE	\$ 3,402.00	25%	\$ 2,551.50
SHURE	SHUP300IMX	P300-IMX	AUDIO CONFERENCEING PROCESSOR	\$ 2,590.00	25%	\$ 1,942.50
SHURE	SHUQLXD12485G50	QLXD124/85-G50	BODYPACK AND VOVAL COMBO SYSTEM W/ WL 185 AND SM58	\$ 1,897.00	25%	\$ 1,422.75
SHURE	SHUQLXD1G50	QLXD1=G50	WIRELESS BODYPACK TRANSMITTER	\$ 448.00	25%	\$ 333.00
SHURE	SHUQLXD2SM58G50	QLXD2/SM58=G50	WIRELESS HANDHELD TRANSMITTER W/SM58 MICROPHONE	\$ 489.00	25%	\$ 363.75
SHURE	SHUQLXD4G50	QLXD4=G50	WIRELESS HALF RACK SINGLE CHANNEL RECEIVER	\$ 836.00	25%	\$ 624.00
SHURE	SHUWL185	WL185	MICROFLEX CARDIOID Lavalier MICROPHONE	\$ 136.00	25%	\$ 102.00
SHURE	SHUQLXD1485G50	QLXD14/85-G50	SYSTEM, WL185 Lavalier WIRELESS MICROPHONE	\$ 136.00	25%	\$ 102.00
SHURE	SHUPGA31TQG	PGA31-TQG	MICROPHONE HEADSET, CARDIOID CONDENSER W/WINDSCREEN	\$ 69.00	25%	\$ 51.75
SHURE	SHUWCM16	WCM16	MICROPHONE, HEADWORN CONDENSER	\$ 285.00	25%	\$ 213.75
SHURE	SHUSBC850	SBC850	8-UP NETWORKED DOCK FOR BN & GN, NO PS	\$ 1,484.00	25%	\$ 1,113.00
SHURE	SHUPS60US	PS60US	POWER SUPPLY, ENERTY EFF SWITCHING	\$ 77.00	25%	\$ 57.75
SHURE	SHUA910HCM	A910-HCM	HARD CEILING MOUNT ACCESSORY FOR MXA910	\$ 366.00	25%	\$ 274.50
SHURE	SHUSB900B	SB900B	BATTERY, RECHARGABLE	\$ 126.00	25%	\$ 94.50
SONY	SONBDPS1700	SONBDPS1700	BLU-RAY DISC PLAYER, 1080p FULL HD	\$ 104.95	20%	\$ 83.96
SOUND CONTROL	SOURCMJSM	RCMJSM	RCM™ On Wall Mount - Universal Square Camera Base	\$ 179.00	20%	\$ 143.20
SOUND CONTROL	SOURCU2SB10	RCU2SB10	USB TX/RX System for Multiple Manufacturers	\$ 1,700.00	20%	\$ 1,360.00
SOUND CONTROL	SOURC4-P40-KS	RC4-P40-KS	RemoteCam5™ Project Pack >> Extension Kit + RC-RK2 Rack Shel	\$ 2,099.00	20%	\$ 1,679.20
SPECTRUM	SPE55418FMFMS1100000	55418FMFMS1100000R3C	LECTERN, CUSTOM XRS ELITE LECTURN	\$ 12,838.00	43%	\$ 7,317.66
SUNBRIGHT	SUNSBV754KHDRBL	SBV754KHDRBL	LCD, 75" 4K/UHD 96LB LED 4000:1 CONT - FULL SHADE	\$ 5,168.95	10%	\$ 4,652.06
SUNBRIGHT	SUNSB2754KBL	SBS2754KBL	75" Signature 2 Series 4K Ultra HDR Partial Sun Outdoor TV-Black	\$ 10,348.95	10%	\$ 9,314.06
Tascam	CD200BT	00BT	CD PLAYER, W/ BLUETOOTH & MULTI PAIRING, MP3 & WAV PLAYBACK	\$ 192.00	24%	\$ 145.92
TRIPPLITE	TRITLPE68	TLP68	SURGE PROTECTOR STRIP, 120V, 8'CORD 6 OUTLET 990 JOULES FL PL	\$ 28.44	25%	\$ 21.33
TRIPPLITE	TRIDMCS60105XXDD	DMCS60105XXDD	Heavy-Duty Rolling TV Cart for 60" to 105" Flat-Screen	\$ 1,248.00	25%	\$ 936.00
VADDIO INC	VAD5352000231	535-2000-231	WALL MOUNT BRACKET, Z330	\$ 343.00	27%	\$ 250.39
VADDIO INC	VAD9999968200	999-9968-200	CAMERA, DOCCAM20 ONELINK HDBT SYSTEM	\$ 6,217.00	27%	\$ 4,538.41
VADDIO INC	VAD5352000292	535-2000-292	MOUNT, DROP DOWN CEILING FOR LARGE PTZ CAMERA-SHORT	\$ 404.00	27%	\$ 294.92
VADDIO INC	VAD5352000044	535-2000-044	MOUNT, ROBOTRAK DOUBLE DECKER, WALL	\$ 256.00	27%	\$ 186.88
WINDY CITY WIRE	WIN1802SPBLK	1802SPBLK	CABLE, 18-02 SHIELDED PLENUM, BLACK JACKET	\$ 0.40	24%	\$ 0.30
WINDY CITY WIRE	WINCAT6ASBLK	CAT6ASBLK	CABLE, 23-4P OAS SOL PVC C6A BLK JKT	\$ 1.00	24%	\$ 0.76
WINDY CITY WIRE	WINPTM106207C	PTM106207C	CONNECTOR, RJ45 8P8C CAT6/5 SHIELDED (50PK)	\$ 111.00	24%	\$ 84.36
WINDY CITY WIRE	WIN1602PBLK250	1602PBLK250	CABLE, 16-2 UNSHIELDED PLENUM (BLACK)	\$ 12.00	24%	\$ 9.12
WINDY CITY WIRE	WIN221PREZPBLK	221PREZPBLK	CABLE, 22-1P OAS STR CMP TC BLACK JACKET	\$ 0.40	24%	\$ 0.30
WOLFVISION	WOLVZ-3neo.UHD	VZ-3neo.UHD	WOLFVISION Visualizer VZ-3neo.UHD - Version A (with base plate)	\$ 3,080.00	10%	\$ 2,772.00
WOLFVISION	WOLVZ8NEO	VZ8NEO	WOLFVISION VZ-8NEO DESKTOP VISUALIZER	\$ 4,100.00	10%	\$ 3,690.00
WOLFVISION	WOLVZ8LIGHT4	VZ8LIGHT4	WOLFVISION VZ-8LIGHT4 DESKTOP VISUALIZER	\$ 3,790.00	10%	\$ 3,411.00
WORKSAFE TECHNOLOGIES	WORVCABLEKIT1F	AVCABLEKIT1F	AV-CABLEKIT#1-F, (1) FAST XKLU SCISSOR CLIP, (1) SD-20 LARGE	\$ 79.00	25%	\$ 59.25