



Quality Learning and Superior Performance for All

PURCHASING DEPARTMENT

2150 Keith Bridge Road Cumming, GA 30040
Phone: 770-781-6603 Fax: 770-888-0222

March 10, 2025

1 Accord Technologies
130c Scott Rd
Eatonton, GA 31024
Attn: Daniel Miller

Dear Mr. Miller:

This is to advise you that your company has been awarded a contract from our recent **RFP # P25-04, AV Related Equipment Supplies & Services.**

This award is in accordance with the terms and conditions of the contract and with your discount remaining firm from **March 10, 2025** through **March 9, 2026**. This contract allows for renewals if agreeable to both parties. This award letter is not an official order.

Your company is one of several that FCS may use under this contract for the purchase of as needed AV related equipment supplies and services during the contract year.

If you have any questions about this award, please contact Trey Tryan at 770-781-6603 or ttryan@forsyth.k12.ga.us. We appreciate your interest in the Forsyth County School System and your participation in our bidding process.

Sincerely,

Brad Richardson
Director of Procurement Services

1 Accord Technologies

Michael Edwards

770-656-6323

Michale.edwards@1accord.com

www.1accord.com

AV Services (Optional)

| Labor Rates: | Normal Time | Overtime |
|--------------------------------|---------------------------------|-----------------------|
| AV Tech | \$ <u>187.50 / hr</u> | \$ <u>281.25 / hr</u> |
| AV Tech Helper | \$ <u>150.00 / hr</u> | \$ <u>225.00 / hr</u> |
| Other: <u>2 man Cable Crew</u> | \$ <u>175.00 / hr min 8 hrs</u> | \$ <u>262.50 / hr</u> |
| Other: _____ | \$ _____ | \$ _____ |

Parts and Rental Equipment

Miscellaneous Parts- % Mark-up for Misc. Parts for Service Work NA %

Rental Equipment- % Mark-up for Rental Equipment NA %

Other (List Below if other costs exists)

22 ft. Lift Rental - \$550.00 per day (weekly costs may be reduced)

Below is a list of manufacturing partners where we can promise a minimum percent discount off of list price. Depending on the scale of a project we will try to increase savings where applicable but will never charge more than what is listed below.

Q-SYS – 15% off list

Cloud manageable audio, video and control platform

Boxlight – 35% off list

K12 solutions from displays to classroom audio and intercom

Viewsonic –

ViewBoard 40%

Commercial Display 35%

ePosters 35%

Projectors 35%

Monitors 25%

LED Displays 12%

Accessories 15%

Shure – 5% off

Entire catalogue of Shure audio hardware and software

Valcom – 5% off

Analog and IP based intercom solutions

Cisco Network & AV

Equipment/Hardware Discount - **35%**

Hardware Maintenance and Support Discount - **10%**

Training/Educational Services Discount - **10%**



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March 10, 2025

Adorama Inc.
42 West 18th St
New York, NY 10011
Attn: Caroline Egan

Dear Ms. Egan:

This is to advise you that your company has been awarded a contract from our recent **RFP # P25-04, AV Related Equipment Supplies & Services.**

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Sincerely,

Brad Richardson
Director of Procurement Services

Adorama Inc.

Jesse Velazquez

919-823-6096

jessev@adorama.com

adorama.com/education

Entire web catalog is 5% off for AV supplies, etc. except for the following:

Deviations

-5% discount excludes MAP or UPP items (manufacturer's items that cannot be discounted).

-Special rebates or limited promotions where no further discount is allowed.

-Unforeseen vendor or MFR-imposed restrictions or policy-changes.

-Educational institutions must go direct to APPLE for discounts on their products.

No install/labor is being bid.

Dedicated Account Manager will also provide any additional discounts available based on qty, manufacturer discounts, etc.

Free standard ground shipping. Should the items need to be expedited or shipped via freight due to size or weight, there are generally additional costs associated with that.



PURCHASING DEPARTMENT

2150 Keith Bridge Road Cumming, GA 30040
Phone: 770-781-6603 Fax: 770-888-0222

March 10, 2025

Amitrace Computer Solutions
8000 Miller Court E
Norcross, GA 30071
Attn: Faraz Ahmed

Dear Mr. Ahmed:

This is to advise you that your company has been awarded a contract from our recent **RFP # P25-04, AV Related Equipment Supplies & Services.**

This award is in accordance with the terms and conditions of the contract and with your discount remaining firm from **March 10, 2025** through **March 9, 2026**. This contract allows for renewals if agreeable to both parties. This award letter is not an official order.

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Sincerely,

Brad Richardson
Director of Procurement Services

Amitrace

Faraz Ahmed

770-263-0255

faraz@amitrace.com

www.amitrace.com

| Service Name | Service Description | UNIT | Unit Pricing Not-to-Exceed | Discount % | Forsyth County Price |
|---------------|---|-------------|----------------------------|------------|----------------------|
| Installation | Tech Level 1 Installation | Hourly/Tech | \$125.00 | 15% | \$106.25 |
| Installation | Tech Level 2 Installation | Hourly/Tech | \$185.00 | 15% | \$157.25 |
| Installation | Tech Level 3 Installation | Hourly/Tech | \$225.00 | 15% | \$191.25 |
| Commissioning | Commissioning Tech, Certified A/V Professional | Hourly/Tech | \$180.00 | 15% | \$153.00 |
| Engineering | Engineer with CTS Certification | Hourly/Tech | \$250.00 | 15% | \$212.50 |
| Programming | Programmer | Hourly/Tech | \$275.00 | 15% | \$233.75 |



| | |
|--------------------------|-----|
| Sennheiser | 3% |
| Sescom | 3% |
| SHARP | 5% |
| SHURE | 6% |
| Skaarhoj | 3% |
| SONY ELECTRONICS, INC. | 4% |
| STARTECH | 6% |
| Studio Network Solutions | 4% |
| STUDIO TECH | 4% |
| Studio Technologies | 3% |
| SURGEX | 9% |
| Tascam | 3% |
| Teradek | 4% |
| TRIPP LITE | 4% |
| VADDIO | 12% |
| VIEWSONIC | 5% |
| VizRT | 3% |
| Watson Unlimited | 5% |
| Wheatstone | 3% |
| WideOrbit | 3% |
| WOLFVISION | 5% |



| | |
|-------------------------|-----|
| Kiloview | 4% |
| Lacie | 3% |
| LG ELECTRONICS | 5% |
| LIBERTY AV | 3% |
| LiveU | 3% |
| LOGITECH | 11% |
| LYNX TECHNIK | 4% |
| Mackie | 3% |
| Magewell | 3% |
| Matthews | 3% |
| Metasetz | 4% |
| MIDDLE ATLANTIC | 10% |
| NEC | 10% |
| NETGEAR | 6% |
| NewBlue FX | 9% |
| NEWTEK | 4% |
| PANASONIC | 5% |
| PhenyxPro | 3% |
| PLANTRONICS | 4% |
| QSC | 3% |
| Radio Design Labs (RDL) | 3% |
| Renewed Vision | 4% |
| Samson | 3% |
| SAMSUNG | 6% |



| | |
|--------------------|-----|
| Chauvet | 3% |
| CHIEF | 15% |
| CHRISTIE | 12% |
| CISCO | 15% |
| Clear-Com | 6% |
| CLEARONE | 3% |
| Comrex | 3% |
| Datavideo | 4% |
| Decimator | 3% |
| ELMO MANUFACTURING | 11% |
| EPSON | 12% |
| ERGOTRON | 10% |
| Fujinon | 3% |
| FUJITSU | 3% |
| Furman | 4% |
| Gabor | 3% |
| Gator | 4% |
| GRASS VALLEY | 9% |
| Henry Engineering | 3% |
| Hosa | 3% |
| iKan | 4% |
| Impact | 3% |
| JBL | 8% |
| JVC | 4% |



Amitrace Line Card Discounts:

| Manufacturer Name | Minimum Educational Discount % off MSRP |
|---------------------------|--|
| AC Infinity | 3% |
| Allen & Heath | 3% |
| AMERICAN POWER CONVERSION | 12% |
| Amitrace | 8% |
| AMX | 11% |
| Angelbird | 4% |
| Atlona | 4% |
| Audinate | 3% |
| Audio-Technica | 3% |
| Auralex | 3% |
| BELDEN | 11% |
| BELKIN | 12% |
| BIAMP | 17% |
| BirdDog | 4% |
| Blackmagic | 4% |
| Brainstorm | 4% |
| CABLES TO GO | 12% |
| Camplex | 3% |
| Canare | 3% |
| CANON | 5% |
| Castus | 3% |



PURCHASING DEPARTMENT

2150 Keith Bridge Road Cumming, GA 30040
Phone: 770-781-6603 Fax: 770-888-0222

March 10, 2025

Audio Enhancement Inc.
9858 S Audio Dr
West Jordan, UT 84081
Attn: Jennifer Crum

Dear Ms. Crum:

This is to advise you that your company has been awarded a contract from our recent **RFP # P25-04, AV Related Equipment Supplies & Services.**

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Sincerely,

Brad Richardson
Director of Procurement Services

Audio Enhancement

Austin Anderson

800-383-9362

austin.anderson@audioenhancement.com

www.audioenhancement.com

See Attached Pages For Discount Information

| | | | | |
|------------|---|----------|----------|----------------------------|
| | | | | |
| | Audio Enhancement, Inc. | | | Catalog Discount Price |
| Product ID | Customer Material Description | Base UoM | MSRP | Education (contract price) |
| AC-0002 | 75' Speaker Wire Plenum Rated, White | Each | \$51.46 | \$33.45 |
| AC-0003 | 50' Speaker Wire Plenum Rated, White | Each | \$40.81 | \$26.53 |
| AC-0004 | 18/2 Spooled Speaker Wire Plenum Rated Per Foot, White | Foot | \$1.12 | \$0.73 |
| AC-0009 | 18/2 Stranded bare copper conductors, unshielded speaker wire for | Foot | \$1.12 | \$0.73 |
| AC-0014 | 22/2 Plenum Shielded Stranded Cable | Foot | \$1.12 | \$0.73 |
| AC-0018 | 18/2 Plnm Shielded bare copper conductor | Foot | \$1.12 | \$0.73 |
| AC-0022 | 22/2 Non-Plenum Shielded Stranded Cable | Foot | \$0.44 | \$0.29 |
| AC-0026 | 18/2 Spooled Speaker Wire Plenum Rated by the Foot, Black | Foot | \$1.12 | \$0.73 |
| AC-0028 | Cat6 Spooled Network Cable Plenum Rated by the Foot, Blue | Foot | \$1.07 | \$0.70 |
| AC-0032 | Cat6 Spooled Network Cable Plenum Rated by the Foot, Yellow | Foot | \$0.82 | \$0.53 |
| AC-0102 | 3' Cat6, Plenum Rated, Black | Each | \$15.97 | \$10.38 |
| AC-0103 | 7' Cat6, Plenum Rated, Black | Each | \$25.60 | \$16.64 |
| AC-0104 | 10' Cat6, Plenum Rated - Black | Each | \$28.39 | \$18.45 |
| AC-0105 | 20' Cat6, Plenum Rated - Black | Each | \$44.37 | \$28.84 |
| AC-0106 | 50' Cat6, Plenum Rated, Black | Each | \$79.85 | \$51.90 |
| AC-0107 | 75' Cat6, Plenum Rated - Black | Each | \$140.19 | \$91.12 |
| AC-0108 | 50' Cat6 Shielded Plenum Rated | Each | \$172.54 | \$112.15 |
| AC-0109 | 3' Cat6, Non-Plenum, Black | Each | \$14.20 | \$9.23 |
| AC-0112 | 5' Cat6, Non-Plenum - Blue | Each | \$12.42 | \$8.07 |
| AC-0114 | 1' Cat6, Non-Plenum, Black | Each | \$10.65 | \$6.92 |
| AC-0115 | 50' Cat6, Plenum Rated, Purple | Each | \$58.57 | \$38.07 |
| AC-0116 | 35' Cat6, Plenum Rated, Purple | Each | \$44.37 | \$28.84 |
| AC-0117 | 15' Cat6, Plenum Rated, Purple | Each | \$26.62 | \$17.30 |
| AC-0118 | 1.5' Cat6, Plenum Rated, Purple | Each | \$14.20 | \$9.23 |
| AC-0119 | 100' Cat6, Plenum Rated - Purple | Each | \$104.71 | \$68.06 |
| AC-0120 | 1000' Spool Cat6, Plenum Rated - Purple | Each | \$759.55 | \$493.71 |
| AC-0121 | 50' Cat6, Plenum Rated - Yellow | Each | \$62.11 | \$40.37 |
| AC-0122 | 50' Cat6, Plenum Rated - Green | Each | \$62.11 | \$40.37 |
| AC-0123 | 50' Cat6, Plenum Rated - Orange | Each | \$62.11 | \$40.37 |
| AC-0124 | 50' Cat6, Plenum Rated - White | Each | \$62.11 | \$40.37 |
| AC-0125 | 3' Cat6, Plenum Rated, Grey | Each | \$14.20 | \$9.23 |
| AC-0126 | 75' Cat6, Plenum Rated - Purple | Each | \$94.06 | \$61.14 |
| AC-0129 | 1' Cat6 Non-Plenum - Yellow | Each | \$5.09 | \$3.31 |
| AC-0200 | 50' 3.5 Male to 3.5 Male Plenum Rated - Shielded | Each | \$72.77 | \$47.30 |
| AC-0201 | 3' 3.5 Male to 3.5 Male - Shielded | Each | \$10.65 | \$6.92 |
| AC-0202 | 35' 3.5 Male to 3.5 Male Plenum Rated - Shielded | Each | \$46.14 | \$29.99 |
| AC-0204 | 75' 3.5 Male to 3.5 Male Plenum Rated - Shielded | Each | \$156.10 | \$101.47 |
| AC-0206 | 15' 3.5 Male to 3.5 Male Plenum Rated - Shielded | Each | \$49.69 | \$32.30 |
| AC-0207 | 6' 3.5 Male to 3.5 Male Right Angle Connectors - Shielded | Each | \$58.46 | \$38.00 |
| AC-0210 | 100' 3.5 Male to 3.5 Male Plenum Rated - Shielded | Each | \$192.25 | \$124.96 |
| AC-0215 | 36 Inch RS-232 Cable for Ceiling box | Each | \$14.79 | \$9.61 |
| AC-1001 | Power Supply, 24V, 2.5A with Barrel Connector | Each | \$133.10 | \$86.52 |
| AC-1002 | Power Supply, Wall Mount 24VDC 2A (Requires AC-1003) | Each | \$140.19 | \$91.12 |
| AC-1003 | 15', Plenum Power Cable (Requires AC-1002) | Each | \$24.84 | \$16.15 |
| AC-1004 | Power Supply 24V, 2.5A with Phoenix Connector | Each | \$133.10 | \$86.52 |

| | | | | |
|-----------|--|------|------------|------------|
| AC-1007 | XD Solo Power Supply | Each | \$94.06 | \$61.14 |
| AC-1011 | 2-Pin Screw Terminal Power Connector | Each | \$7.73 | \$5.02 |
| AC-1012 | 3-Pin Screw Terminal Phoenix Connector | Each | \$6.00 | \$3.90 |
| AC-1013 | 6-Pin Screw Terminal Power Connector used in the new MS-600 wall | Each | \$6.72 | \$4.37 |
| AC-1032 | Right Angle 3.5mm Stereo Male to 3.5mm Stereo Female - 6 IN | Each | \$42.66 | \$27.73 |
| AC-1033 | Universal Power Cord 6 Foot | Each | \$15.80 | \$10.27 |
| AC-2005 | Wall Mount for XD Solo, Set of 2, Black | Each | \$241.55 | \$157.01 |
| AC-2018 | Female DB9 to Terminal Block Connector | Each | \$40.81 | \$26.53 |
| AC-2023 | 1x2 Plenum Rated Ceiling Storage Box | Each | \$800.00 | \$520.00 |
| AC-2028 | Uni-Directional Headset Microphone | Each | \$195.21 | \$126.89 |
| AC-2029 | Lanyard for MTD-09 and STD-14 Mics | Each | \$17.74 | \$11.53 |
| AC-2032 | Mic Holder for XD Student Handheld Microphone | Each | \$70.99 | \$46.14 |
| AC-2041 | Male Dual RCA to Female 3.5mm/Stereo Y-Adapter | Each | \$12.42 | \$8.07 |
| AC-2049 | Ground Loop Isolator- 3.5MM Stereo | Each | \$37.27 | \$24.23 |
| AC-2058 | 6' 3.5 Male to 2 RCA Male Y Adapter | Each | \$10.65 | \$6.92 |
| AC-2059 | 1' RJ45 to 3.5MM M/M Cable, (Requires AC-2067) | Each | \$18.96 | \$12.32 |
| AC-2061 | 50' 3.5M/3.5M Right Angle Shielded | Each | \$70.99 | \$46.14 |
| AC-2067 | Hydra II Adapter (Requires AC-2059 and AC-1001) | Each | \$371.30 | \$241.35 |
| AC-2068 | Switch Button with Surface box for SAFE | Each | \$94.80 | \$61.62 |
| AC-2080 | 1x2 Plenum Rated Ceiling Storage Box with Punched Lid for Receiver | Each | \$943.78 | \$613.46 |
| AC-2083 | Indoor Flush Mount Strobe, 2-Gang Wall Plate Style, Green | Each | \$585.42 | \$380.52 |
| AC-2092 | Programming Adapter for Interactive Touch Controller | Each | \$185.90 | \$120.84 |
| AC-2101 | MS-500/300 Multi Ambient Microphone Adapter | Each | \$346.05 | \$224.93 |
| AC-2102 | Indoor/Outdoor Multi-Color Strobe (Requires PoE) | Each | \$1,401.98 | \$911.29 |
| AC-2113 | Indoor Flush Mount Strobe, 2-Gang Wall Plate Style, Blue | Each | \$585.42 | \$380.52 |
| AC-2118 | Two-Screw Terminal Block for Cutover | Each | \$12.64 | \$8.22 |
| AC-2123 | 2x2 Plenum Rated False Ceiling Equipment Storage Box | Each | \$1,389.33 | \$903.06 |
| AC-2133 | Indoor Flush Mount Strobe, 2-Gang Wall Plate Style, Amber | Each | \$585.42 | \$380.52 |
| AC-2152 | EPIC Door Sensor Bundle for 1 Door | Each | \$221.47 | \$143.96 |
| AC-2160 | Signaling Circuit Modular Surge Protector | Each | \$218.04 | \$141.73 |
| AC-2161 | Power Over Ethernet Surge Protector | Each | \$160.77 | \$104.50 |
| AC-2178 | Enclosed Protective Cover for Wall Plate | Each | \$137.86 | \$89.61 |
| AC-2179 | ITC-2 to MS-600/500/CZA1300 Crossover Adapter Cable | Each | \$40.69 | \$26.45 |
| AC-3072 | BEAM Wall Mount Bracket - VESA Standard Mount (100mm & 75mm) | Each | \$44.37 | \$28.84 |
| AC-3076 | Cart Mount with Power Supply for BEAM | Each | \$555.28 | \$360.93 |
| AC-3089 | KEYSTONE Blank Module in White | Each | \$1.39 | \$0.90 |
| AC-3209 | RJ45 Female To Screw Terminal Block Adapter | Each | \$8.14 | \$5.29 |
| AM-0102 | CA-60A Classroom Amplifier | Each | \$337.19 | \$219.17 |
| AM-0500 | MS-500 Optimum Amplifier (Requires PoE+) | Each | \$2,148.09 | \$1,396.26 |
| AM-0500.P | MS-500 Optimum Amplifier with Programming (Requires PoE+) | Each | \$2,207.09 | \$1,434.61 |
| AM-1001 | EPIC Common Zone Amplifier 2 X 80W 70V, 1U HALF-RACK | Each | \$1,064.79 | \$692.11 |
| AM-1002 | EPIC Common Zone Amplifier 1 X 40W 70V, 1U HALF-RACK | Each | \$534.17 | \$347.21 |
| AM-1003 | EPIC Common Zone Amplifier 1 X 80W 70V, 1U HALF-RACK | Each | \$890.88 | \$579.07 |
| AM-1004 | EPIC Common Zone Mixer/Amplifier 2 X 80W 70V, 1U HALF-RACK | Each | \$1,614.93 | \$1,049.70 |
| AM-1005 | EPIC Common Zone Mixer/Amplifier 2 X 120W 70V, 1U HALF-RACK | Each | \$1,756.91 | \$1,141.99 |
| AM-1008 | EPIC Common Zone Mixer/Amplifier 1 x 120W 70V, 1U HALF-RACK | Each | \$1,561.70 | \$1,015.11 |
| AM-1010 | EPIC Common Zone Amplifier 1 X 120W 70V, 1U HALF-RACK | Each | \$1,135.78 | \$738.26 |
| AM-1011 | EPIC Common Zone Amplifier 2 X 120W 70V, 1U HALF-RACK | Each | \$1,603.87 | \$1,042.52 |
| AM-1012 | EPIC Common Zone Amplifier 1 X 300W 70V, 2U | Each | \$1,659.00 | \$1,078.35 |

| | | | | |
|------------|---|------|------------|-------------|
| AM-1013 | EPIC Common Zone Amplifier 2 X 300W 70V, 2U | Each | \$2,054.00 | \$1,335.10 |
| AM-3229 | CA-70 Sentinel Amplifier with Integrated XD Receiver with Power Sup | Each | \$1,235.67 | \$803.19 |
| AM-3230 | MS-600 Optimum Amplifier with Integrated XD Receiver (Requires Po | Each | \$3,270.99 | \$2,126.14 |
| AM-3230.P | MS-600 Optimum Amplifier with Integrated XD Receiver with Program | Each | \$3,329.99 | \$2,164.49 |
| AM-3230. | MS-600 Optimum Amplifier with Integrated XD Receiver (Requires Po | Each | \$3,259.19 | \$2,118.47 |
| AM-3230.P. | MS-600 Optimum Amplifier with Integrated XD Receiver with Program | Each | \$3,318.19 | \$2,156.82 |
| AM-3244 | MS-320 Network Interface for 2-Way Intercom (Requires PoE+) | Each | \$1,151.12 | \$748.23 |
| AM-3244.P | MS-320 Network Interface for 2-Way Intercom with Programming (Re | Each | \$1,210.12 | \$786.58 |
| AM-3245 | MS-375 Network Interface for SAFE Alert Extender (Requires PoE+) | Each | \$1,771.40 | \$1,151.41 |
| AM-3245.P | MS-375 Network Interface for SAFE Alert Extender with Programming | Each | \$1,830.40 | \$1,189.76 |
| AM-3250 | MS-700 Optimum Amplifier with Integrated XD Receiver (Requires Po | Each | \$3,257.37 | \$2,117.29 |
| AM-3250.P | MS-700 Optimum Amplifier with Integrated XD Receiver with Program | Each | \$3,316.37 | \$2,155.64 |
| BX-0050 | Teacher Box for XD Microphones | Each | \$21.33 | \$13.86 |
| CK-4009 | Wiring Bundle for MS-500 Optimum Amplifier | Each | \$236.53 | \$153.74 |
| CK-4010 | Wiring Bundle for Sentinel Amplifiers | Each | \$165.54 | \$107.60 |
| CK-4011 | Wiring Bundle for Optimum Amplifier | Each | \$224.11 | \$145.67 |
| CK-4012 | Projector Control for MS-500/600 | Each | \$90.00 | \$58.50 |
| EP-0009 | EPIC System Platform License | Each | \$7,985.95 | \$5,190.87 |
| EP-0010 | SAFE System License | Each | \$6,310.68 | \$4,101.94 |
| EP-0020 | EPIC Kiosk | Each | \$2,718.45 | \$1,766.99 |
| EP-0020.P | EPIC Kiosk with Programming | Each | \$2,777.45 | \$1,805.34 |
| EP-0022 | EPIC System Intercom Paging & Bells License (Requires EP-0009) | Each | \$2,307.05 | \$1,499.58 |
| EP-0023 | EPIC District View Platform License | Each | ##### | \$17,042.89 |
| EP-0027 | Wall Bracket for EPIC Kiosk | Each | \$62.11 | \$40.37 |
| EP-0030 | EPIC Gooseneck Microphone | Each | \$156.10 | \$101.47 |
| EP-0031 | EPIC Microphone Windscreen | Each | \$7.82 | \$5.08 |
| EP-0032 | InfoView Visual Messaging and Clock License (Requries EP-0009) | Each | \$4,921.38 | \$3,198.90 |
| EP-0033 | InfoView Digital Signage Yearly Campus Subscription (Requires EP-0 | Each | \$813.38 | \$528.70 |
| EP-0034 | EPIC Phone Integration License | Each | \$1,707.42 | \$1,109.82 |
| EP-0036 | InfoView Display Interface Adapter (Requires POE) | Each | \$484.74 | \$315.08 |
| EP-0037 | InfoView Digital Signage 5 Year Campus Subscription (Requires EP-00 | Each | \$4,066.92 | \$2,643.50 |
| EP-0038 | Promotional - EPIC District View Platform License | Each | \$7,189.00 | \$4,672.85 |
| EP-0040 | Outdoor Enclosure for Infoview Display | Each | \$3,261.12 | \$2,119.73 |
| EP-0041 | Replacement Hard Drive for EPIC Server | Each | \$292.30 | \$190.00 |
| EP-0043 | 3' Extension Pole for Display (Black) | Each | \$125.22 | \$81.39 |
| EP-0044 | Extension Column Connector for Display (Black) | Each | \$145.33 | \$94.46 |
| EP-0045 | InfoView Desktop Announcer License (Requires EP-0032) | Each | \$1,580.00 | \$1,027.00 |
| EP-0100 | EPIC Visual Messaging & IP Clock w/Flashers, Small, 18" long, PoE & | Each | \$1,975.00 | \$1,283.75 |
| EP-0105 | CLAUDIA, EPIC Front Office Media Player (Requires AC Power) | Each | \$1,142.02 | \$742.31 |
| EP-0105.P | CLAUDIA, EPIC Front Office Media Player with Programming (Require | Each | \$1,201.02 | \$780.66 |
| EP-2010 | EPIC Lockdown Button | Each | \$244.90 | \$159.19 |
| EP-2011 | EPIC Lockdown Button Bundle | Each | \$314.01 | \$204.11 |
| IN-0004 | Stainless Steel Single Gang Wallplate-Blank | Each | \$5.32 | \$3.46 |
| IN-0005 | Single Gang 1 Keystone Wallplate - White | Each | \$8.88 | \$5.77 |
| IN-0006 | Decora Double Gang Wall Plate-White | Each | \$10.65 | \$6.92 |
| IN-0009 | Single Gang 2 Keystone - White | Each | \$8.88 | \$5.77 |
| IN-0010 | Wiremold Metal Raceway | Foot | \$10.19 | \$6.62 |
| IN-0012 | Single Gang Stainless Split plate | Each | \$22.18 | \$14.42 |
| IN-0014 | Low Voltage Mounting Bracket/ Single gang cut in box | Each | \$5.32 | \$3.46 |

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|---------|--|------|----------|----------|
| IN-0021 | Extra Deep Box double gang 2 3/4" | Each | \$62.11 | \$40.37 |
| IN-0026 | Single gang shallow switch & recepticle box for 500 & 700 series race | Each | \$16.43 | \$10.68 |
| IN-0035 | Beam Clamp - Flat | Each | \$4.11 | \$2.67 |
| IN-0036 | Bridal Ring | Each | \$7.82 | \$5.08 |
| IN-0039 | Screw-On J-Hook | Each | \$11.69 | \$7.60 |
| IN-0040 | Clip on J-Hook | Each | \$8.88 | \$5.77 |
| IN-0059 | Wiremold - V500 Metallic Raceway- 5' Per Stick - Sold By the Ft. | Foot | \$3.56 | \$2.31 |
| IN-0062 | 1" Raceway Panduit, Non Metallic, White | Foot | \$7.58 | \$4.93 |
| IN-0064 | Elbow Raceway Inside Corner 1" | Each | \$8.06 | \$5.24 |
| IN-0065 | Surface Raceway, Power Rated Outside Corner, White | Each | \$12.99 | \$8.44 |
| IN-0066 | Inside elbow raceway corner 1" | Each | \$5.93 | \$3.85 |
| IN-0067 | Inside Raceway "T" | Each | \$8.22 | \$5.34 |
| IN-0068 | Raceway Splice Cover | Each | \$5.53 | \$3.59 |
| IN-0078 | Metal Raceway Elbow Ivory | Each | \$8.30 | \$5.40 |
| IN-0079 | Wall Plate Single Gang Steel, non-magnetic | Each | \$9.76 | \$6.34 |
| IN-0091 | Panduit Non Metallic 1-Gang Box | Each | \$23.07 | \$15.00 |
| IN-0092 | Wiremold End Fitting | Each | \$16.15 | \$10.50 |
| IN-0097 | Ceiling Grid Suspension System Cross Tee, 1-3/8" x 15/16" x 24", T-B | Each | \$13.56 | \$8.81 |
| IN-0102 | Surface Mount Device Box for Wall Plates, single gang, 4-3/4 L x 3 W x | Each | \$18.96 | \$12.32 |
| IN-0106 | 500 Bushing Fitting | Each | \$1.42 | \$0.92 |
| IN-0108 | Wiremold 500/700 Series Combination Connector Fitting, Ivory | Each | \$15.64 | \$10.17 |
| IN-0109 | Device Decora Wallplate, Single Gang Stainless Steel | Each | \$4.58 | \$2.98 |
| IN-0110 | Wall Plate Single Gang Stainless Steel Split Plate with 1" Rubber Gro | Each | \$33.18 | \$21.57 |
| IN-0111 | Wall Plate Double Gang Stainless Steel Split Plate with 1" Rubber Gro | Each | \$48.98 | \$31.84 |
| IN-0112 | Wiremold Mounting Strap, Ivory, 1/2 in. | Each | \$1.39 | \$0.90 |
| IN-0113 | 7/8" x 0.125 Pin with Pre-Mounted 120 Degree Clip | Each | \$1.39 | \$0.90 |
| IN-0114 | Raceway Switch and Receptacle Box, Single Gang Wall Plate Style, Iv | Each | \$31.60 | \$20.54 |
| IN-0115 | Raceway Switch and Receptacle Box, Double Gang Wall Plate Style, I | Each | \$52.14 | \$33.89 |
| IN-0116 | 11" Ring for Ceiling Speaker Upgrade, White | Each | \$30.02 | \$19.51 |
| IN-0118 | F-P Flush Adapter Plate for VTF Series Speakers | Each | \$37.92 | \$24.65 |
| IN-0119 | 1-Port Keystone Jack Surface Mount Box | Each | \$4.19 | \$2.72 |
| IN-0120 | Steel Hurricane Clip/Troffer Fastener | Each | \$2.84 | \$1.85 |
| IN-0121 | Outside Raceway Corner 1.25" | Each | \$7.39 | \$4.80 |
| IN-0122 | Surface Mount Box - double gang 2 3/4" | Each | \$71.67 | \$46.59 |
| IN-0123 | Steel Raceway Connection Cover for V500 Raceway - Ivory | Each | \$2.13 | \$1.38 |
| IN-0124 | Wall Enclosure Electrical Box Adapter | Each | \$18.64 | \$12.12 |
| IR-5001 | NiMH, Rechargeable AA Battery | Each | \$12.64 | \$8.22 |
| NE-0015 | WBA-601 Ambient Mic with Access Panel | Each | \$174.75 | \$113.59 |
| NE-0016 | WBA-602 Call Button, Emergency Button, Ambient Mic with Access P | Each | \$174.75 | \$113.59 |
| NE-0017 | WBA-604 Call Button, Ambient Mic with Access Panel | Each | \$174.75 | \$113.59 |
| NE-0018 | WBA-605 Emergency Button, Ambient Mic with Access Panel | Each | \$174.75 | \$113.59 |
| NE-1002 | Tile Bridge, EduCam360 | Each | \$38.46 | \$25.00 |
| NE-1003 | MicroSD Card for EduCam360-B | Each | \$143.80 | \$93.47 |
| NE-1040 | Tile Bridge for Amplifiers with Integrated XD Receiver | Each | \$36.15 | \$23.50 |
| NE-1052 | Tile Bridge for EduCam PTZ-C/EduCam360-C | Each | \$39.04 | \$25.38 |
| NE-1053 | Wall Mount for EduCamPTZ-C | Each | \$195.21 | \$126.89 |
| NE-1056 | SD Card for EduCam PTZ-B/EduCam360-C | Each | \$42.72 | \$27.77 |
| NE-1061 | Wall Mount Bracket for EDUCAM360-C in White | Each | \$239.91 | \$155.94 |
| NE-2020 | 24-Port Keystone Patch Panel, Includes Keystones | Each | \$188.24 | \$122.36 |

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|-----------|--|------|------------|------------|
| NE-2026 | Fiber Multi-Mode SFP | Each | \$62.11 | \$40.37 |
| NE-2028 | Twinax Cable 3' | Each | \$70.99 | \$46.14 |
| NE-2035 | PoE Injector (Requires PoE Amplifier or Network Interface) | Each | \$126.31 | \$82.10 |
| NE-2038 | Keystone Jack terminations | Each | \$4.42 | \$2.87 |
| NE-2047 | 12 V PoE Power Supply POE21-120 21W For Infoview Display | Each | \$86.90 | \$56.49 |
| NE-3000 | VIEWpath System License | Each | \$6,312.10 | \$4,102.87 |
| NE-3001 | VIEWpath E3 Subscription - 1 Year Subscription - 1 Per User Required | Each | \$328.31 | \$213.40 |
| NE-3002 | VIEWpath E3 User Subscription - Expires June 30th | Each | \$134.30 | \$87.30 |
| PA-0011 | 2U Vented Utility Shelf for EPIC Appliance | Each | \$133.10 | \$86.52 |
| PA-0016 | Portable Mount for XD Solo | Each | \$239.91 | \$155.94 |
| PA-0024 | Smart-UPS 1000VA LCD 2U 120V Battery Backup For EPIC Appliance | Each | \$1,505.00 | \$978.25 |
| PA-0032 | Atlas Sound Surface Mounted Exterior Backbox | Each | \$95.83 | \$62.29 |
| PA-0045 | UPS 425VA 6-Outlet 120V for EPIC Kiosk | Each | \$175.70 | \$114.21 |
| PA-0051 | XD Solo Speaker Stand Bag Tote | Each | \$65.73 | \$42.72 |
| PA-0055 | Line-Level Audio Controlled Relay | Each | \$461.41 | \$299.92 |
| PA-0078 | 3.5mm Passthrough Keystone Adapter for Wallplate | Each | \$63.29 | \$41.14 |
| PA-0086 | Outdoor Enclosure for MS Devices | Each | \$393.09 | \$255.51 |
| PA-0095 | Enterprise Phone with 2.8-Inch Color Display | Each | \$223.44 | \$145.24 |
| PA-0095.P | EPIC Grandstream Enterprise Phone with Programming | Each | \$282.44 | \$183.59 |
| PA-0096 | Handytone Telephone Adapter | Each | \$179.24 | \$116.51 |
| PA-0130 | Adapter Ring | Each | \$156.10 | \$101.47 |
| PA-0131 | Speaker Volume Controller for Admin Monitor Speaker | Each | \$55.30 | \$35.95 |
| PA-0164 | Black Surface Mount Box | Each | \$257.32 | \$167.26 |
| PA-0187 | XD Solo Replacement Battery | Each | \$72.81 | \$47.33 |
| PA-0191 | Volume Control 25/70V | Each | \$49.69 | \$32.30 |
| PA-0230 | AVConnect Transmitter, HDBaseT over Cat6 | Each | \$851.84 | \$553.70 |
| PA-0231 | AVConnect Receiver, HDBaseT over Cat6 | Each | \$834.08 | \$542.15 |
| PA-0233 | Clock Guard Dynamic Displays for InfoView Clocks | Each | \$492.96 | \$320.42 |
| PA-0235 | Wire Guard Cage for WS-09 Wall Speaker, 12"x12"x12", White | Each | \$205.40 | \$133.51 |
| PA-0243 | 1U Vented Rack Shelf for EPIC Appliance | Each | \$107.44 | \$69.84 |
| PA-1061 | Viking E-30-IP VoIP Entry Phone | Each | \$1,144.33 | \$743.81 |
| PA-1061.P | Viking E-30-IP VoIP Entry Phone with Programming | Each | \$1,203.33 | \$782.16 |
| PA-1068 | Tilt-out Rack 2U Surface-mount | Each | \$1,799.30 | \$1,169.55 |
| PA-1070 | Viking E-1600-40-IPEWP Red VoIP Entry Phone | Each | \$1,437.80 | \$934.57 |
| PA-3007 | Basic Distribution Headend System | Each | \$5,683.56 | \$3,694.31 |
| PA-4007 | Basic Distribution Headend System Accessories Bundle | Each | ##### | \$6,796.61 |
| SP-0001 | CS-12 Ceiling Speaker, Circle Cut In, Plenum Rated | Each | \$150.84 | \$98.05 |
| SP-0100 | WS-09 Wall Speaker | Each | \$150.84 | \$98.05 |
| SP-0200 | Integrated Flat Panel spkr, Plenum Rated Back Can | Each | \$136.39 | \$88.65 |
| SP-0210 | FS-21 Ceiling Speaker, 2x2 Tile Replacement, Plenum Rated | Each | \$168.59 | \$109.58 |
| SP-0211 | FS-22 Ceiling Speaker, 1x2 Tile Replacement, Plenum Rated | Each | \$150.84 | \$98.05 |
| SP-0300 | 70V Ceiling Speaker, Circle Cut In | Each | \$197.18 | \$128.17 |
| SP-0302 | EPIC 30 Watt Paging Horn Loudspeaker | Each | \$354.93 | \$230.70 |
| SP-0306 | Sheetrock Trim Ring for SP-0300 AE 70 volt Ceiling Speaker | Each | \$46.01 | \$29.91 |
| SP-0307 | Pendant Shroud for use with SP-0300 70V Ceiling Speaker | Each | \$159.72 | \$103.82 |
| SP-1001 | 8" Speaker Grille, JG8X | Each | \$172.54 | \$112.15 |
| SP-1005 | In/outdoor loudspeakers White | Each | \$553.00 | \$359.45 |
| SP-1007 | 100W 70/100V, 2-Way 5", In/outdoor loudspeakers Black | Each | \$553.00 | \$359.45 |
| SP-1012 | Flush-Mount Outside Speaker VTF-157UCN | Each | \$337.19 | \$219.17 |

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| SP-1022 | 70V Wall Mount Speaker, White | Each | \$163.26 | \$106.12 |
| SP-1024 | Surface-Mount Speaker VT-157UCN | Each | \$353.29 | \$229.64 |
| SP-1025 | 8" Recessed ceiling mount speaker transformer | Each | \$85.18 | \$55.37 |
| SP-1028 | 70V Slanted, Square, Wall Mount Speaker | Each | \$101.15 | \$65.75 |
| SP-1034 | Blind Mount Speaker Enclosure 8", back box, 5" deep | Each | \$90.50 | \$58.83 |
| SP-1035 | 10" Speaker Enclosure, P68XA 10" Steel | Each | \$134.87 | \$87.67 |
| SP-1036 | Low Profile Speaker | Each | \$484.74 | \$315.08 |
| SP-1039 | Pro Audio Speaker Control 12C/T Compact Ceiling Speaker | Each | \$175.30 | \$113.95 |
| SP-1042 | Outdoor Stainless Steel Recessed Speaker Enclosure | Each | \$235.42 | \$153.02 |
| SP-1043 | Indoor Slanted Steel Speaker Enclosure, White | Each | \$280.45 | \$182.29 |
| SP-1044 | Outdoor Stainless Steel Enclosure, White | Each | \$295.78 | \$192.26 |
| SP-1046 | Outdoor Paging Horn with Grille, White | Each | \$280.40 | \$182.26 |
| SP-1050 | 6.5" 2-Way High-Ceiling Loudspeaker | Each | \$800.36 | \$520.23 |
| SP-1074 | 70V Ceiling Blind Mount Speaker, White | Each | \$138.42 | \$89.97 |
| SP-1077 | 8" Loudspeaker with 5W-25/70V Transformer | Each | \$63.90 | \$41.54 |
| SP-1078 | 70V Indoor/Outdoor Adjustable Angle Horn Speaker | Each | \$223.60 | \$145.34 |
| SP-1090 | 2x2 Tile Replacement 70V Loudspeaker | Each | \$175.70 | \$114.21 |
| SP-1091 | 70V Indoor/Outdoor Horn Speaker and Enclosure | Each | \$394.37 | \$256.34 |
| SP-1095 | 70V 2x2 Tile Replacement Speaker | Each | \$277.00 | \$180.05 |
| SP-1096 | 70V/8 Ohm Indoor/Outdoor Wall Speaker, Black | Each | \$1,308.00 | \$850.20 |
| SP-1097 | 6.5" 70V Outdoor/Indoor Speaker 2-way | Each | \$379.20 | \$246.48 |
| SP-1098 | 8" 2-way 70V Outdoor/Indoor Speaker | Each | \$861.10 | \$559.72 |
| SP-1099 | All-Weather Compact 2-Way Coaxial Loudspeaker with 6.5" LF | Each | \$1,011.20 | \$657.28 |
| ST-AC-2102.P | Indoor/Outdoor Multi-Color Strobe with Programming (Requires PoE) | Each | \$1,460.98 | \$949.64 |
| ST-AC-9003 | Multiple Strobe Adapter Bundle | Each | \$559.46 | \$363.65 |
| ST-AC-9003.P | Multiple Strobe Adapter Bundle with Programming | Each | \$618.46 | \$402.00 |
| ST-AM-1028 | EPIC Common Zone Amplifier with Network Interface 1 X 300W 70V, | Each | \$1,501.00 | \$975.65 |
| ST-AM-1028.P | EPIC Common Zone Amplifier with Network Interface 1 X 300W 70V, | Each | \$1,560.00 | \$1,014.00 |
| ST-AM-8005 | MS-500 Optimum Amplifier (Requires PoE+) | Each | \$2,162.29 | \$1,405.49 |
| ST-AM-8005.P | MS-500 Optimum Amplifier with Programming (Requires PoE+) | Each | \$2,221.29 | \$1,443.84 |
| ST-AM-9001 | CA-60A Sentinel Amplifier with Power Supply | Each | \$476.04 | \$309.43 |
| ST-EP-0001 | EPIC Appliance 1U Rackmount | Each | \$7,424.86 | \$4,826.16 |
| ST-EP-0001.P | EPIC Appliance 1U Rackmount with Programming | Each | ##### | \$6,672.16 |
| ST-EP-0113 | District View Appliance 1U Rackmount | Each | \$7,424.86 | \$4,826.16 |
| ST-EP-0113.P | District View Appliance 1U Rackmount with Programming | Each | ##### | \$6,672.16 |
| ST-EP-0128 | InfoView Display Bundle with Wall Mount (Requires PoE+) | Each | \$2,054.16 | \$1,335.20 |
| ST-EP-0128. | InfoView Display Bundle with Wall Mount (Requires PoE+) | Each | \$2,515.21 | \$1,634.89 |
| ST-EP-0131 | New InfoView Display Bundle with Wall Mount (Requires PoE+) | Each | \$1,572.19 | \$1,021.92 |
| ST-EP-0228 | InfoView Display Bundle with Wall Mount, Set of 2 (Requires PoE+) | Each | \$5,919.52 | \$3,847.69 |
| ST-EP-0228. | InfoView Display Bundle with Wall Mount, Set of 2 (Requires PoE+) | Each | \$6,841.62 | \$4,447.05 |
| ST-EP-0231 | New InfoView Display Bundle with Wall Mount (Requires PoE+) | Each | \$4,837.52 | \$3,144.39 |
| ST-EP-0328 | InfoView Display Bundle with Ceiling Mount, Set of 2 (Requires PoE+) | Each | \$6,112.84 | \$3,973.35 |
| ST-EP-0328. | InfoView Display Bundle with Ceiling Mount, Set of 2 (Requires PoE+) | Each | \$7,034.94 | \$4,572.71 |
| ST-EP-0331 | New InfoView Display Bundle with Ceiling Mount (Requires PoE+) | Each | \$5,031.39 | \$3,270.40 |
| ST-NE-1050 | EduCamPTZ-C Bundle (Requires PoE) | Each | \$1,700.27 | \$1,105.18 |
| ST-NE-1050.P | EduCamPTZ-C Bundle with Programming (Requires PoE) | Each | \$1,759.27 | \$1,143.53 |
| ST-NE-1051 | EduCam360-C Bundle (Requires PoE) | Each | \$2,236.21 | \$1,453.54 |
| ST-NE-1051.P | EduCam360-C Bundle with Programming (Requires PoE) | Each | \$2,295.21 | \$1,491.89 |
| ST-NE-2043 | PoE Texas - AT-16 - 16 Port Active PoE Injector for High Powered Devi | Each | \$1,597.11 | \$1,038.12 |

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| ST-NE-8104 | Classroom Overview Camera | Each | \$786.38 | \$511.15 |
| ST-NE-8104.P | Classroom Overview Camera with Programming | Each | \$845.38 | \$549.50 |
| ST-NE-9054 | VIEWpath Headend | Each | ##### | \$14,160.50 |
| ST-NE-9054.P | VIEWpath Headend with Programming | Each | ##### | \$16,006.50 |
| ST-NE-9055 | VIEWpath Virtual Headend | Each | ##### | \$9,293.73 |
| ST-NE-9055.P | VIEWpath Virtual Headend with Programming | Each | ##### | \$11,139.73 |
| ST-NE-9103 | Pendant Mount Bundle for EduCamPTZ-C/EduCam360-C | Each | \$283.39 | \$184.20 |
| ST-PA-8010 | Interactive Touch Controller Bundle | Each | \$592.45 | \$385.09 |
| ST-PA-8010.P | Interactive Touch Controller Bundle with Programming | Each | \$651.45 | \$423.44 |
| ST-PA-9002 | Barix Barionet 50 I/O Module Bundle | Each | \$795.37 | \$516.99 |
| ST-PA-9002.P | Barix Barionet 50 I/O Module with Programming Bundle | Each | \$854.37 | \$555.34 |
| ST-PA-9003 | AV Connect Bundle | Each | \$1,915.24 | \$1,244.91 |
| ST-SP-0001 | CS-12 Ceiling Speaker, Circle Cut In, Plenum Rated, Set of 4 | Each | \$603.37 | \$392.19 |
| ST-SP-0100 | WS-09 Wall Speaker, Set of 4 | Each | \$603.37 | \$392.19 |
| ST-SP-0102 | WS-09 Wall Speaker, Set of 2 | Each | \$301.68 | \$196.09 |
| ST-SP-0211 | FS-22 Ceiling Speaker, 1x2 Tile Replacement, Plenum Rated, Set of 4 | Each | \$603.37 | \$392.19 |
| ST-SP-0212 | FS-22 Ceiling Speaker, 1x2 Tile Replacement, Plenum Rated, Set of 2 | Each | \$301.69 | \$196.10 |
| ST-SP-1005 | 70V/8 Ohm Indoor/Outdoor Wall Speaker White, Set of 6 | Each | \$3,318.00 | \$2,156.70 |
| ST-SP-9102 | CS-12 Ceiling Speaker, Circle Cut In, Plenum Rated, Set of 2 | Each | \$301.68 | \$196.09 |
| ST-SP-9222 | FS-21 Ceiling Speaker, 2x2 Tile Replacement, Plenum Rated, Set of 2 | Each | \$337.18 | \$219.17 |
| ST-SP-9224 | FS-21 Ceiling Speaker, 2x2 Tile Replacement, Plenum Rated, Set of 4 | Each | \$674.36 | \$438.33 |
| ST-SP-9351 | Pendant Shroud Bundle , Set of 4 (Requires SP-0300) | Each | \$885.48 | \$575.56 |
| ST-XD-0601 | XD Receiver with 3' Cat6 | Each | \$764.15 | \$496.70 |
| ST-XD-9025 | XD Teacher Box with Teacher Pendant Microphone | Each | \$417.24 | \$271.21 |
| ST-XD-9025. | XD Teacher Box with Teacher Pendant Microphone | Each | \$417.24 | \$271.21 |
| ST-XD-9026 | XD Teacher Box with Teacher Pendant Microphone | Each | \$417.24 | \$271.21 |
| ST-XD-9050 | XD Handheld Microphone Bundle for XD Teacher Box | Each | \$388.85 | \$252.75 |
| ST-XD-9052 | XD Handheld Microphone Bundle for XD Teacher Box | Each | \$425.41 | \$276.52 |
| ST-XD-9060. | XD Teacher Box with Teacher Pendant and Student Handheld Microp | Each | \$806.10 | \$523.97 |
| ST-XD-9061 | XD Teacher Box with Teacher Pendant and Student Handheld Microp | Each | \$806.10 | \$523.97 |
| ST-XD-9360 | Mic360 Throwable Microphone Ball with XD Teacher Pendant Microp | Each | \$745.68 | \$484.69 |
| WP-0001 | Wall Plate, WPA-701, Ambient Mic with Decora Plate | Each | \$106.97 | \$69.53 |
| WP-0002 | Wall Plate, WPA-702, Call Button, Emergency Button, Ambient Mic w | Each | \$106.97 | \$69.53 |
| WP-0004 | Wall Plate, WPA-704, Call Button, Ambient Mic with Decora Plate | Each | \$106.97 | \$69.53 |
| WP-0005 | Wall Plate, WPA-705, Emergency Button, Ambient Mic with Decora P | Each | \$106.97 | \$69.53 |
| XD-0701 | XD Teacher Pendant Microphone | Each | \$323.90 | \$210.54 |
| XD-0703 | XD Teacher Pendant Microphone | Each | \$323.90 | \$210.54 |
| XD-0711 | Mic Clip for XD Teardrop | Each | \$30.16 | \$19.60 |
| XD-0775 | SAFE Alert Duress Transmitter | Each | \$200.00 | \$130.00 |
| XD-0801 | XD Student Handheld Microphone | Each | \$323.90 | \$210.54 |
| XD-0803 | XD Student Handheld Microphone | Each | \$332.07 | \$215.85 |
| XD-0900 | CLAUDIA, Classroom Media Station | Each | \$1,142.02 | \$742.31 |
| XD-0900.P | CLAUDIA, Classroom Media Station with Programming | Each | \$1,201.02 | \$780.66 |
| XD-1100 | XD Solo (XD Microphone not Included) | Each | \$2,068.01 | \$1,344.21 |
| XD-1301 | BEAM (XD Microphone, Mount, and Power Supply not Included) | Each | \$1,163.50 | \$756.28 |
| XD-1302 | Portable Mount with Power Supply for BEAM | Each | \$199.19 | \$129.47 |
| XD-1303 | Wall Mount with Power Supply for BEAM | Each | \$164.32 | \$106.81 |
| XD-1401 | Mic360 Throwable Microphone Ball (Microphone Not Included) | Each | \$324.32 | \$210.81 |
| XD-5001 | Battery, Li-ON Battery, 3.7V 700 mAh 2.6 Wh, for XD Mics | Each | \$56.79 | \$36.91 |

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| XD-5011 | Charger, Dual USB-A Wall Mount Charger, for Original XD Mics with M | Each | \$28.39 | \$18.45 |
| XD-5012 | Charger, XD External Battery Charger for Microphone | Each | \$44.37 | \$28.84 |
| XD-5021 | 6' USB 2.0 A Male to Micro-USB B Male, for XD Mics no Intercom Butt | Each | \$8.17 | \$5.31 |
| XD-5030 | Teacher Box Accessory Kit - XD Charger & Cables - USB-C with Interco | Each | \$36.55 | \$23.76 |
| SERVICES | | | | |
| EP-0017 | Technical Certification Training | Each | \$835.00 | \$751.50 |
| EP-0019 | EPIC Experience Training | Each | \$9,000.00 | \$8,100.00 |
| EP-0021 | Installation of EPIC Head End | Each | \$264.00 | \$237.60 |
| EP-0035 | EPIC Administrator Training | Each | \$834.00 | \$750.60 |
| NE-3006. | VIEWpath E3 Local Access Only User Subscription - for Direct Canva | Each | \$168.59 | \$151.73 |
| NE-3007. | VIEWpath Yearly Per User Subscription (Requires NE-3012, 76+ user | Each | \$150.10 | \$135.09 |
| NE-3012. | VIEWpath Yearly Per District Subscription | Each | ##### | \$11,127.15 |
| NE-3013. | VIEWpath My Workshop - 1 year Subscription Per User - For Small Dis | Each | \$314.42 | \$282.98 |
| SE-0002 | Installation Labor Per Hour | Hour(s) | \$344.00 | \$309.60 |
| SE-0007 | Professional Development | Each | \$2,500.00 | \$2,250.00 |
| SE-0010 | Professional Development Planning Services | Each | \$1,659.00 | \$1,493.10 |
| SE-0012 | Installation Lift Rental | Each | \$2,200.00 | \$1,980.00 |
| SE-0020 | Installation of Raceway Per Foot | Foot | \$13.00 | \$11.70 |
| SE-0025 | Travel Services | Each | \$2,750.00 | \$2,475.00 |
| SE-0032 | Inspection & Commissioning | Each | \$184.00 | \$165.60 |
| SE-0035 | Installation of Audio System | Each | \$1,664.00 | \$1,497.60 |
| SE-0037 | Installation of 2-Way Intercom System | Each | \$1,812.00 | \$1,630.80 |
| SE-0038 | Installation of Common Zone Amplifier | Each | \$1,060.00 | \$954.00 |
| SE-0039 | Installation of Network Drop | Each | \$1,404.00 | \$1,263.60 |
| SE-0040 | Installation of Additional Network Drop | Each | \$916.00 | \$824.40 |
| SE-0045 | Installation of Intercom Classroom | Each | \$2,008.00 | \$1,807.20 |
| SE-0048 | Cutover of Existing Common Zone | Each | \$4,995.00 | \$4,495.50 |
| SE-0058 | Installation of an Audio System (Requires Existing Speakers) | Each | \$1,040.00 | \$936.00 |
| SE-0060 | Initial Professional Development | Each | \$3,950.00 | \$3,555.00 |
| SE-0062 | Installation of BEAM | Each | \$1,016.00 | \$914.40 |
| SE-0066 | Construction - Payment and Performance Bonding Services | Each | \$1,670.00 | \$1,503.00 |
| SE-0067 | Optional Contingency | Each | \$167.00 | \$150.30 |
| SE-0068 | Virtual Professional Development | Each | \$2,500.00 | \$2,250.00 |
| SE-0071 | Construction - Design and Engineering Services | Each | \$5,825.00 | \$5,242.50 |
| SE-0072 | Construction - CAD Services | Each | \$3,325.00 | \$2,992.50 |
| SE-0073 | Project Management Services | Each | \$200.00 | \$180.00 |
| SE-0074 | Construction - Owner Training | Each | \$2,500.00 | \$2,250.00 |
| SE-0075 | Installation of Basic Distributed System | Each | \$6,240.00 | \$5,616.00 |
| SE-0077 | Installation of Single Display | Each | \$988.00 | \$889.20 |
| SE-0078 | Installation of Double Display | Each | \$1,976.00 | \$1,778.40 |
| SE-0079 | Installation of AV/PA | Each | \$1,028.00 | \$925.20 |
| SE-0080 | Installation of Kiosk | Each | \$688.00 | \$619.20 |
| SE-0081 | Installation of Wallplate | Each | \$344.00 | \$309.60 |
| SE-0082 | Installation of Multi-Color Strobe | Each | \$688.00 | \$619.20 |
| SE-0083. | Install Supplies | Each | \$260.00 | \$234.00 |
| SE-1002 | EPIC Custom Map Development Services | Each | \$875.00 | \$787.50 |
| SE-1004 | EPIC District View Campus Programming Services | Each | \$876.75 | \$789.08 |
| SE-1005 | Programming Fee | Each | \$950.00 | \$855.00 |
| SE-1008 | Programming of Network Appliance per Appliance-Remotely or On-S | Each | \$3,230.00 | \$2,907.00 |

| | | | | |
|---------|---|---------|------------|------------|
| SE-1024 | Engineering and Design Services | Each | \$2,493.00 | \$2,243.70 |
| SE-1043 | EPIC System Third Party System Integration | Each | \$1,750.00 | \$1,575.00 |
| SE-1047 | Virtual Server Programming | Each | \$2,840.00 | \$2,556.00 |
| SE-1068 | Installation of 70V Equipment | Each | \$1,028.00 | \$925.20 |
| SE-1070 | Installation of Classroom Door Sensor | Each | \$936.00 | \$842.40 |
| SE-1071 | Installation of Hallway/Exterior Door Sensor | Each | \$1,404.00 | \$1,263.60 |
| SE-2035 | Installation of Audio Only Classroom at Davis Bacon/Prevailing Wage | Each | \$2,496.00 | \$2,246.40 |
| SE-2036 | Installation of Audio Only Classroom or Camera at Davis Bacon/Prevailing Wage | Each | \$3,360.00 | \$3,024.00 |
| SE-2037 | Installation of 2-Way Room at Davis Bacon/Prevailing Wage | Each | \$2,716.00 | \$2,444.40 |
| SE-2038 | Installation of Common Zone/Paging Amplifier at Davis Bacon/Prevailing Wage | Each | \$1,592.00 | \$1,432.80 |
| SE-2039 | Installation of Network Drops at Davis Bacon/Prevailing Wage | Each | \$2,108.00 | \$1,897.20 |
| SE-2040 | Installation of Additional Network Drop at Davis Bacon/Prevailing Wage | Each | \$1,372.00 | \$1,234.80 |
| SE-2042 | Installation of AV/PA at Davis Bacon/Prevailing Wage | Each | \$772.00 | \$694.80 |
| SE-2045 | Installation of Intercom Classroom at Davis Bacon/Prevailing Wage | Each | \$3,012.00 | \$2,710.80 |
| SE-2046 | Installation of Intercom Classroom and Camera at Davis Bacon/Prevailing Wage | Each | \$3,868.00 | \$3,481.20 |
| SE-2052 | Installation of Additional Ceiling Speaker at Davis Bacon/Prevailing Wage | Each | \$264.00 | \$237.60 |
| SE-2053 | Installation of Additional Wall Speaker at Davis Bacon/Prevailing Wage | Each | \$352.00 | \$316.80 |
| SE-2058 | Installation of an Audio System (Requires Existing Speakers) at Davis Bacon/Prevailing Wage | Each | \$1,560.00 | \$1,404.00 |
| SE-2064 | Installation of Classroom Camera at Davis Bacon/Prevailing Wage | Each | \$1,404.00 | \$1,263.60 |
| SE-2069 | Installation of 70V Speakers/Equipment (3 Hours) at Davis Bacon/Prevailing Wage | Each | \$1,544.00 | \$1,389.60 |
| SE-2075 | Installation of Basic Distributed Pro Audio System at Davis Bacon/Prevailing Wage | Each | \$9,360.00 | \$8,424.00 |
| SE-2077 | Installation of Classroom Wall Mount Clock at Davis Bacon/Prevailing Wage | Each | \$1,484.00 | \$1,335.60 |
| SE-2078 | Installation of Hallway Double Sided Clock at Davis Bacon/Prevailing Wage | Each | \$2,964.00 | \$2,667.60 |
| SE-2083 | Remote Configuration | Each | \$145.00 | \$130.50 |
| SE-2084 | Install of BEAM Audio Bar at Davis Bacon/Prevailing Wage | Hour(s) | \$1,524.00 | \$1,371.60 |
| SE-2085 | Installation Labor per hour at Davis Bacon/Prevailing Wage | Hour(s) | \$516.00 | \$464.40 |
| SE-2086 | Installation of Classroom Door Sensor at Davis Bacon/Prevailing Wage | Each | \$1,405.00 | \$1,264.50 |
| SE-2087 | Installation of Hallway/Exterior Door Sensor at Davis Bacon/Prevailing Wage | Each | \$2,108.00 | \$1,897.20 |
| SE-2080 | Installation of Kiosk at Davis Bacon/Prevailing Wage | Each | \$1,028.00 | \$925.20 |
| SE-2081 | Installation of Wallplate at Davis Bacon/Prevailing Wage | Each | \$516.00 | \$464.40 |
| SE-2082 | Installation of Strobe at Davis Bacon/Prevailing Wage | Each | \$1,028.00 | \$925.20 |
| | | | | |



Quality Learning and Superior Performance for All

PURCHASING DEPARTMENT

2150 Keith Bridge Road Cumming, GA 30040
Phone: 770-781-6603 Fax: 770-888-0222

March 10, 2025

B&H Photo
420 Ninth Ave.
New York, NY 10001
Attn: Dominique Costa

Dear Ms. Costa:

This is to advise you that your company has been awarded a contract from our recent **RFP # P25-04, AV Related Equipment Supplies & Services.**

This award is in accordance with the terms and conditions of the contract and with your discount remaining firm from **March 10, 2025** through **March 9, 2026**. This contract allows for renewals if agreeable to both parties. This award letter is not an official order.

Your company is one of several that FCS may use under this contract for the purchase of as needed AV related equipment supplies and services during the contract year.

If you have any questions about this award, please contact Trey Tryan at 770-781-6603 or ttryan@forsyth.k12.ga.us. We appreciate your interest in the Forsyth County School System and your participation in our bidding process.

Sincerely,

Brad Richardson
Director of Procurement Services

B&H Photo

Rachel Nicastro

800-947-8003

biddept@bhphotovideo.com

<https://www.bhphotovideo.com/>

Cost:

1- Percent discount on entire catalog: 0.5-25% off MSRP.

***Discount Exceptions:**

- Gift cards are not included in the discount
- Kits and used items are not included in discount
- Unilateral priced products will be 0% off
- Ground Shipping is free for standard sized packages that are eligible for regular ground shipment. Any oversized, overweight, or non-standard sized boxes (as determined by the shipping carrier) may result in Purchaser paying a shipping fee.



Quality Learning and Superior Performance for All

PURCHASING DEPARTMENT

2150 Keith Bridge Road Cumming, GA 30040
Phone: 770-781-6603 Fax: 770-888-0222

March 10, 2025

Busker Communications Inc.
2567 Athens Highway
Gainesville, GA 30507
Attn: Mark Shively

Dear Mr. Shively:

This is to advise you that your company has been awarded a contract from our recent **RFP # P25-04, AV Related Equipment Supplies & Services.**

This award is in accordance with the terms and conditions of the contract and with your discount remaining firm from **March 10, 2025** through **March 9, 2026**. This contract allows for renewals if agreeable to both parties. This award letter is not an official order.

Your company is one of several that FCS may use under this contract for the purchase of as needed AV related equipment supplies and services during the contract year.

If you have any questions about this award, please contact Trey Tryan at 770-781-6603 or ttryan@forsyth.k12.ga.us. We appreciate your interest in the Forsyth County School System and your participation in our bidding process.

Sincerely,

Brad Richardson
Director of Procurement Services

Busker Communications

Mark Shively

404-428-2378

service@buskcom.com

<https://buskercom.com/>

AV Services (Optional)

| <u>Labor Rates:</u> | <u>Normal Time</u> | <u>Overtime</u> |
|---------------------|--------------------|------------------|
| AV Tech | \$ <u>95.00</u> | \$ <u>142.00</u> |
| AV Tech Helper | \$ <u>75.00</u> | \$ <u>110.00</u> |
| Other: _____ | \$ _____ | \$ _____ |
| Other: _____ | \$ _____ | \$ _____ |

Parts and Rental Equipment

| | |
|---|-------------|
| Miscellaneous Parts- % Mark-up for Misc. Parts for Service Work | <u>15</u> % |
| Rental Equipment- % Mark-up for Rental Equipment | <u>10</u> % |

Other (List Below if other costs exists)

Fee for Administration and overhead
of 10%



Quality Learning and Superior Performance for All

PURCHASING DEPARTMENT

2150 Keith Bridge Road Cumming, GA 30040
Phone: 770-781-6603 Fax: 770-888-0222

March 10, 2025

Nisewonger Audio Visual Center Inc.
1125 Cripple Creek Dr
Lawrenceville, GA 30043
Attn: Andrew Yates

Dear Mr. Yates:

This is to advise you that your company has been awarded a contract from our recent **RFP # P25-04, AV Related Equipment Supplies & Services.**

This award is in accordance with the terms and conditions of the contract and with your discount remaining firm from **March 10, 2025** through **March 9, 2026**. This contract allows for renewals if agreeable to both parties. This award letter is not an official order.

Your company is one of several that FCS may use under this contract for the purchase of as needed AV related equipment supplies and services during the contract year.

If you have any questions about this award, please contact Trey Tryan at 770-781-6603 or ttryan@forsyth.k12.ga.us. We appreciate your interest in the Forsyth County School System and your participation in our bidding process.

Sincerely,

Brad Richardson
Director of Procurement Services

Nisewonger

Landon Harris

770-338-0335

landon@nisewongerav.com

www.nisewongerav.com

See Attached Pages For Discount Information

FORSYTH COUNTY SCHOOL SYSTEM

Purchasing Department

Criteria Six-Cost - Audio Visual Equipment & Supplies

Provide on a separate document your discount structure as it relates to the purchase of AV Equipment and related parts, supplies and accessories. Pricing should include but not be limited to the following categories.

1. Percentage discount offered from a catalog
2. Website discounts offered
3. Category Discounts
4. Manufacturer / Line Card Discounts
5. Store Discounts
6. Shipping Offerings or Discounts to Include Free Shipping
7. Percentage Discounts over cost for designated products or groups if applicable.
8. Quantity/Bulk Discounts Custom Quotes
9. Exclusions
10. Special Line Item or Package Pricing – If your company is currently providing FCS a particular product or product/service and would like to offer a contract price or package price for us to utilize under this contract, please provide that information for us to evaluate along with the other discount information above.

AV Services (Optional)

| <u>Labor Rates:</u> | <u>Normal Time</u> | <u>Overtime</u> |
|-------------------------------------|--------------------|--------------------|
| AV Tech | \$ <u>65 / hr</u> | \$ <u>75 / hr</u> |
| AV Tech Helper | \$ <u>55 / hr</u> | \$ <u>65 / hr</u> |
| Other: <u>AV Control Programmer</u> | \$ <u>85 / hr</u> | \$ <u>100 / hr</u> |
| Other: <u>Project Manager</u> | \$ <u>85 / hr</u> | \$ <u>100 / hr</u> |

Parts and Rental Equipment

| | |
|---|-------------|
| Miscellaneous Parts- % Mark-up for Misc. Parts for Service Work | <u>15</u> % |
| Rental Equipment- % Mark-up for Rental Equipment | <u>10</u> % |

Other (List Below if other costs exists)

For custom installation projects, the category options above do not include all associated services required for more complex projects. Additional services we provide include design, system commissioning and tuning, training, and additional post installation support. During the quoting phase, we will communicate all additional services included with the customized quote for the system proposed.

Criteria Six - Cost - AV Equipment & Supplies

Nisewonger AV is a technology equipment value-added reseller and systems integrator. We provide AV technology solutions to the education market. As a result of this, we work with many different manufacturers and suppliers to ensure that we can provide the very best and most affordable technology equipment to our education customers.

We will provide Forsyth County Schools with the most affordable prices possible. To provide the best prices, a range of discounts will be applied. The discount range will be from 3-45% off list pricing depending on the manufacturer. Each manufacturer has their own MSRP pricing standards and dealer discounts associated with this. We can offer additional discounts to our customers because they are education / government facilities. All percentage discounts offered below are based on special education pricing.

Nisewonger AV has two website addresses, one focused on general information and one as an online e-commerce store. Our general website, www.nisewongerav.com, gives general information pertaining to who we are as a company as well as our project portfolio. Here you can find projects that we have completed for Georgia K12 Schools. Our e-commerce website store, store.nisewongerav.com, is our online product catalog.

To provide Forsyth County Schools with the best possible pricing, we will be giving a percentage off of list price per manufacturer as shown in the attached table.

1. Percentage Discount offered from a catalog
 - a. Since Nisewonger AV is a value-added reseller and integrator, we do not have a single company catalog. Our online catalog, our website, shows a wide variety of products we sell and install. We can also provide any available manufacturer catalog to the district if awarded this bid contract.
2. Website discounts offered
 - a. Our website products will carry the same manufacturer discount as shown in the table attached. Pricing on our website typically reflects list pricing, so the discount percentages given in the table will apply to those list prices.
3. Category Discounts
 - a. Please see the manufacturer equipment table attached. This shows AV categories as well as manufacturers of products under these categories. We offer discounted pricing based on the specific manufacturer.
4. Manufacturer / Line Card Discounts
 - a. Please see the manufacturer equipment table attached. This shows AV categories as well as manufacturers of products under these categories. We offer discounted pricing based on the specific manufacturer.
5. Store Discounts
 - a. Nisewonger AV does not have a retail store location.
6. Shipping Offerings or Discounts to Include Free Shipping
 - a. We offer free shipping on most of our products we sell. Since we do not drop ship products direct to your facility, we typically do not charge shipping. The discounts

shown will be Forsyth County Schools discount and include any shipping or manufacturer fees.

- b. The only exception may be customized furniture or products. That will typically require a separate quote and we will communicate directly with the school or facility if there is any shipping or freight charges.
 - c. Since we deliver and/or install the majority of our products, we do not charge extra for inside delivery.
7. Percentage Discounts over cost for designated products or groups if applicable.
 - a. Since the majority of our products are given manufacturer list pricing discounts, we don't typically charge a cost plus model. The exception to this will be the services category. In cases where we are called to service an existing system, we may need miscellaneous parts, cables, connectors to repair a system. In the event this happens, we will follow the miscellaneous parts % mark-up section of this bid. We can follow all requirements here in these rare cases.
8. Quantity / Bulk Discounts Custom Quotes
 - a. In most instances, a project will require a custom quote. Landon Harris will be your sole point of contact for this contract. He will schedule with the district or school official to do a site visit to gather information regarding the system needs and desires. Then, he will personally prepare a system quote to share with the school and/or district. We will use all manufacturing discount structures as shown in this bid contract.
 - b. For larger quantities of single items purchased, we will consider a bulk discount rate depending on the manufacturer and total quantities. We can offer a tiered discount structure as well. Our goal is to work with Forsyth County Schools to put together the best system or equipment that we can with the best pricing possible.
9. Exclusions
 - a. There are no exclusions for this bid. In the event that a manufacturer is not listed in the table below, we will work with Forsyth County Schools to add this to the comprehensive list once we have settled on the appropriate discount structure.
10. Special Line Item or Package Pricing
 - a. We currently do not have a specific Forsyth County Schools package solution. However, if we are awarded this bid contract, we are happy to discuss several AV solutions for the district and offer a discounted packaged solution for your schools. We have worked with other districts to do this for a variety of educational technology solutions. These solutions include the following:
 - i. Cafeteria audio system packages
 - ii. Gymnasium projection system packages
 - iii. Interactive flat panel classroom system packages
 - iv. Mobile interactive flat panel package
 - v. Digital signage solution packages including display and DS player device
 - vi. TV installation packages including mounting hardware
 - vii. Conference room virtual meeting packages
 - viii. Broadcast video packages for elementary, middle and high school levels
 - ix. Culinary room video monitoring packages
 - x. Cafeteria lighting system packages
 - xi. Cafeteria projection system packages

- xii. Gymnasium audio solutions
- xiii. Acoustical sound paneling solution packages

Added Value

1) Design Services

Nisewonger AV provides design services for technology and furniture as it relates to educational environments. We have experience in designing learning commons (media centers) upgrades/renovations for furniture and technology as well as broadcast video studios that are being renovated from previous use classrooms. We can also fully design culinary spaces including all kitchen cabinetry and counters as well as mobile workstations within this space. We will offer these services at no extra cost to Forsyth County Schools. This includes providing 2D and 3D drawings/renderings of the space to include flexible furniture and technology related items as it relates to the overall design of the space. Being a technology company that also provides space design with furniture and layouts gives us a distinct advantage in the marketplace and provides our customers with value-added services.

2) AV System Design

We strive to provide our clients the best overall value taking into consideration the price of equipment, quality, history of technical issues, inventory, design, and any other data that would prove beneficial in our overall AV system design. We are careful to attend to every detail of the system design so our clients can feel confident of the system they are purchasing. We can provide full system AV signal pathway drawings if required by Forsyth County Schools.

3) Turn-Key Installation

Nisewonger AV provides turn-key installations to our clients. This is a great benefit to our clients who are looking for a complete and comprehensive solution from one company. This saves time, money and frustration during the overall process. We ensure that all details are taken care of upfront and included in our system proposals. We are careful to clearly communicate the scope of the project and let the client know that the project is a turn-key installation.

4) Warranty / On-going support

Nisewonger AV offers a 3-year service and support warranty on ALL AV systems that we design and install. This means we will service any system we install for 3 years after the date of installation at no added service cost to Forsyth County Schools. You will not receive a service bill for any work done within that 3 year period. As for equipment, we will follow the manufacturer warranty period on all equipment in the system. This may vary by manufacturer, but we will clearly communicate the warranty of such equipment if there are any issues.

| Category | Sub Category | Manufacturer | Description of Product | Discount % Off List |
|--------------|---------------------|--------------|---|---------------------|
| AUDIO | Speakers | Renkus Heinz | High powered speakers; TOP QUALITY; WALL MOUNTED / FLYING | 5% |
| | | FBT | High Quality; Outdoor horns; Box speakers | 15% |
| | | StudioMaster | Wall mounted speakers | 20% |
| | | Sonance | Ceiling speakers; Pendant speakers; high quality | 10% |
| | | Alfatron | Ceiling and wall speakers | 10% |
| | | Proel | Wall mounted speakers; portable PAs | 10% |
| | | Electrovoice | ALL SPEAKER TYPES | 25% |
| | | | | |
| | Amplifiers | Ram Audio | Amplifiers / DSP | 10% |
| | | StudioMaster | Amplifiers / DSP | 20% |
| | | Cloud | Multi-zone Amps | 10% |
| | | Proel | Amplifiers / DSP | 10% |
| | | Kramer AV | Small Amps | 20% |
| | | Alfatron | Small Amps | 10% |
| | | Powersoft | High End amps | 15% |
| | Audio Mixers | Ecler | RACK MOUNTED MIXER | 15% |
| | | Midas | Tabletop mixers Digital and Analog | 10% |
| | | Cloud | Multi-zone Mixers | 10% |
| | | StudioMaster | Tabletop mixers Digital and Analog | 20% |
| | | Yamaha | DIGITAL MIXER | 10% |
| | | Proel | Tabletop mixers Digital and Analog | 10% |
| | DSP | Symetrix | DSP with software based control | 10% |
| | | Alfatron | DSP with software based control | 10% |
| | Microphones | | | |
| | | Audix | Wireless mic systems, installed mics; CEILING MICS | 20% |
| | | JTS | Installed mics, boundary mics, choir mics | 20% |
| | | Yamaha | CEILING MIC ARRAYS; TABLETOP MIC ARRAYS | 10% |

| | | | | | |
|--------------|---|-------------------------|-----------------|--|-------|
| VIDEO | | | Azden | Wireless camera mic kits, field recording kits, boom mics | 20% |
| | | Acoustical Sound Panels | Benton Brothers | Acousticore sound panels; multiple sizes and customizations | 20% |
| | Projectors | | Optoma | Standard, short throw and long throw projectors; Laser options | 5% |
| | | | | | |
| | | | Epson | Standard, short throw and long throw projectors; Laser options | 5% |
| | | | Panasonic | Standard, short throw and long throw projectors; Large Venue | 25% |
| | Displays (Interactive Panels, Interactive solutions and Non-Touch Displays) | | Clear Touch | Commercial grade touch displays; Large Format; | 45% |
| | | | Clear Digital | Commercial grade displays; Small and Large Format; Video wall displays | 7.50% |
| | | | LG | Commercial grade displays; Small and Large Format; Video wall displays | 25% |
| | | | LU | Gymnasium Interactive playground system | 3% |
| | | | | | |
| | Projection Screens | | Draper | Projection screens (motorized and manual) | 10% |
| | | | Da-Lite | Projection screens (motorized and manual) | 10% |
| | Signal Distribution | | Alfatron | Switchers, Dist. Amps, HDBaseT Technology, Control | 10% |
| | | | Atlona | Switchers, Dist. Amps, HDBaseT Technology, Control | 10% |
| | | | C2G | Switchers, Dist. Amps, HDBaseT Technology, Control | 20% |
| | | | | | |
| | | | Kramer AV | Switchers, Dist. Amps, Control Systems, Full AV Ecosystem | 20% |

| | | | | |
|----------------------------|------------------------|-------------------|--|-----|
| | Wireless Collaboration | Alfatron | Wireless Collaboration devices | 5% |
| | | Kramer AV | Wireless Collaboration devices | 20% |
| BROADCAST / PODCAST | Video Switching | Roland | Video Mixers, Video Switchers, Live Streaming hardware | 5% |
| | | Atlona | Switchers, Dist. Amps, HDBaseT Technology, Control | 10% |
| | | | | |
| | | Kramer AV | Switchers, Dist. Amps, Control Systems, Full AV Ecosystem | 20% |
| | IP Streaming | Vaddio | Conference Bridge hardware, PTZ cameras, Audio/Video integration | 10% |
| | Lighting | Ikan | Lighting Kits (Studio and Field) | 5% |
| | | | | |
| | | Chauvet | Studio & Theatre Lighting; Lighting controls | 5% |
| | Intercom / Paging | ProCom | Broadcast quality Intercom | 5% |
| | | Cloud Electronics | Intercom / paging systems | 10% |
| | Tripods | Benro | Heavy Duty Pro Grade Tripods | 5% |
| | | Ikan | Light / Medium/ Heavy Duty Pro Grade Tripods | 5% |
| | | | | |
| | Green Screen | Ikan | Green Screen hardware | 5% |
| | Cameras | Sony | Professional grade cameras for broadcast | 3% |
| | | Canon | DSLR Cameras: EOS Digital Cameras | 3% |
| | | Vaddio | PTZ cameras for broadcast, conferencing | 10% |
| | Microphones | Audix | Wireless mics, broadcast quality microphones, Install mics | 20% |
| | | Azden | Wireless camera mic kits, field recording kits, boom mics | 20% |

| | | | | |
|-----------------------------------|-------------------------------------|--------------------|---|-----|
| MOUNTING HARDWARE | Display Mounts | Crimson AV | All display mount sizes, video wall mounts | 30% |
| | | Chief | All display mount sizes, video wall mounts | 20% |
| | | Peerless | All display mount sizes, video wall mounts | 20% |
| | Projector Mounts | Crimson AV | Small to medium size ceiling mounted projector hardware; struct. Hdware | 30% |
| | | Chief | All projector mount sizes; structural hdware | 20% |
| | | Peerless | All projector mount sizes; structural hdware | 20% |
| | Equipment Racks / Accessories | Middle Atlantic | Fixed equipment rack hardware, specialty AV furniture | 10% |
| | | Strong | Fixed equipment rack hardware | 20% |
| | | | | |
| | | WattBox | Power Distribution equipment for rack equipment | 20% |
| | | Juice Goose | Power Distribution equipment for rack equipment | 15% |
| CABLING / CONNECTIVITY | Cabling | QVS | All Video and Audio Cabling | 20% |
| | | C2G | All Video and Audio Cabling and connectivity | 20% |
| | | | | |
| | | Comprehensive | All Video and Audio Cabling and connectivity; Adapters | 10% |
| | | Covid | Specialty cabling and connectors | 10% |
| | Wall Plate Connectivity | Atlona | HDBaseT Transmitters/Receivers | 10% |
| | | Kramer AV | HDBaseT Transmitters/Receivers | 20% |
| | | | | |
| | | C2G | HDBaseT WPs, standard AV wall plates, connectivity | 20% |
| | | Covid | Custom AV wall plates | 10% |
| | | Media Technologies | Collaborative furniture including technology integration | 40% |

| | | | | |
|---------------------------------|--|------------------|--|-----|
| FURNITURE | Technology / Collab Furniture | VS Manufacturing | Collaborative furniture; flexible and mobile | 20% |
| | | Middle Atlantic | AV technology specialty furniture | 10% |
| | | DIRTT | Modular Walls | 10% |
| | | Luxor | AV carts and specialty furniture | 25% |
| GENERAL AV EQUIPMENT | Document Cameras | Elmo | All sizes document cameras; high resolution | 20% |
| | | Clear Touch | Wireless document camera; high resolution | 5% |
| | | Aver | All sizes document cameras; high resolution | 5% |
| | | Hovercam | All sizes document cameras; high resolution; software | 3% |
| | Format Printer/Supp | HP | Large Format Printer and Printer Supplies | 10% |
| | Lamination and Supplies | Nobelus | Laminators and laminating film | 10% |
| | STEM Products, Headphones, Portable PA, etc. | Hamilton Buhl | STEM products, headphones, mics, portable PAs | 20% |
| | Charging Solutions | Bretford | Charging Cart | 5% |



Quality Learning and Superior Performance for All

PURCHASING DEPARTMENT

2150 Keith Bridge Road Cumming, GA 30040
Phone: 770-781-6603 Fax: 770-888-0222

March 10, 2025

Prologic ITS LLC
106 Northpoint Parkway
Acworth, GA 30102
Attn: Paul Sprayberry

Dear Mr. Sprayberry:

This is to advise you that your company has been awarded a contract from our recent **RFP # P25-04, AV Related Equipment Supplies & Services**.

This award is in accordance with the terms and conditions of the contract and with your discount remaining firm from **March 10, 2025** through **March 9, 2026**. This contract allows for renewals if agreeable to both parties. This award letter is not an official order.

Your company is one of several that FCS may use under this contract for the purchase of as needed AV related equipment supplies and services during the contract year.

If you have any questions about this award, please contact Trey Tryan at 770-781-6603 or ttryan@forsyth.k12.ga.us. We appreciate your interest in the Forsyth County School System and your participation in our bidding process.

Sincerely,

Brad Richardson
Director of Procurement Services

Prologic ITS

Paul Sprayberry

866-923-0513

Paul.sprayberry@prologicits.com

www.prologicits.com

See attached discount pages

| Service Name | Service Description | Specify Unit Type - (Ex. Per Hour, Per Person, Per Day, etc.) | Rate | Overtime Rate |
|---|---------------------|---|-----------|---------------|
| ProLogic Services - Technician Helper | PROLOGICSERVICES | Price per hour | \$ 85.00 | \$ 115.00 |
| ProLogic Services - Field Technician | PROLOGICSERVICES | Price per hour | \$ 100.00 | \$ 135.00 |
| ProLogic Services - Field Technical Services Associate | PROLOGICSERVICES | Price per hour | \$ 115.00 | \$ 154.00 |
| ProLogic Services - Project Management Services | PROLOGICSERVICES | Price per hour | \$ 115.00 | \$ 154.00 |
| ProLogic Services - Field Engineering/Commissioning Service | PROLOGICSERVICES | Price per hour | \$ 127.00 | \$ 170.00 |
| ProLogic Services - Programming Services | PROLOGICSERVICES | Price per hour | \$ 140.00 | \$ 187.00 |
| ProLogic Services - Design Services | PROLOGICSERVICES | Price per hour | \$ 140.00 | \$ 187.00 |
| ProLogic Services - CAD Documentation | PROLOGICSERVICES | Price per hour | \$ 75.00 | \$ 100.00 |
| ProLogic Services - Consultation Services | PROLOGICSERVICES | Price per hour | \$ 140.00 | \$ 187.00 |
| ProLogic Services - Training Services | PROLOGICSERVICES | Price per hour | \$ 115.00 | \$ 154.00 |
| Miscellaneous Parts | | Percent Mark Up Over Cost | 8% | |
| Equipment Rental | | Percent Mark Up Over Cost | 10% | |

| Product Name | Product # | Description - Manufacturers may include but are not limited to: Anywhere Carts, Atrona, Avigilon, Balance Box, Boxlight, Bretford, Chief, ClearTouch, Da-Lite, Denon, Dell, Eaton, eGlass, Epson, Hovercam, JBL, Kloud-12, Lenovo, Lexmark, Lightspeed, lockncharge, LG, Logitech, LU, Lumens, Middle Atlantic, NEC, Newline, Panasonic, Peerless, Poly, Promethean, QSC, RTI, Samsung, Sharp, Shure, Sony, Soundcraft, Valcom, Viewsonic, Vizio, Wanco, Zebra, and more | Units description - (each, dozen, hour, day, etc) | MSRP or EDU MAP | % Discount | Free Shipping Offer | | Exclusions |
|--|------------------------------------|---|---|-----------------|------------|--|------------------------------------|--|
| Audio Visual Solutions | Varies by product and manufacturer | Audio Visual Solutions | Each | MSRP | 5-20% | YES | Varies by product and manufacturer | None |
| Display Devices - Projectors, Panels, TV's, Interactive Displays | Varies by product and manufacturer | Display Devices - Projectors, Panels, TV's, Interactive Displays | Each | MSRP | 5-30% | See Exclusion. Varies by product and manufacturer. | Varies by product and manufacturer | Exclusion: Guaranteed Free Shipping. ProLogic ITS will honor Free Shipping when offered by manufacturer. |
| Audio Visual Peripherals | Varies by product and manufacturer | Audio Visual Peripherals - microphones, headphones, accessories | Each | MSRP | 5-40% | YES | Varies by product and manufacturer | None |
| Classroom Technology | Varies by product and manufacturer | Classroom Technology | Each | MSRP | 5-35% | YES | Varies by product and manufacturer | None |
| Specialized Audio - Auditoriums/Stadiums | Varies by product and manufacturer | Specialized Audio - Auditoriums/Stadiums | Each | MSRP | 5-30% | YES | Varies by product and manufacturer | None |
| Digital Media Signage | Varies by product and manufacturer | Digital Media Signage | Each | MSRP | 5-25% | YES | Varies by product and manufacturer | None |
| Security Cameras | Varies by product and manufacturer | Security Cameras | Each | MSRP | 5-40% | YES | Varies by product and manufacturer | None |
| Client Devices (Chromebooks, Desktops, Laptops, Tablets) | Varies by product and manufacturer | Client Devices (Chromebooks, Desktops, Laptops, Tablets) | Each | MSRP | 10-50% | YES | Varies by product and manufacturer | None |
| Message Boards | Varies by product and manufacturer | Message Boards | Each | MSRP | 10-25% | YES | Varies by product and manufacturer | None |
| Document Cameras | Varies by product and manufacturer | Document Cameras | Each | MSRP | 10-30% | YES | Varies by product and manufacturer | None |
| Charging Carts / Storage Solutions | Varies by product and manufacturer | Charging Carts / Storage Solutions | Each | MSRP | 10-35% | YES | Varies by product and manufacturer | None |
| Audio Visual Consumables | Varies by product and manufacturer | Includes but not limited to: Cables, Adapters, Connectors, Brackets | Each | MSRP | 3-12% | YES | Varies by product and manufacturer | None |
| Computer and application software and licensing | Varies by product and manufacturer | Wide variety of computer and application software and licensing | Each | MSRP | 5-50% | YES | Varies by product and manufacturer | None |
| IoT | Varies by product and manufacturer | IoT | Each | MSRP | 5-20% | YES | Varies by product and manufacturer | None |
| AR / VR | Varies by product and manufacturer | AR / VR | Each | MSRP | 5-25% | YES | Varies by product and manufacturer | None |
| Vehicle/Bus Cameras | Varies by product and manufacturer | Vehicle/Bus Cameras | Each | MSRP | 5-20% | YES | Varies by product and manufacturer | None |



PURCHASING DEPARTMENT

2150 Keith Bridge Road Cumming, GA 30040
Phone: 770-781-6603 Fax: 770-888-0222

March 10, 2025

AVI Systems Inc
8701 Unicorn Dr Ste C-306
Knoxville, TN 37923
Attn: Christopher Mounts

Dear Mr. Mounts:

This is to advise you that your company has been awarded a contract from our recent **RFP # P25-04, AV Related Equipment Supplies & Services.**

This award is in accordance with the terms and conditions of the contract and with your discount remaining firm from **March 10, 2025** through **March 9, 2026**. This contract allows for renewals if agreeable to both parties. This award letter is not an official order.

Your company is one of several that FCS may use under this contract for the purchase of as needed AV related equipment supplies and services during the contract year.

If you have any questions about this award, please contact Trey Tryan at 770-781-6603 or ttryan@forsyth.k12.ga.us. We appreciate your interest in the Forsyth County School System and your participation in our bidding process.

Sincerely,

Brad Richardson
Director of Procurement Services

AVI Systems Inc.

Tiffany Traxinger

Direct: 303-792-4820

tiffany.traxinger@avisystems.com

www.avisystems.com

AVI Systems will offer a minimum 6% off MSRP off any manufacturers not included on the GA State Contract and will review each quote request on an individual basis to determine if additional discounts would apply.

AV Services (Optional)

| <u>Labor Rates:</u> | <u>Normal Time</u> | <u>Overtime</u> |
|--|---------------------------|------------------------|
| AV Tech | \$ <u>95</u> | \$ <u>142.50</u> |
| AV Tech Helper | \$ <u>75</u> | \$ <u>112.50</u> |
| Engineering, Programming, Other: <u>Commissioning</u> | \$ <u>100</u> | \$ <u>150</u> |
| Project Management, Service, Other: <u>Maintenance</u> | \$ <u>95</u> | \$ <u>142.50</u> |

Parts and Rental Equipment

| | |
|--|--------------|
| Miscellaneous Parts- % Mark-up for Misc. Parts for Service Work | <u>18%</u> % |
| Rental Equipment- % Mark-up for Rental Equipment | <u>15%</u> % |

Other (List Below if other costs exists)

AVI Systems is on the Georgia State Contract for both Category 1 Box Sales and for
Category 2 AV Solutions. The Professional Services rates and Equipment pricing in
this proposal and all future proposals for Forsyth County Schools will be in
compliance with State Contract pricing for education.

| Equipment | | | |
|-----------|---------------------------------|-----------------------------|---|
| # | Manufacturer Name | Minimum Discount % off MSRP | Minimum Educational Discount % off MSRP |
| 1 | Acer | 3% | 4% |
| 2 | AJA | 3% | 4% |
| 3 | AKG | 3% | 4% |
| 4 | Allen & Heath | 3% | 4% |
| 5 | Altinex | 3% | 4% |
| 6 | American Power Conversion | 6% | 7% |
| 7 | American Technical Furniture | 3% | 4% |
| 8 | AMK | 3% | 4% |
| 9 | AMX | 20% | 25% |
| 10 | Analog Way | 10% | 12% |
| 11 | Anchor Audio | 3% | 4% |
| 12 | Apple | 1% | 2% |
| 13 | AppSpace, Inc. | 3% | 5% |
| 14 | Atlas Sound (AtlasIED) | 5% | 6% |
| 15 | Atlona | 4% | 5% |
| 16 | Attero Tech | 3% | 4% |
| 17 | Audio Technica | 3% | 4% |
| 18 | Audix | 4% | 5% |
| 19 | Aurora Multimedia | 3% | 4% |
| 20 | Autopatch | 3% | 4% |
| 21 | Aver | 4% | 5% |
| 22 | AverMedia | 4% | 5% |
| 23 | AVFI | 2% | 3% |
| 24 | Avocor | 3% | 4% |
| 25 | AVTEQ | 3% | 4% |
| 26 | Axiom | 3% | 4% |
| 27 | Balance Box | 10% | 12% |
| 28 | Barco | 8% | 10% |
| 29 | Battery Technology | 6% | 7% |
| 30 | Behringer | 3% | 4% |
| 31 | Beldin | 5% | 7% |
| 32 | Belkin | 3% | 5% |
| 33 | Biamp Systems | 18% | 20% |
| 34 | Black Box | 6% | 7% |
| 35 | Black Magic Design USA | 5% | 6% |
| 36 | Blonder Tongue | 3% | 4% |
| 37 | BMS | 2% | 3% |
| 38 | Bogen | 3% | 4% |
| 39 | Bose | 18% | 20% |
| 40 | Cables to Go | 30% | 35% |
| 41 | Calypso | 3% | 4% |
| 42 | Canon USA | 3% | 4% |
| 43 | Case Logic | 3% | 5% |
| 44 | Chief Manufacturing | 20% | 25% |
| 45 | Christie | 8% | 10% |
| 46 | Cicso | 10% | 12% |
| 47 | Clear-Com | 2% | 5% |
| 48 | ClearOne | 20% | 25% |
| 49 | ClearTouch Interactive | 12% | 14% |
| 50 | Comprehensive Video | 20% | 25% |
| 51 | Copernicus Educational Products | 3% | 5% |
| 52 | Covid, Inc | 3% | 5% |
| 53 | Crestron | 25% | 35% |
| 54 | Crown | 3% | 4% |

| | | | |
|-----|------------------------|-----|-----|
| 55 | Crucial | 3% | 5% |
| 56 | Danley Sound Labs | 3% | 4% |
| 57 | Da-Lite Screen Company | 20% | 22% |
| 58 | DBX | 3% | 4% |
| 59 | Dell | 10% | 12% |
| 60 | Denon & Marantz | 3% | 4% |
| 61 | Digital Projection | 3% | 4% |
| 62 | Draper | 3% | 4% |
| 63 | Eaton | 10% | 12% |
| 64 | Eiki | 3% | 4% |
| 65 | Elmo | 10% | 12% |
| 66 | Epiphan | 3% | 4% |
| 67 | Epson America, Inc. | 20% | 25% |
| 68 | Ergotron | 10% | 12% |
| 69 | Extreme Networks | 5% | 8% |
| 70 | Extron Electronics | 30% | 40% |
| 71 | FSR | 3% | 4% |
| 72 | Hamilton- Buhl | 3% | 4% |
| 73 | Harman | 3% | 4% |
| 74 | Heckler | 3% | 4% |
| 75 | HoverCam | 3% | 5% |
| 76 | Huddly | 10% | 11% |
| 77 | Infocus | 10% | 11% |
| 78 | Intelix | 3% | 4% |
| 79 | Interlink | 3% | 4% |
| 80 | Jabra | 10% | 11% |
| 81 | JBL | 15% | 18% |
| 82 | Jelco | 3% | 4% |
| 83 | K-Array | 5% | 7% |
| 84 | Kensington | 5% | 6% |
| 85 | Kingston | 5% | 6% |
| 86 | KOH | 3% | 4% |
| 87 | Koroseal | 3% | 4% |
| 88 | Kramer | 3% | 4% |
| 89 | L-Acoustics | 3% | 5% |
| 90 | Lectrosonics | 3% | 4% |
| 91 | Legrand AV | 3% | 4% |
| 92 | Lenovo | 5% | 10% |
| 93 | LG Electronics | 11% | 13% |
| 94 | Liberty AV | 10% | 12% |
| 95 | LifeSize | 3% | 4% |
| 96 | Liebert | 10% | 12% |
| 97 | Listen Technologies | 3% | 4% |
| 98 | Logitech | 5% | 10% |
| 99 | Lumens | 3% | 4% |
| 100 | Luxor | 3% | 4% |
| 101 | Luxul | 3% | 4% |
| 102 | Lynx Technik | 3% | 5% |
| 103 | Mackie | 3% | 4% |
| 104 | Magic Box | 3% | 4% |
| 105 | Maxell | 5% | 6% |
| 106 | Media Tech | 3% | 4% |
| 107 | Mersive | 15% | 20% |
| 108 | Middle Atlantic | 18% | 20% |
| 109 | MooreCo Inc. | 3% | 4% |
| 110 | Nady | 3% | 4% |
| 111 | Navitar | 3% | 4% |
| 112 | NetGear | 10% | 12% |
| 113 | Newline | 11% | 12% |
| 114 | NewTek | 3% | 4% |

| | | | |
|-----|---------------------------|-----|-----|
| 115 | Nova Solutions | 3% | 4% |
| 116 | Ortronics | 3% | 4% |
| 117 | OWI | 3% | 4% |
| 118 | Panasonic | 5% | 6% |
| 119 | Peerless | 4% | 5% |
| 120 | Planar Systems | 6% | 8% |
| 121 | Plantronics | 5% | 6% |
| 122 | Poly/Polycom/HP | 5% | 6% |
| 123 | Premier Mounts | 4% | 5% |
| 124 | Qomo | 4% | 5% |
| 125 | QSC | 20% | 25% |
| 126 | Quicktron | 3% | 4% |
| 127 | Rane | 3% | 4% |
| 128 | Raxxess | 3% | 4% |
| 129 | RDL | 3% | 4% |
| 130 | Recordex | 3% | 4% |
| 131 | Revo Labs | 3% | 4% |
| 132 | RGB Spectrum | 3% | 4% |
| 133 | Roland | 3% | 4% |
| 134 | Sabine | 3% | 4% |
| 135 | Samsung | 10% | 12% |
| 136 | Sanyo | 4% | 5% |
| 137 | Screenbeam | 4% | 5% |
| 138 | Seagate | 3% | 5% |
| 139 | Sennheiser | 3% | 4% |
| 140 | Sharp-NEC | 15% | 18% |
| 141 | Shure Brothers, Inc | 10% | 12% |
| 142 | SMART Technologies | 10% | 12% |
| 143 | Sonic Foundry | 2% | 3% |
| 144 | Sony Electronics, Inc | 10% | 12% |
| 145 | Sound Craft | 3% | 4% |
| 146 | Sound Tube | 3% | 4% |
| 147 | SP Controls | 3% | 4% |
| 148 | Spectrum Industries, Inc. | 10% | 12% |
| 149 | StarTech | 5% | 6% |
| 150 | Surgex | 10% | 12% |
| 151 | Tandberg | 3% | 4% |
| 152 | Tannoy | 3% | 4% |
| 153 | Tascam | 3% | 4% |
| 154 | Teach Logic | 3% | 4% |
| 155 | ThinkWrite Technologies | 3% | 4% |
| 156 | TOA | 3% | 4% |
| 157 | Toshiba | 2% | 3% |
| 158 | Tripp Lite | 5% | 6% |
| 159 | Vaddio Inc | 10% | 15% |
| 160 | ViewSonic | 8% | 10% |
| 161 | Vivitek | 3% | 4% |
| 162 | Wacom | 5% | 6% |
| 163 | William Sound | 2% | 3% |
| 164 | Wiremold | 3% | 4% |
| 165 | WolfVision | 8% | 10% |
| 166 | Zoom | 2% | 3% |