

Description	UNSPSC Family Segment	UNSPSC Class	Commodity Code	Quantity	Unit of Measure	Unit Cost
Epson PowerLite X27 XGA 3LCD Projector, 2700 lumens V11H692020	45-11	00	45-11-00-00-0000	1	EA	\$424
Epson PowerLite W29 WXGA 3LCD Projector, 3000 lumens V11H690020	45-11	00	45-11-00-00-0000	1	EA	\$474
Epson BrightLink 595Wi Interactive WXGA 3LCD Projector, 3300 lumens V11H599022	45-11	00	45-11-00-00-0000	1	EA	\$1,784
Epson Brightlink 585Wi Interactive WXGA 3LCD Projector, 3300 lumens V11H600022	45-11	00	45-11-00-00-0000	1	EA	\$1,584
Epson BrightLink 575Wi Interactive WXGA 3LCD Projector, 2700 lumens V11H601022	45-11	00	45-11-00-00-0000	1	EA	\$1,484
Epson PowerLite 585W WXGA 3LCD Projector, 3300 lumens V11H602020	45-11	00	45-11-00-00-0000	1	EA	\$1,184
Epson PowerLite 575W WXGA 3LCD Projector, 2700 lumens V11H603020	45-11	00	45-11-00-00-0000	1	EA	\$1,034
Epson PowerLite 525W WXGA 3LCD Projector, 2800 lumens V11H672020	45-11	00	45-11-00-00-0000	1	EA	\$754
Epson PowerLite 535W WXGA 3LCD Projector, 3400 lumens V11H671020	45-11	00	45-11-00-00-0000	1	EA	\$834
Epson PowerLite 99WH WXGA 3LCD Projector, 3000 lumens V11H686020	45-11	00	45-11-00-00-0000	1	EA	\$607
Epson PowerLite 98H XGA 3LCD Projector, 3000 lumens V11H687020	45-11	00	45-11-00-00-0000	1	EA	\$534
Epson PowerLite 1980WU WUXGA 3LCD Projector, 4400 lumens V11H620020	45-11	00	45-11-00-00-0000	1	EA	\$1,364
Epson PowerLite 1985WU WUXGA 3LCD Projector, 4800 lumens V11H619020	45-11	00	45-11-00-00-0000	1	EA	\$1,684
Epson PowerLite Pro G6900WU, 6000 lumens V11H514020	45-11	00	45-11-00-00-0000	1	EA	\$4,774
Steelcase ENO2610A Interactive Whiteboard	45-11	00	45-11-00-00-0000	1	EA	\$1,400
Steelcase ENO 2810A Interactive Whiteboard	45-11	00	45-11-00-00-0000	1	EA	\$1,799
Steelcase ENOCLICK2650A Interactive Whiteboard	45-11	00	45-11-00-00-0000	1	EA	\$1,500
Steelcase ENOCLICK2850A Interactive Whiteboard	45-11	00	45-11-00-00-0000	1	EA	\$1,899
Steelcase ENOFLEXA100 Interactive Whiteboard	45-11	00	45-11-00-00-0000	1	EA	\$1,799
Steelcase ENOFLEXA200 Interactive Whiteboard	45-11	00	45-11-00-00-0000	1	EA	\$2,300
Steelcase ENOFLEX686 Interactive Whiteboard	45-11	00	45-11-00-00-0000	1	EA	\$2,400
Steelcase ENOFLEXAB280 Interactive Whiteboard	45-11	00	45-11-00-00-0000	1	EA	\$2,400
Steelcase EnoSTYLUS601	45-11	00	45-11-00-00-0000	1	EA	\$175
Hovercam Solo8 Document Camera	45-11	00	45-11-00-00-0000	1	EA	\$344
Hovercam Solo5 Document Camera	45-11	00	45-11-00-00-0000	1	EA	\$264
Shure SLX14/85 Lavalier Microphone	45-11	00	45-11-00-00-0000	1	EA	\$566
Shure SLX24/SM58 Handheld Microphone	45-11	00	45-11-00-00-0000	1	EA	\$525
Lumens DC125 Document Camera	45-11	00	45-11-00-00-0000	1	EA	\$265
Lumens DC145 Document Camera	45-11	00	45-11-00-00-0000	1	EA	\$370
Lumens DC170 Document Camera	45-11	00	45-11-00-00-0000	1	EA	\$440
Lumens DC192 Document Camera	45-11	00	45-11-00-00-0000	1	EA	\$530

OFF40 Product Pricing - RFR Section 3.6
 BIDDER NAME:

Pro AV Systems

Bidders must enter the discount or mark-up and index in the table below for those products and services NOT itemized in the COMMBUYS catalog.

Manufacturer Brand Name	Manufacturer Product Group, Family, et	OFF40 Category (e.g. 1, 2, 3, 4, or 5)	% discount or % mark-up fr	URL for Index Price (must be publicly accessible)	What does "Index" represent? (i.e., MSRP, Enterprise Price list, Bidder's invoice cost, etc)?
Akai	Audio Gear, Mixers	1	30.00%	MSRP Price List	MSRP
M-Audio	Audio Gear, Mixers	1	25.00%	MSRP Price List	MSRP
AKG	Headphones, Microphones	1	25.00%	MSRP Price List	MSRP
Alesis	Audio Professors, Mixers, Recording	1	38.00%	MSRP Price List	MSRP
Allen & Heath	Audio Mixing Consoles	1	25.00%	MSRP Price List	MSRP
Anchor Audio	Audio/Sound Systems	1	30.00%	MSRP Price List	MSRP
Anthro	AV Furniture	5	25.00%	MSRP Price List	MSRP
Ask Proxima	Projectors - Small & Portable	3	38.00%	MSRP Price List	MSRP
Ask Proxima	Projectors - Short Throw	3	36.00%	MSRP Price List	MSRP
Ask Proxima	Projectors - Large Venue	3	40.00%	MSRP Price List	MSRP
Atlas Sound	Audio/Sound Systems	1	28.00%	MSRP Price List	MSRP
Audio Technica	Microphones, Headphones	1	25.00%	MSRP Price List	MSRP
AVF	AV Furniture	5	35.00%	MSRP Price List	MSRP
AV Rover	AV Furniture	5	20.00%	MSRP Price List	MSRP
Balt	Interactive Whiteboards	3	32.00%	MSRP Price List	MSRP
Balt	Presentation Whiteboards	3	31.00%	MSRP Price List	MSRP
Balt	AV Furniture	5	30.00%	MSRP Price List	MSRP
Barco	Presentation Equipment (ClickShare)	3	20.00%	MSRP Price List	MSRP
Barco	Projectors	3	30.00%	MSRP Price List	MSRP
Biamp	Economy DSP Solutions (Nexia)	1	35.00%	MSRP Price List	MSRP
Biamp	Expandable DSP Solutions (Audia)	1	35.00%	MSRP Price List	MSRP
Biamp	DSP with USB Output (Tesira)	1	35.00%	MSRP Price List	MSRP
Bittree	Video Patch Panels	5	24.00%	MSRP Price List	MSRP
Bittree	Audio Patch Panels	5	24.00%	MSRP Price List	MSRP
BMS	Mounting Equipment	5	30.00%	MSRP Price List	MSRP
BMS	AV Furniture - Carts	5	28.00%	MSRP Price List	MSRP
Bogen Communications	Audio/Sound Systems	1	40.00%	MSRP Price List	MSRP
BEHRINGER & BUGERA	Amplifiers, Mixers, Microphones	1	35.00%	MSRP Price List	MSRP
Bretford	AV Furniture	5	40.00%	MSRP Price List	MSRP
BrightSign	Digital Signage - Video	2	22.00%	MSRP Price List	MSRP
BrightSign	Digital Signage - Media	3	21.00%	MSRP Price List	MSRP
Broadcast Pix	Video Switchers	2	10.00%	MSRP Price List	MSRP
BSS Soundweb	DSP/Audio Switcher	1	32.00%	MSRP Price List	MSRP
Cables to Go	Cables	5	25.00%	MSRP Price List	MSRP
Cambridge Soundmasking	Audio Sound Masking	1	25.00%	MSRP Price List	MSRP
Canare	Cables/Connectors	5	20.00%	MSRP Price List	MSRP
Canon	HD Video Cameras	2	10.00%	MSRP Price List	MSRP
Canon	Projectors - REALiS	3	35.00%	MSRP Price List	MSRP
Canon	Projectors - LV	3	20.00%	MSRP Price List	MSRP
Canon	Digital Cameras	4	10.00%	MSRP Price List	MSRP
Chief	Mounting Equipment	5	30.00%	MSRP Price List	MSRP
Christie	Projectors - Large Venue/4K	3	20.00%	MSRP Price List	MSRP
Christie	Projectors - Value Line (LX, DXG, LW, DW)	3	35.00%	MSRP Price List	MSRP
Cisco	Videoconferencing Equipment	2	28.00%	MSRP Price List	MSRP
ClearOne	Audio Conferencing, DSP, Microphones,	1	25.00%	MSRP Price List	MSRP
Clock Audio	Microphones	1	27.00%	MSRP Price List	MSRP
Connectrac	Connectors/AV Accessories	5	25.00%	MSRP Price List	MSRP
Covid	Cables	5	25.00%	MSRP Price List	MSRP
Crestron	Amplifiers/Speakers	1	35.00%	MSRP Price List	MSRP
Crestron	Video Streaming/Recording	2	35.00%	MSRP Price List	MSRP
Crestron	Presentation Control Systems	3	35.00%	MSRP Price List	MSRP
Crestron	Cables/Switchers	5	35.00%	MSRP Price List	MSRP
Crimson AV	Mounting Equipment	5	30.00%	MSRP Price List	MSRP
Crown	Commerical Series Amplifiers	1	25.00%	MSRP Price List	MSRP

Crown	Professional Series Amplifiers	1	35.00%	MSRP Price List	MSRP
Da-Lite	Presentation Projection Screens	3	25.00%	MSRP Price List	MSRP
Da-Lite	AV Furniture - Carts	5	25.00%	MSRP Price List	MSRP
Danley Sound Labs	Loudspeakers, Amplifiers, Subwoofers	1	25.00%	MSRP Price List	MSRP
Datavideo	Video Camera Switching/Control	2	10.00%	MSRP Price List	MSRP
DBX	Audio Mixers, DSP	1	25.00%	MSRP Price List	MSRP
Denon/Marantz	Audio Equipment Receivers/Recorders	1	20.00%	MSRP Price List	MSRP
Denon/Marantz	Video Equipment Receivers/Players	2	20.00%	MSRP Price List	MSRP
Denon/Marantz	Switchers	5	20.00%	MSRP Price List	MSRP
Discover Video	IPTV/Streaming Hardware Solutions	2	15.00%	MSRP Price List	MSRP
Draper	Presentation Projection Screens	3	30.00%	MSRP Price List	MSRP
Draper	AV Furniture - Carts	5	30.00%	MSRP Price List	MSRP
Earthworks	Reference Microphones	1	25.00%	MSRP Price List	MSRP
Electro-Voice	Speakers	1	30.00%	MSRP Price List	MSRP
Elmo	Document Cameras	4	20.00%	MSRP Price List	MSRP
Epson	Projectors - Powerlite Value	3	12.00%	MSRP Price List	MSRP
Epson	Projectors - Brightlink UST	3	28.00%	MSRP Price List	MSRP
Epson	Projectors - Large Venue (Pro G)	3	32.00%	MSRP Price List	MSRP
Epson	Projectors - Large Venue (Pro Z)	3	47.00%	MSRP Price List	MSRP
Epson	Accessories	5	8.00%	MSRP Price List	MSRP
Extron	Amplifiers/Speakers	1	38.00%	CALL FOR PRICING	MSRP
Extron	Video Streaming/Recording	2	38.00%	CALL FOR PRICING	MSRP
Extron	Presentation Control Systems	3	38.00%	CALL FOR PRICING	MSRP
Extron	Cables/Switchers	5	38.00%	CALL FOR PRICING	MSRP
Forbes AV	AV Furniture	5	35.00%	MSRP Price List	MSRP
FrontRow	Audio Systems	1	20.00%	MSRP Price List	MSRP
FSR	Matrix Switchers/Scalers	5	20.00%	MSRP Price List	MSRP
Furman Sound	Signal Processors (Audio & Video)	1	30.00%	MSRP Price List	MSRP
Furman Sound	AV Accessories	5	30.00%	MSRP Price List	MSRP
Haivision	IPTV/Streaming Hardware Solutions	2	7.00%	CALL FOR PRICING	MSRP
Hovercam	Document Cameras	4	5.00%	MSRP Price List	MSRP
Infocus	Videoconferencing Equipment	2	15.00%	MSRP Price List	MSRP
Infocus	Projectors Value Line	3	15.00%	MSRP Price List	MSRP
Infocus	Projectors Large Venue	3	38.00%	MSRP Price List	MSRP
Infocus	Accessories	5	10.00%	MSRP Price List	MSRP
Interactive Mounts	Mounting Equipment	5	50.00%	MSRP Price List	MSRP
Interactive Mounts	Document Camera Stand	4	50.00%	MSRP Price List	MSRP
JBL Professional	Speakers	1	25.00%	MSRP Price List	MSRP
Lab Gruppen	Audio Amplifiers	1	25.00%	MSRP Price List	MSRP
Lencore	Audio Sound Masking	1	25.00%	MSRP Price List	MSRP
LG	Television Monitors/Monitor Displays	2	12.00%	MSRP Price List	MSRP
LG	Professional LCD Panels	3	28.00%	MSRP Price List	MSRP
Lifesize	Videoconferencing Equipment	2	11.00%	MSRP Price List	MSRP
Lightspeed	Audio Amplification Systems	1	20.00%	MSRP Price List	MSRP
Listen	Audio Amplification Systems	1	21.00%	MSRP Price List	MSRP
Lowell Racks	Rack Mounting Equipment	5	35.00%	MSRP Price List	MSRP
Lumens	PTZ Cameras	2	25.00%	MSRP Price List	MSRP
Lumens	Document Cameras	4	35.00%	MSRP Price List	MSRP
Lumens	Charging Carts	5	33.00%	MSRP Price List	MSRP
Mackie	Speakers/Audio Mixers	1	20.00%	MSRP Price List	MSRP
Mersive	Wireless Presentation Solutions	3	22.50%	MSRP Price List	MSRP
Middle Atlantic	Rack Mounting Equipment	5	35.00%	MSRP Price List	MSRP
Millers Millworks	AV Furniture	5	35.00%	MSRP Price List	MSRP
NEC	Television Monitors/Monitor Displays	2	15.00%	MSRP Price List	MSRP
NEC	Projectors	3	32.00%	MSRP Price List	MSRP
NEC	LCD Displays, Professional Displays, Video	3	32.00%	MSRP Price List	MSRP
Panasonic	Professional Displays	2	16.00%	MSRP Price List	MSRP
Panasonic	Projectors - Portable/ST	3	25.00%	MSRP Price List	MSRP
Panasonic	Projectors - Large Venue	3	38.00%	MSRP Price List	MSRP
Panasonic	Studio Cameras & Switchers	2	5.00%	MSRP Price List	MSRP
Panasonic	Digital Cameras/PTZ Cameras	4	10.00%	MSRP Price List	MSRP
Panasonic	Accessories	5	10.00%	MSRP Price List	MSRP
Pakedge	Video Switchers	2	40.00%	MSRP Price List	MSRP
Peerless	Mounting Equipment	5	25.00%	MSRP Price List	MSRP

Philips Displays	Professional Plasma/LCD Panels	3	15.00%	MSRP Price List	MSRP
Planar	Video Walls/Presentation Equipment	3	10.00%	MSRP Price List	MSRP
Platinum Visual Systems	Presentation Whiteboards	3	30.00%	MSRP Price List	MSRP
Polycom	Videoconferencing Equipment	2	12.00%	MSRP Price List	MSRP
Polycom	Videoconferencing Accessories	5	12.00%	MSRP Price List	MSRP
Premier Mounts	Mounting Equipment	5	30.00%	MSRP Price List	MSRP
Presonus	Audio Equipment	1	20.00%	MSRP Price List	MSRP
Proco	Cables/Connectors	5	24.00%	MSRP Price List	MSRP
Qomo	Interactive LED Panels	3	30.00%	MSRP Price List	MSRP
Qomo	Document Cameras	4	26.00%	MSRP Price List	MSRP
Renkus-Heinz	Audio Equipment	1	25.00%	MSRP Price List	MSRP
Revolabs	Microphones	1	20.00%	MSRP Price List	MSRP
RDL	Audio/Video Control Components	5	20.00%	MSRP Price List	MSRP
Roemtech	Mixer Amplifiers	1	25.00%	MSRP Price List	MSRP
RGB Spectrum	Video Scalers	2	22.00%	MSRP Price List	MSRP
Safari Montage	IPTV/Streaming Hardware Solutions	2	7.00%	MSRP Price List	MSRP
Safari Montage	Digital Signage	3	7.00%	MSRP Price List	MSRP
Samsung	Television Monitors/Monitor Displays	2	20.00%	MSRP Price List	MSRP
Samsung	Plasma/LCD Panels	3	20.00%	MSRP Price List	MSRP
Sennheiser	Microphones	1	27.00%	MSRP Price List	MSRP
Shure	Microphones	1	30.00%	MSRP Price List	MSRP
Sharp	Professional Plasma/LCD Panels	3	15.00%	MSRP Price List	MSRP
Soundtube	Speakers	1	26.00%	MSRP Price List	MSRP
Soundcraft	Mixing Consoles	1	26.00%	MSRP Price List	MSRP
SoundSphere	Speakers	1	26.00%	MSRP Price List	MSRP
Sony	Wireless Microphones	1	26.00%	MSRP Price List	MSRP
Sony	Projectors	3	10.00%	MSRP Price List	MSRP
Spinetix	Digital Signage	3	18.00%	MSRP Price List	MSRP
Spectrum Furniture	AV Furniture	5	35.00%	MSRP Price List	MSRP
Steelcase	Projectors	3	40.00%	MSRP Price List	MSRP
Steelcase	Interactive Whiteboards	3	40.00%	MSRP Price List	MSRP
SurgeX	AV Accessories	5	15.00%	MSRP Price List	MSRP
Tannoy	Speakers	1	30.00%	MSRP Price List	MSRP
Tascam	Audio Equipment	1	30.00%	MSRP Price List	MSRP
TeachLogic	Audio Amplication Systems	1	20.00%	MSRP Price List	MSRP
TV One	Video Equipment	2	20.00%	MSRP Price List	MSRP
Vaddio	HD Video Cameras	2	20.00%	MSRP Price List	MSRP
Vaddio	Document/PTZ Cameras	4	20.00%	MSRP Price List	MSRP
Veho	Specialty and Wearable Camcorder Syst	2	40.00%	MSRP Price List	MSRP
Whirlwind	Audio Patch Panels	5	38.00%	MSRP Price List	MSRP
Williams Sound	Audio Equipment	1	25.00%	MSRP Price List	MSRP
Wolfvision	Document Cameras	4	20.00%	MSRP Price List	MSRP
Knog	Video Lighting	5	25.00%	MSRP Price List	MSRP
Olympus	Digital Cameras	4	18.00%	MSRP Price List	MSRP
Olympus	35MM SLR Cameras	4	10.00%	MSRP Price List	MSRP
Olympus	Audio Recorders	1	35.00%	MSRP Price List	MSRP
Cloud Dome	Lighting Accessories	5	20.00%	MSRP Price List	MSRP
Dedolight	Lighting Systems	5	17.00%	MSRP Price List	MSRP
Digital Pursuits	Camera Cases & Accessories	5	40.00%	MSRP Price List	MSRP
FujiFilm	Digital Cameras, Instant Film Cameras	4	10.00%	MSRP Price List	MSRP
FujiFilm	Instant Film Cameras	4	20.00%	MSRP Price List	MSRP
Gary Fong	Lighting Accessories	5	25.00%	MSRP Price List	MSRP
GigaPan	Camera Panoramic Systems	5	15.00%	MSRP Price List	MSRP
Giotto	Camera Supports	5	35.00%	MSRP Price List	MSRP
Kalt	Camera Accessories	5	35.00%	MSRP Price List	MSRP
Koziro	Cammera Supports for Video	2	20.00%	MSRP Price List	MSRP
Linhof	Medium & Large Format Cameras	4	15.00%	MSRP Price List	MSRP
Mitubishi Printers	Stand Alone Printers for Digital Cameras	4	25.00%	MSRP Price List	MSRP
Mitubishi Printers	Accessories	5	17.00%	MSRP Price List	MSRP
Paterson	Darkroom Accessories	5	25.00%	MSRP Price List	MSRP
Rodenstock	Lenses	5	5.00%	MSRP Price List	MSRP
Rodenstock	Lens Accessories	4	35.00%	MSRP Price List	MSRP
Rosco	Lighting Systems, Lighting Filters	5	15.00%	MSRP Price List	MSRP
Seal	Film/Digital Post Processing	4	10.00%	MSRP Price List	MSRP

SP Studio Lighting	Lighting Systems	5	30.00%	MSRP Price List	MSRP
Tokar	Lens Accessories/Filters	4	50.00%	MSRP Price List	MSRP
Transcend	Specialty and Wearable Camcorder Syst	2	17.00%	MSRP Price List	MSRP
Transcend	Storage Carts	5	20.00%	MSRP Price List	MSRP
Visual Departures	Lighting Accessories	5	17.00%	MSRP Price List	MSRP
Wein	Strobe/Flash Triggers	5	28.00%	MSRP Price List	MSRP
X-Rite	Digital Post Processing	4	10.00%	MSRP Price List	MSRP
Zacuto	Camera Supports	5	15.00%	MSRP Price List	MSRP
Zacuto	Tripods, LCD Viewfinders	2	15.00%	MSRP Price List	MSRP
Delta-CPM	Camera & Darkroom Accessories	5	12.00%	MSRP Price List	MSRP
Phoenix	Lens Accessories	4	40.00%	MSRP Price List	MSRP
Peak	Loupes	5	30.00%	MSRP Price List	MSRP
iON	Specialty and Wearable Camcorder Syst	2	15.00%	MSRP Price List	MSRP

Insert additional rows if needed

Additional Discounts:

Volume Discounts - Describe basis for volume discounts over and above discounts provided above. For example, if the Commonwealth discount percentage from Index price is 40%, an additional discount of 2% for orders over \$50,000 would be interpreted as a discount of 42% on such items.

	Dollar threshold	Addl % discount
Volume discount 1	Over \$50,000	1.00%
Volume discount 2	Over \$100,000	1.50%
Volume discount 3	Over \$200,000	2.00%
Volume discount 4	Over \$300,000	2.50%

Insert additional rows above if needed

Other Discounts:

Describe any additional discounts available (see "Volume Discounts" above for definition of "additional"):

Describe basis for discount (e.g., educational discount, discount based on equipment type, discount based on other factors:

Discount basis	Threshold if applicable	Addl % discount
Fire Departments	All Orders	5.00%
Police Departments	All Orders	5.00%
Education Training Discount	Orders over \$10,000 with installed product	100.00%

Insert additional rows above if needed

Discounts will be considered cumulative unless otherwise specified below. That is, if the Commonwealth discount percentage is 40%, the additional volume discount for purchases over \$100,000 is 2%, and the additional educational discount is 3%, it will be considered that an educational institution purchasing a configuration with a cost of \$100,000 will receive a discount of 45%.

Specify any non-cumulative discounts below:

Fire Department Discounts are non-cumulative.

Police Department Discounts are non-cumulative.

Education Training Discounts applies to training costs only, not to be used on product or labor.

OFF40 Services Pricing - Maintenance Agreements, Additional Training



BIDDER NAME: Pro AV Systems

Manufacturer Name	Manufacturer Product Group, Family, etc.	% discount or fixed price per period (month, quarter, year)	URL for Index Price (must be publicly accessible)	What does "Index" represent? (i.e., MSRP, Enterprise Price list, Bidder's invoice cost, etc)?
Pro AV Systems	Preventative Maintenance	10%	MSRP Price List	MSRP
Pro AV Systems	Training Year 1	100%	N/A (Free of Charge)	MSRP
Pro AV Systems	Training Years 2 +	50%	MSRP Price List	MSRP
Pro AV Systems	Warranty Service Year 1	100%	N/A (Free of Charge)	MSRP
Epson	Warranty Service/Replacement Year 1-3	100%	N/A (Free of Charge)	MSRP

Insert additional rows above if needed

ADDITIONAL DISCOUNTS:

Volume Discounts - Describe basis for volume discounts over and above discounts provided above. For example, if the Commonwealth discount percentage from index price is 40%, an additional discount of 2% for orders over \$50,000 would be interpreted as a discount of 42% on such items.

	Dollar threshold	Addl % discount
Volume discount 1	Over \$10,000	1%
Volume discount 2	Over \$25,000	2%
Volume discount 3	Over \$50,000	2%
Volume discount 4	Over \$100,000	3%

Insert additional rows above if needed

OTHER DISCOUNTS:

Describe any additional discounts available (see "Volume Discounts" above for definition of "additional":

Describe basis for discount (e.g., educational discount, discount based on equipment type, discount based on other factors:

Discount basis	Threshold if applicable	Addl % discount
Fire Departments	All Orders	5%
Police Departments	All Orders	5%

Insert additional rows above if needed

Discounts will be considered cumulative unless otherwise specified below. That is, if the Commonwealth discount percentage is 40%, the additional volume discount for purchases over \$100,000 is 2%, and the additional educational discount is 3%, it will be considered that an educational institution purchasing a configuration with a cost of \$100,000 will receive a discount of 45%.

Specify any non-cumulative discounts below:

All discounts on this tab apply to services only. Discounts are non-cumulative.

OFF40 Labor Rates - Non-prevailing Wage



BIDDER NAME:

Pro AV Systems

Bidders must list each job title for staff who will be providing services under this contract, and provide a single hourly standard rate and up to two overtime rates for each job title. Alternatively, bidders may show a daily rate, or a combination of daily rates and hourly rates, for each job title. Job titles must be listed regardless of whether these services will be provided by the Bidder or by a subcontractor. If hourly rates for the same functional job title vary based on experience or other factors, this may be reflected in the job title, for example: Technician Level 1, Technician Level 2, Project Manager, etc.

	Hourly Rate	Hourly Rate	Hourly Rate	Daily Rate***
Job Title	Standard	OT 1*	OT 2**	
Technician Level 1	74	92.50	111.00	592
Technician Level 2	85	106.25	127.50	680
Service Technician Level 1	75	93.75	112.50	600
Service Technician Level 2	91	113.75	136.50	728
Engineering Technician Level 1	84	105.00	126.00	672
Engineering Technician Level 2	96	120.00	144.00	768
Project Manager Level 1	74	92.50	111.00	592
Project Manager Level 2	87	108.75	130.50	696
Designer	99	123.75	148.50	792
Draftsman	67	83.75	100.50	536
Programmer	95	118.75	142.50	760
Training Specialist	100	125.00	150.00	800
Rack Fabricator	67	83.75	100.50	536
Emergency Service Technician (on site within 48 business hours)	125	156.25	187.50	1000

Insert additional rows above if needed

- *OT Rate 1: Describe when this would apply:** Applies between 5PM and midnight Mon-Fri excluding holidays (Standard Rate applies 8A-5P Mon-Fri)
- **OT Rate 2: Describe when this would apply:** Applies all other time periods (Standard Rate applies 8A-5P Mon-Fri)
- ***Daily Rate: Bidders offering daily rates must indicate how charges are handled for partial days. For example, would one half hour of work be charged as a full day? Four hours?** Applies to standard rate for 8 hrs. Minimum charge for partial days is 2 hrs and includes travel. (Standard Rate applies 8A-5P Mon-Fri)

OFF40 Labor Rates

BIDDER NAME:

Pro AV Systems



	Mark-up (percentage [%] or dollar amount [\$])
All geographic areas of the Commonwealth	0%

OR

County	
Barnstable	
Berkshire	
Bristol	
Dukes	
Essex	
Franklin	
Hampden	
Hampshire	
Middlesex	
Nantucket	
Norfolk	
Plymouth	
Suffolk	
Worcester	