FORSYTH COUNTY SCHOOLS
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

Michael.edwards@1accord.com

www.1accord.com

AV Services (Optional)

Labor Rates:	**Normal Time**	**Overtime**
AV Tech	$ 187.50 / hr	$ 281.25 / hr
AV Tech Helper	$ 150.00 / hr	$ 225.00 / hr
Other: 2 man Cable Crew	$ 175.00 / hr min 8 hrs	$ 262.50 / hr
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.

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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.**

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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

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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%

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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%

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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%

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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%

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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.**

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

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 Progran	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 Progran	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 Progran	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 Subsciption (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

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 Gror	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

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 Requirec	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

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

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

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 Interc	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 Canvas	Each	$168.59	$151.73
NE-3007.	VIEWpath Yearly Per User Subscription (Requires NE-3012, 76+ users	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/Prev	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/Prevai	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 Wa	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/Prev	Each	$3,868.00	$3,481.20
SE-2052	Installation of Additional Ceiling Speaker at Davis Bacon/Prevailing W	Each	$264.00	$237.60
SE-2053	Installation of Additional Wall Speaker at Davis Bacon/Prevailing Wag	Each	$352.00	$316.80
SE-2058	Installation of an Audio System (Requires Existing Speakers) at Davis	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/Pre	Each	$1,544.00	$1,389.60
SE-2075	Installation of Basic Distributed Pro Audio System at Davis Bacon/Pre	Each	$9,360.00	$8,424.00
SE-2077	Installation of Classroom Wall Mount Clock at Davis Bacon/Prevailin	Each	$1,484.00	$1,335.60
SE-2078	Installation of Hallway Double Sided Clock at Davis Bacon/Prevailing	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 Wag	Each	$1,405.00	$1,264.50
SE-2087	Installation of Hallway/Exterior Door Sensor at Davis Bacon/Prevailin	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

FORSYTH COUNTY SCHOOLS
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.

FORSYTH COUNTY SCHOOLS
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)

Labor Rates:	**Normal Time**	**Overtime**
AV Tech	$ 95.00	$ 142.00
AV Tech Helper	$ 75.00	$ 110.00
Other: _____	$_____	$_____
Other: _____	$_____	$_____

Parts and Rental Equipment

Miscellaneous Parts- % Mark-up for Misc. Parts for Service Work 15 %

Rental Equipment- % Mark-up for Rental Equipment 10 %

Other (List Below if other costs exists)

Fee for Administration and overhead of 10 %

FORSYTH COUNTY SCHOOLS
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)

Labor Rates:	**Normal Time**	**Overtime**
AV Tech	$ 65 / hr	$ 75 / hr
AV Tech Helper	$ 55 / hr	$ 65 / hr
Other: AV Control Programmer	$ 85 / hr	$ 100 / hr
Other: Project Manager	$ 85 / hr	$ 100 / hr

Parts and Rental Equipment

Miscellaneous Parts- % Mark-up for Misc. Parts for Service Work 15 %

Rental Equipment- % Mark-up for Rental Equipment 10 %

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%

		Azden	Wireless camera mic kits, field recording kits, boom mics	20%
	Acoustical Sound Panels	Benton Brothers	Acousticore sound panels; multiple sizes and customizations	20%
VIDEO	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	Commerical 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 Suppiles	10%
	Lamanation 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%

FORSYTH COUNTY SCHOOLS
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, Atlona, Avigilon, Balance Box, Boxlight, Bretford, Chief, ClearTouch, Da-Lite, Denon, Dell, Eaton, eGlass, Epson, Hovercam, JBL, Kloud-12, Lenovo, Lexmark, Lightspeed, locknchargе, 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

FORSYTH COUNTY SCHOOLS
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

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)

Labor Rates:	**Normal Time**	**Overtime**
AV Tech	$ 95	$ 142.50
AV Tech Helper	$ 75	$ 112.50
Other: Engineering, Programming, Commissioning	$ 100	$ 150
Other: Project Management, Service, Maintenance	$ 95	$ 142.50

Parts and Rental Equipment

Miscellaneous Parts- % Mark-up for Misc. Parts for Service Work 18% %

Rental Equipment- % Mark-up for Rental Equipment 15% %

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%