

# The Local Government Purchasing Cooperative

For the Period 5/1/2015 to 4/30/2016

## Final Catalog Award Report for Audio Visual Equipment and Supplies #482-15

### *I* Discount (%) Off Catalog/Pricelist for Audio Visual Equipment

Vendor	Vendor Catalog Info	Percent Discount	Award
Schoolhouse Audio-Visual	ACE BACKSTAGE pricelist (5% to 40% discount)	5%	Yes
Commercial Sales and Service, Inc.	AE pricelist	40%	Yes
Videotex Systems	AJA pricelist	10%	Yes
Schoolhouse Audio-Visual	AKG pricelist (10% to 40% discount)	10%	Yes
Network Cabling Service, Inc.	AKG pricelist (20% to 30% discount)	20%	Yes
Schoolhouse Audio-Visual	AMK Innovations pricelist (5% to 25% discount)	5%	Yes
Videotex Systems	Analog Way pricelist (10% to 40% discount)	10%	Yes
Schoolhouse Audio-Visual	AnalogWay pricelist (10% to 40% discount)	10%	Yes
Videotex Systems	Anchor Audio pricelist	20%	Yes
Network Cabling Service, Inc.	APC pricelist (5% to 25% discount)	5%	Yes
JPM Communications	Atlas pricelist (10% to 20% discount)	10%	No
Schoolhouse Audio-Visual	Atlas Sound pricelist (10% to 40% discount)	10%	Yes
Network Cabling Service, Inc.	Atlas Sound pricelist (10% to 30% discount)	10%	No
Graybar	Atlas Sound pricelist (10% to 30% discount)	10%	No
Audio Visual Aids Corp.	Audio Visual Aids Corp pricelist (0% to 45% discount)	0%	Yes
Network Cabling Service, Inc.	Aurora MultiMedia pricelist	25%	Yes
Schoolhouse Audio-Visual	Aurora Multimedia pricelist (10% to 30% discount)	10%	Yes
Commercial Sales and Service, Inc.	Aver pricelist	40%	Yes
Network Cabling Service, Inc.	Aver pricelist	10%	No
AVES Audio Visual Systems, Inc.	Aves Line Card & Manufacturer pricelist (10% to 75% discount)	10%	Yes
Schoolhouse Audio-Visual	Aviom pricelist (5% to 30% discount)	5%	Yes
Videotex Systems	Azden pricelist (25% to 30% discount)	25%	Yes
Network Cabling Service, Inc.	Balt pricelist	5%	Yes
Videotex Systems	Balt pricelist (0% to 10% discount)	0%	Yes
Network Cabling Service, Inc.	Biamp pricelist	30%	Yes
Videotex Systems	Blackmagic Design pricelist (5% to 7% discount)	5%	Yes

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Schoolhouse Audio-Visual	Bose pricelist (5% to 40% discount)	5%	Yes
Schoolhouse Audio-Visual	Bretford pricelist (15% to 40% discount)	15%	No
Schoolhouse Audio-Visual	BSS pricelist (15% to 40% discount)	15%	Yes
Network Cabling Service, Inc.	BSS pricelist (10% to 35% discount)	10%	No
Schoolhouse Audio-Visual	BTX pricelist (15% to 40% discount)	15%	Yes
Network Cabling Service, Inc.	Buhl pricelist	5%	No
Schoolhouse Audio-Visual	Buhl pricelist (15% to 45% discount)	15%	Yes
Network Cabling Service, Inc.	Cables to Go pricelist (10% to 40% discount)	10%	No
Network Cabling Service, Inc.	Califone pricelist	5%	No
Schoolhouse Audio-Visual	Califone pricelist (5% to 40% discount)	5%	Yes
Videotex Systems	Caliphone pricelist (5% to 35% discount)	5%	No
Schoolhouse Audio-Visual	Cambridge pricelist (5% to 10% discount)	5%	No
JPM Communications	Cannon pricelist (10% to 20% discount)	10%	No
Videotex Systems	Carl Zeiss pricelist	5%	Yes
Videotex Systems	Cartoni pricelist (10% to 25% discount)	10%	Yes
JPM Communications	Casio pricelist (10% to 20% discount)	10%	No
N Tune Music and Sound, Inc.	Chief Mounts pricelist (0% to 30% discount)	0%	Yes
Network Cabling Service, Inc.	Chief pricelist	30%	Yes
Schoolhouse Audio-Visual	Chief pricelist (15% to 40% discount)	15%	Yes
Videotex Systems	Chief pricelist (10% to 35% discount)	10%	Yes
Graybar	Chief pricelist (15% to 40% discount)	15%	Yes
JPM Communications	Christy pricelist (10% to 20% discount)	10%	No
Schoolhouse Audio-Visual	Claridge pricelist (15% to 40% discount)	15%	No
Network Cabling Service, Inc.	ClearOne pricelist (10% to 20% discount)	10%	Yes
Schoolhouse Audio-Visual	Community pricelist (15% to 40% discount)	15%	Yes
N Tune Music and Sound, Inc.	Community pricelist (0% to 30% discount)	0%	No
Schoolhouse Audio-Visual	Comprehensive pricelist (10% to 40% discount)	10%	Yes
Schoolhouse Audio-Visual	Contemporary Research pricelist (10% to 40% discount)	10%	Yes
Schoolhouse Audio-Visual	Crestron pricelist (15% to 40% discount)	15%	Yes

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Videotex Systems	Crestron pricelist (15% to 40% discount)	15%	Yes
Network Cabling Service, Inc.	Crestron pricelist (20% to 30% discount)	20%	Yes
Schoolhouse Audio-Visual	Crown pricelist (15% to 40% discount)	15%	Yes
Network Cabling Service, Inc.	Crown pricelist (15% to 40% discount)	15%	Yes
Schoolhouse Audio-Visual	Dalite pricelist (10% to 40% discount)	10%	Yes
Network Cabling Service, Inc.	Da-Lite pricelist (10% to 40% discount)	10%	Yes
Graybar	Da-Lite pricelist (10% to 40% discount)	10%	Yes
Videotex Systems	Da-Lite pricelist (15% to 35% discount)	15%	Yes
Data Projections, Inc.	Data Projections pricelist	10%	Yes
Videotex Systems	Datavideo pricelist (0% to 15% discount)	0%	Yes
Schoolhouse Audio-Visual	DBX pricelist (10% to 40% discount)	10%	Yes
Schoolhouse Audio-Visual	Draper Inc pricelist (15% to 40% discount)	15%	Yes
Network Cabling Service, Inc.	Draper pricelist	25%	Yes
Videotex Systems	Draper pricelist (15% to 35% discount)	15%	No
Commercial Sales and Service, Inc.	Dukane pricelist	40%	Yes
Education 2000	Education 2000 pricelist	0%	Yes
Schoolhouse Audio-Visual	Eiki pricelist (15% to 40% discount)	15%	Yes
Videotex Systems	Eiki Pro AV Summary Retail pricelist (15% to 40% discount)	15%	Yes
Videotex Systems	Eiko Lamps pricelist	0%	No
Network Cabling Service, Inc.	Electro-Voice pricelist	20%	Yes
Videotex Systems	Elite Screens pricelist (5% to 15% discount)	5%	Yes
Videotex Systems	Epson pricelist (0% to 2% discount)	0%	No
N Tune Music and Sound, Inc.	Epson pricelist (0% to 30% discount)	0%	Yes
JPM Communications	Epson pricelist (10% to 20% discount)	10%	Yes
Videotex Systems	Extron pricelist	25%	Yes
Schoolhouse Audio-Visual	Extron pricelist (10% to 40% discount)	10%	Yes
Network Cabling Service, Inc.	Extron pricelist (10% to 40% discount)	10%	Yes
Videotex Systems	Facilis pricelist (10% to 15% discount)	10%	Yes
Ford Audio-Video System, Inc.	Ford Audio Visual pricelist (10% to 30% discount)	10%	Yes

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Schoolhouse Audio-Visual	Gator pricelist (5% to 40% discount)	5%	Yes
Videotex Systems	GoPro pricelist (0% to 10% discount)	0%	Yes
Schoolhouse Audio-Visual	Hamilton Buhl pricelist (5% to 40% discount)	5%	Yes
JPM Communications	Hitachi pricelist (10% to 20% discount)	10%	No
Azbell Electronics	Hitachi pricelist (10% to 40% discount)	10%	Yes
htcomp.net, Inc.	htcomp.net pricelist (13% to 40% discount)	13%	Yes
Infinity Sound, Ltd.	Infinity Sound pricelist	15%	Yes
Network Cabling Service, Inc.	Infocus pricelist	5%	Yes
Videotex Systems	InFocus pricelist	0%	No
JPM Communications	Infocus pricelist (10% to 20% discount)	10%	No
Inter Technologies Corporation	ITC pricelist (5% to 36% discount)	5%	Yes
Schoolhouse Audio-Visual	JBL pricelist (5% to 35% discount)	5%	Yes
N Tune Music and Sound, Inc.	JBL pricelist (0% to 30% discount)	0%	No
Network Cabling Service, Inc.	JBL pricelist (10% to 25% discount)	10%	No
Videotex Systems	JBL pricelist (5% to 25% discount)	5%	No
Schoolhouse Audio-Visual	Kramer pricelist (5% to 30% discount)	5%	Yes
Videotex Systems	Kramer pricelist (5% to 30% discount)	5%	Yes
Network Cabling Service, Inc.	Kramer pricelist (5% to 30% discount)	5%	Yes
N Tune Music and Sound, Inc.	Kramer Signal Processing pricelist (0% to 30% discount)	0%	No
Schoolhouse Audio-Visual	LabGruppen pricelist (5% to 40% discount)	5%	Yes
Network Cabling Service, Inc.	LG pricelist	7%	No
Commercial Sales and Service, Inc.	LG pricelist	40%	Yes
Network Cabling Service, Inc.	Liberty pricelist	25%	Yes
Schoolhouse Audio-Visual	Liberty Wire & Cable pricelist (5% to 25% discount)	5%	Yes
Network Cabling Service, Inc.	Listen pricelist	25%	Yes
Schoolhouse Audio-Visual	Listen Technologies pricelist (10% to 20% discount)	10%	No
Videotex Systems	Litepanels pricelist (5% to 12% discount)	5%	Yes
Videotex Systems	Lowel Lighting pricelist (5% to 30% discount)	5%	Yes
Schoolhouse Audio-Visual	Lowell pricelist (10% to 25% discount)	10%	Yes

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Videotex Systems	Luxor pricelist	0%	No
Schoolhouse Audio-Visual	Luxor pricelist (10% to 20% discount)	10%	No
Videotex Systems	Manfrotto pricelist (15% to 30% discount)	15%	Yes
Mansfield Media Solutions, LLC	Mansfield Media Solutions pricelist (0% to 87.01% discount)	0%	Yes
Schoolhouse Audio-Visual	Middle Atlantic pricelist (5% to 30% discount)	5%	Yes
Network Cabling Service, Inc.	Middle Atlantic pricelist (5% to 30% discount)	5%	Yes
Videotex Systems	Middle Atlantic pricelist (5% to 30% discount)	5%	Yes
JPM Communications	NEC pricelist (10% to 20% discount)	10%	No
Schoolhouse Audio-Visual	Newline Interactive pricelist (45% to 60% discount)	45%	Yes
Videotex Systems	Newtek pricelist	0%	Yes
N Tune Music and Sound, Inc.	N-Tune Music and Sound catalog (0% to 30% discount)	0%	No
Videotex Systems	O,Connor pricelist (5% to 12% discount)	5%	Yes
Schoolhouse Audio-Visual	Panasonic Projector pricelist (10% to 25% discount)	10%	Yes
Network Cabling Service, Inc.	Peerless pricelist	20%	Yes
Videotex Systems	Peerless pricelist (5% to 25% discount)	5%	Yes
Schoolhouse Audio-Visual	Penton pricelist (10% to 40% discount)	10%	Yes
Interphase Corporation	Penveu pricelist	19%	No
Videotex Systems	Petrol Bags (Now "Sachtler Bags") pricelist (5% to 15% discount)	5%	Yes
Schoolhouse Audio-Visual	Point Source pricelist (10% to 35% discount)	10%	Yes
Network Cabling Service, Inc.	Polycom Endpoints pricelist (5% to 30% discount)	5%	Yes
Network Cabling Service, Inc.	Polycom Infrastructure pricelist (5% to 25% discount)	5%	Yes
Schoolhouse Audio-Visual	Premier Mounts pricelist (15% to 40% discount)	15%	Yes
Videotex Systems	Premiere Mounts pricelist (15% to 35% discount)	15%	No
ProComputing Corp.	ProComputing Corporation pricelist	2%	Yes
Videotex Systems	ProMAX/Cache-A pricelist (10% to 15% discount)	10%	Yes
JPM Communications	Promethean pricelist (10% to 20% discount)	10%	No

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Schoolhouse Audio-Visual	Qomo-Quest pricelist (15% to 30% discount)	15%	Yes
N Tune Music and Sound, Inc.	QSC pricelist	20%	Yes
Schoolhouse Audio-Visual	Quam Nichols pricelist (15% to 30% discount)	15%	Yes
N Tune Music and Sound, Inc.	Rane pricelist (0% to 30% discount)	0%	No
Network Cabling Service, Inc.	RDL pricelist (10% to 25% discount)	10%	Yes
Network Cabling Service, Inc.	Revolabs pricelist	25%	Yes
JPM Communications	Ricoh pricelist (10% to 20% discount)	10%	No
Videotex Systems	Sachtler pricelist (5% to 15% discount)	5%	Yes
ImageNet Consulting	Samsung Display and Tablet pricelist (17% to 56% discount)	17%	Yes
JPM Communications	Samsung pricelist (10% to 20% discount)	10%	No
Videotex Systems	Sennheiser pricelist (10% to 30% discount)	10%	Yes
Commercial Sales and Service, Inc.	Sharp pricelist	40%	Yes
JPM Communications	Sharp pricelist (10% to 20% discount)	10%	No
Azbell Electronics	Sharp pricelist (10% to 40% discount)	10%	Yes
Schoolhouse Audio-Visual	Sharp Prof Displays pricelist (10% to 40% discount)	10%	Yes
Schoolhouse Audio-Visual	Shure pricelist (10% to 40% discount)	10%	Yes
Videotex Systems	Shure pricelist (10% to 40% discount)	10%	Yes
Smart Group Systems	Smart Group Systems pricelist (0% to 59.07% discount)	0%	Yes
Videotex Systems	Sony Consumer pricelist	0%	No
JPM Communications	Sony pricelist (10% to 20% discount)	10%	Yes
Videotex Systems	Sony Professional Video pricelist	10%	No
Schoolhouse Audio-Visual	Soundcraft pricelist (5% to 25% discount)	5%	Yes
Schoolhouse Audio-Visual	Sound-Craft Systems pricelist (15% to 25% discount)	15%	Yes
Southwest Sound and Electronics, Inc	Southwest Sound & Electronics pricelist (10%-30%, excludes intercom system)	10%	Yes
Network Cabling Service, Inc.	Spectrum pricelist	30%	Yes
Summit Integration Systems	Summit pricelist (0% to 43% discount)	0%	Yes
Schoolhouse Audio-Visual	Tannoy-TC Group pricelist (10% to 30% discount)	10%	Yes

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Schoolhouse Audio-Visual	Tascam pricelist (15% to 25% discount)	15%	Yes
Videotex Systems	TASCAM pricelist (15% to 30% discount)	15%	Yes
N Tune Music and Sound, Inc.	Tascam Teac Professional pricelist (0% to 30% discount)	0%	No
Texas Media Systems	Texas Media Systems pricelist	10%	Yes
Schoolhouse Audio-Visual	TOA Electronics pricelist (10% to 25% discount)	10%	Yes
Commercial Sales and Service, Inc.	Triumph pricelist	40%	Yes
Videotex Systems	TV One pricelist (15% to 30% discount)	15%	Yes
Videotex Systems	Vaddio pricelist (20% to 35% discount)	20%	Yes
Valiant National AV Supply	Valiant National AV Supply catalog	5%	Yes
Videotex Systems	Video Furniture International pricelist (10% to 25% discount)	10%	No
Videotex Systems	Vinten pricelist (5% to 15% discount)	5%	Yes
Schoolhouse Audio-Visual	Vivitek pricelist (15% to 35% discount)	15%	Yes
JPM Communications	Vivitek pricelist (10% to 20% discount)	10%	No
Schoolhouse Audio-Visual	Whirlwind pricelist (10% to 40% discount)	10%	Yes
Schoolhouse Audio-Visual	Williams Sound pricelist (15% to 20% discount)	15%	Yes
ACP Direct	www.acpdirect.com	0%	Yes
Videotex Systems	www.averusa.com (15% to 25% discount)	15%	Yes
B&H Foto & Electronics Corp.	www.bandh.com	1%	Yes
Best Buy For Business	www.bbfb.com (0% to 25% discount)	0%	Yes
Camcor, Inc.	www.camcor.com	3%	Yes
Prime Systems-Directron.com	www.directron.com (10% to 40% discount)	10%	Yes
DLP Lamp Source	www.dlplampsource.com	15%	No
Videotex Systems	www.hamiltonbuhl.com	25%	Yes
Master Audio Visuals Inc.	www.masterav.com (0% to 30% discount)	0%	Yes
PCM Gov, Inc.	www.pcmg.com	4%	Yes
Pathway Communications, Ltd.	www.pcomus.com	25%	Yes
Videotex Systems	www.pro.jvc.com (0% to 10% discount)	0%	Yes
QA Systems, Inc.	www.qasystems.com (4% to 45% discount)	4%	Yes

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M and A Technology	www.shopmanda.com (0% to 40% discount)	0%	Yes
Videotex Systems	www.store.apple.com	5%	Yes
Troxell Communications, Inc.	www.trox.com (5% to 82% discount)	5%	Yes
Videotex Systems	www.usa.canon.com	5%	Yes
Videotex Systems	www.videotexsystems.com (0% to 40% discount)	0%	Yes
Visual Techniques, Inc.	www.visualtechniques.com	15%	Yes
Schoolhouse Audio-Visual	Yamaha pricelist (10% to 35% discount)	10%	Yes
N Tune Music and Sound, Inc.	Yamaha pricelist (0% to 30% discount)	0%	No



# The Local Government Purchasing Cooperative

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## 2 Discount (%) Off Catalog/Pricelist for Photography Equipment

Vendor	Vendor Catalog Info	Percent Discount	Award
Videotex Systems	AJA pricelist	10%	No
Videotex Systems	Analog Way pricelist (10% to 40% discount)	10%	No
Videotex Systems	Anchor Audio pricelist	20%	No
AVES Audio Visual Systems, Inc.	Aves Line Card & Manufacturer pricelist (10% to 75% discount)	10%	Yes
Azbell Electronics	Azbell pricelist	0%	Yes
Videotex Systems	Azden pricelist (25% to 30% discount)	25%	No
Videotex Systems	Balt pricelist (0% to 10% discount)	0%	No
Videotex Systems	Blackmagic Design pricelist (5% to 7% discount)	5%	No
JPM Communications	BNH pricelist	10%	No
Videotex Systems	Caliphone pricelist (5% to 35% discount)	5%	No
Videotex Systems	Carl Zeiss pricelist	5%	Yes
Videotex Systems	Cartoni pricelist (10% to 25% discount)	10%	No
Videotex Systems	Chief pricelist (10% to 35% discount)	10%	No
Videotex Systems	Crestron pricelist (15% to 40% discount)	15%	No
Videotex Systems	Da-Lite pricelist (15% to 35% discount)	15%	Yes
Videotex Systems	Datavideo pricelist (0% to 15% discount)	0%	No
Videotex Systems	Draper pricelist (15% to 35% discount)	15%	No
Education 2000	Education 2000 pricelist	0%	No
Videotex Systems	Eiki Pro AV Summary Retail pricelist (15% to 40% discount)	15%	No
Videotex Systems	Eiko Lamps pricelist	0%	No
Videotex Systems	Elite Screens pricelist (5% to 15% discount)	5%	No
Videotex Systems	Epson pricelist (0% to 2% discount)	0%	No
Videotex Systems	Extron pricelist	25%	No
Videotex Systems	Facilis pricelist (10% to 15% discount)	10%	No
Videotex Systems	GoPro pricelist (0% to 10% discount)	0%	Yes
Infinity Sound, Ltd.	Infinity Sound pricelist	15%	No
Videotex Systems	InFocus pricelist	0%	No
Inter Technologies Corporation	ITC pricelist	10%	Yes

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Videotex Systems	JBL pricelist (5% to 25% discount)	5%	No
Videotex Systems	Kramer pricelist (5% to 30% discount)	5%	No
Videotex Systems	Litepanels pricelist (5% to 12% discount)	5%	No
Videotex Systems	Lowel Lighting pricelist (5% to 30% discount)	5%	No
Videotex Systems	Luxor pricelist	0%	No
Videotex Systems	Manfrotto pricelist (15% to 30% discount)	15%	No
Mansfield Media Solutions, LLC	Mansfield Media Solutions pricelist (0% to 76.21% discount)	0%	Yes
Videotex Systems	Middle Atlantic pricelist (5% to 30% discount)	5%	No
Videotex Systems	Newtek pricelist	0%	No
Videotex Systems	O,Connor pricelist (5% to 12% discount)	5%	No
Videotex Systems	Peerless pricelist (5% to 25% discount)	5%	No
Videotex Systems	Petrol Bags (Now "Sachtler Bags") pricelist (5% to 15% discount)	5%	No
Videotex Systems	Premiere Mounts pricelist (15% to 35% discount)	15%	No
ProComputing Corp.	ProComputing Corporation pricelist	2%	No
Videotex Systems	ProMAX/Cache-A pricelist (10% to 15% discount)	10%	No
Videotex Systems	Sachtler pricelist (5% to 15% discount)	5%	No
Videotex Systems	Sennheiser pricelist (10% to 30% discount)	10%	No
Videotex Systems	Shure pricelist (10% to 40% discount)	10%	No
Smart Group Systems	Smart Group Systems pricelist (0% to 41.67% discount)	0%	Yes
Videotex Systems	Sony Consumer pricelist	0%	Yes
Videotex Systems	Sony Professional Video pricelist	10%	Yes
Videotex Systems	TASCAM pricelist (15% to 30% discount)	15%	No
Texas Media Systems	Texas Media Systems pricelist	10%	Yes
Videotex Systems	TV One pricelist (15% to 30% discount)	15%	No
Videotex Systems	Vaddio pricelist (20% to 35% discount)	20%	No
Valiant National AV Supply	Valiant National AV Supply catalog	5%	Yes
Videotex Systems	Video Furniture International pricelist (10% to 25% discount)	10%	No

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Videotex Systems	Vinten pricelist (5% to 15% discount)	5%	No
ACP Direct	www.acpdirect.com	0%	Yes
Videotex Systems	www.averusa.com (15% to 25% discount)	15%	No
B&H Foto & Electronics Corp.	www.bandh.com	1%	Yes
Best Buy For Business	www.bbfb.com (0% to 25% discount)	0%	Yes
Camcor, Inc.	www.camcor.com	3%	Yes
Prime Systems-Directron.com	www.directron.com (10% to 40% discount)	10%	Yes
Videotex Systems	www.hamiltonbuhl.com	25%	No
Master Audio Visuals Inc.	www.masterav.com (0% to 30% discount)	0%	Yes
PCM Gov, Inc.	www.pcmg.com	4%	Yes
Pathway Communications, Ltd.	www.pcomus.com	24%	No
Videotex Systems	www.pro.jvc.com (0% to 10% discount)	0%	Yes
QA Systems, Inc.	www.qasystems.com (10% to 20% discount)	4%	Yes
M and A Technology	www.shopmanda.com (0% to 40% discount)	0%	Yes
Videotex Systems	www.store.apple.com	5%	Yes
Troxell Communications, Inc.	www.trox.com (5% to 82% discount)	5%	Yes
Videotex Systems	www.usa.canon.com	5%	Yes
Videotex Systems	www.videotexsystems.com (0% to 40% discount)	0%	Yes
Visual Techniques, Inc.	www.visualtechniques.com	15%	No

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## 3 Discount (%) Off Catalog/Pricelist for Audio Visual Furniture

Vendor	Vendor Catalog Info	Percent Discount	Award
Schoolhouse Audio-Visual	ACE BACKSTAGE pricelist (5% to 40% discount)	5%	No
Videotex Systems	AJA pricelist	10%	No
Schoolhouse Audio-Visual	AKG pricelist (10% to 40% discount)	10%	No
Network Cabling Service, Inc.	AKG pricelist (20% to 30% discount)	20%	No
Schoolhouse Audio-Visual	AMK Innovations pricelist (5% to 25% discount)	5%	No
Videotex Systems	Analog Way pricelist (10% to 40% discount)	10%	No
Schoolhouse Audio-Visual	AnalogWay pricelist (10% to 40% discount)	10%	No
Videotex Systems	Anchor Audio pricelist	20%	No
Schoolhouse Audio-Visual	Atlas Sound pricelist (10% to 40% discount)	10%	No
Network Cabling Service, Inc.	Atlas Sound pricelist (10% to 30% discount)	10%	No
Audio Visual Aids Corp.	Audio Visual Aids Corp pricelist (0% to 45% discount)	0%	Yes
Schoolhouse Audio-Visual	Aurora Multimedia pricelist (10% to 30% discount)	10%	No
AVES Audio Visual Systems, Inc.	Aves Line Card & Manufacturer pricelist (10% to 75% discount)	10%	Yes
Schoolhouse Audio-Visual	Aviom pricelist (5% to 30% discount)	5%	No
Videotex Systems	Azden pricelist (25% to 30% discount)	25%	No
J.R., Inc.	Balt pricelist	20%	Yes
Videotex Systems	Balt pricelist (0% to 10% discount)	0%	Yes
J.R., Inc.	BestRite pricelist	20%	Yes
Videotex Systems	Blackmagic Design pricelist (5% to 7% discount)	5%	No
Schoolhouse Audio-Visual	Bose pricelist (5% to 40% discount)	5%	No
Commercial Sales and Service, Inc.	Bretford pricelist	40%	Yes
Schoolhouse Audio-Visual	Bretford pricelist (15% to 40% discount)	15%	Yes
Schoolhouse Audio-Visual	BSS pricelist (15% to 40% discount)	15%	No
Network Cabling Service, Inc.	BSS pricelist (10% to 35% discount)	10%	No
Schoolhouse Audio-Visual	BTX pricelist (15% to 40% discount)	15%	No
Schoolhouse Audio-Visual	Buhl pricelist (15% to 45% discount)	15%	No

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Network Cabling Service, Inc.	Cables to Go pricelist (10% to 40% discount)	10%	No
Network Cabling Service, Inc.	Califone pricelist	5%	No
Schoolhouse Audio-Visual	Califone pricelist (5% to 40% discount)	5%	No
Videotex Systems	Caliphone pricelist (5% to 35% discount)	5%	No
Schoolhouse Audio-Visual	Cambridge pricelist (5% to 10% discount)	5%	Yes
Videotex Systems	Carl Zeiss pricelist	5%	No
Videotex Systems	Cartoni pricelist (10% to 25% discount)	10%	No
Commercial Sales and Service, Inc.	Chief pricelist	40%	Yes
Network Cabling Service, Inc.	Chief pricelist	30%	Yes
Schoolhouse Audio-Visual	Chief pricelist (15% to 40% discount)	15%	Yes
JPM Communications	Chief pricelist (10% to 20% discount)	10%	No
Videotex Systems	Chief pricelist (10% to 35% discount)	10%	No
Azbell Electronics	Chief pricelist (10% to 40% discount)	10%	Yes
Graybar	Chief pricelist (15% to 40% discount)	15%	Yes
JPM Communications	CIP pricelist (10% to 20% discount)	10%	No
Schoolhouse Audio-Visual	Claridge pricelist (15% to 40% discount)	15%	Yes
Schoolhouse Audio-Visual	Community pricelist (15% to 40% discount)	15%	Yes
Schoolhouse Audio-Visual	Comprehensive pricelist (10% to 40% discount)	10%	Yes
Schoolhouse Audio-Visual	Contemporary Research pricelist (10% to 40% discount)	10%	Yes
Schoolhouse Audio-Visual	Crestron pricelist (15% to 40% discount)	15%	No
Videotex Systems	Crestron pricelist (15% to 40% discount)	15%	No
Network Cabling Service, Inc.	Crestron pricelist (20% to 30% discount)	20%	No
Commercial Sales and Service, Inc.	Crimson pricelist	40%	Yes
Schoolhouse Audio-Visual	Crown pricelist (15% to 40% discount)	15%	No
Schoolhouse Audio-Visual	Dalite pricelist (10% to 40% discount)	10%	Yes
Azbell Electronics	Da-Lite pricelist (10% to 40% discount)	10%	Yes
Network Cabling Service, Inc.	Da-Lite pricelist (10% to 40% discount)	10%	Yes
Graybar	Da-Lite pricelist (10% to 40% discount)	10%	Yes
Videotex Systems	Da-Lite pricelist (15% to 35% discount)	15%	No

# The Local Government Purchasing Cooperative

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## Final Catalog Award Report for Audio Visual Equipment and Supplies #482-15

Data Projections, Inc.	Data Projections pricelist	10%	Yes
Videotex Systems	Datavideo pricelist (0% to 15% discount)	0%	No
Schoolhouse Audio-Visual	DBX pricelist (10% to 40% discount)	10%	No
Schoolhouse Audio-Visual	Draper Inc pricelist (15% to 40% discount)	15%	No
Network Cabling Service, Inc.	Draper pricelist	25%	No
Azbell Electronics	Draper pricelist (10% to 40% discount)	10%	No
Videotex Systems	Draper pricelist (15% to 35% discount)	15%	No
Education 2000	Education 2000 pricelist	0%	No
Schoolhouse Audio-Visual	Eiki pricelist (15% to 40% discount)	15%	No
Videotex Systems	Eiki Pro AV Summary Retail pricelist (15% to 40% discount)	15%	No
Videotex Systems	Eiko Lamps pricelist	0%	No
Videotex Systems	Elite Screens pricelist (5% to 15% discount)	5%	No
Videotex Systems	Epson pricelist (0% to 2% discount)	0%	No
Videotex Systems	Extron pricelist	25%	No
Schoolhouse Audio-Visual	Extron pricelist (10% to 40% discount)	10%	No
JPM Communications	Extron pricelist (10% to 20% discount)	10%	No
Network Cabling Service, Inc.	Extron pricelist (10% to 40% discount)	10%	No
Videotex Systems	Facilis pricelist (10% to 15% discount)	10%	No
Ford Audio-Video System, Inc.	Ford Audio Visual pricelist (10% to 30% discount)	10%	Yes
Schoolhouse Audio-Visual	Gator pricelist (5% to 40% discount)	5%	No
Videotex Systems	GoPro pricelist (0% to 10% discount)	0%	No
JPM Communications	Great Lakes pricelist (10% to 20% discount)	10%	No
Schoolhouse Audio-Visual	Hamilton Buhl pricelist (5% to 40% discount)	5%	No
JPM Communications	Hoffman pricelist (10% to 20% discount)	10%	No
Infinity Sound, Ltd.	Infinity Sound pricelist	15%	Yes
Videotex Systems	InFocus pricelist	0%	No
Inter Technologies Corporation	ITC pricelist (10% to 40% discount)	10%	No
Schoolhouse Audio-Visual	JBL pricelist (5% to 35% discount)	5%	No
Videotex Systems	JBL pricelist (5% to 25% discount)	5%	No

# The Local Government Purchasing Cooperative

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## Final Catalog Award Report for Audio Visual Equipment and Supplies #482-15

Schoolhouse Audio-Visual	Kramer pricelist (5% to 30% discount)	5%	No
Network Cabling Service, Inc.	Kramer pricelist (5% to 30% discount)	5%	No
Videotex Systems	Kramer pricelist (5% to 30% discount)	5%	No
Schoolhouse Audio-Visual	LabGruppen pricelist (5% to 40% discount)	5%	No
Network Cabling Service, Inc.	Liberty pricelist	25%	No
Schoolhouse Audio-Visual	Liberty Wire & Cable pricelist (5% to 25% discount)	5%	No
Network Cabling Service, Inc.	Listen pricelist	25%	No
Schoolhouse Audio-Visual	Listen Technologies pricelist (10% to 20% discount)	10%	No
Videotex Systems	Litepanels pricelist (5% to 12% discount)	5%	No
Videotex Systems	Lowel Lighting pricelist (5% to 30% discount)	5%	No
Schoolhouse Audio-Visual	Lowell pricelist (10% to 25% discount)	10%	No
Videotex Systems	Luxor pricelist	0%	No
Schoolhouse Audio-Visual	Luxor pricelist (10% to 20% discount)	10%	Yes
Videotex Systems	Manfrotto pricelist (15% to 30% discount)	15%	No
Mansfield Media Solutions, LLC	Mansfield Media Solutions pricelist (0% to 76.97% discount)	0%	Yes
Schoolhouse Audio-Visual	Middle Atlantic pricelist (5% to 30% discount)	5%	Yes
Videotex Systems	Middle Atlantic pricelist (5% to 30% discount)	5%	Yes
Network Cabling Service, Inc.	Middle Atlantic pricelist (5% to 30% discount)	5%	Yes
J.R., Inc.	Moore pricelist	20%	Yes
Schoolhouse Audio-Visual	Newline Interactive pricelist (45% to 60% discount)	45%	No
Videotex Systems	Newtek pricelist	0%	No
Videotex Systems	O,Connor pricelist (5% to 12% discount)	5%	No
Schoolhouse Audio-Visual	Panasonic Projector pricelist (10% to 25% discount)	10%	No
Commercial Sales and Service, Inc.	Peerless pricelist	40%	No
Network Cabling Service, Inc.	Peerless pricelist	20%	No
JPM Communications	Peerless pricelist (10% to 20% discount)	10%	No
Videotex Systems	Peerless pricelist (5% to 25% discount)	5%	No
Schoolhouse Audio-Visual	Penton pricelist (10% to 40% discount)	10%	No

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Videotex Systems	Petrol Bags (Now "Sachtler Bags") pricelist (5% to 15% discount)	5%	No
Schoolhouse Audio-Visual	Point Source pricelist (10% to 35% discount)	10%	No
Network Cabling Service, Inc.	Polycom Endpoints pricelist (5% to 30% discount)	5%	No
Network Cabling Service, Inc.	Polycom Infrastructure pricelist (5% to 25% discount)	5%	No
Schoolhouse Audio-Visual	Premier Mounts pricelist (15% to 40% discount)	15%	No
Videotex Systems	Premiere Mounts pricelist (15% to 35% discount)	15%	No
ProComputing Corp.	ProComputing Corporation pricelist	2%	Yes
Videotex Systems	ProMAX/Cache-A pricelist (10% to 15% discount)	10%	No
Schoolhouse Audio-Visual	Qomo-Quest pricelist (15% to 30% discount)	15%	No
Schoolhouse Audio-Visual	Quam Nichols pricelist (15% to 30% discount)	15%	No
JPM Communications	Quicktron pricelist (10% to 20% discount)	10%	No
Videotex Systems	Sachtler pricelist (5% to 15% discount)	5%	No
JPM Communications	Salamander pricelist (10% to 20% discount)	10%	No
Videotex Systems	Sennheiser pricelist (10% to 30% discount)	10%	No
Schoolhouse Audio-Visual	Sharp Prof Displays pricelist (10% to 40% discount)	10%	No
Schoolhouse Audio-Visual	Shure pricelist (10% to 40% discount)	10%	No
Videotex Systems	Shure pricelist (10% to 40% discount)	10%	No
Smart Group Systems	Smart Group Systems pricelist (0% to 51.85% discount)	0%	Yes
Videotex Systems	Sony Consumer pricelist	0%	No
Videotex Systems	Sony Professional Video pricelist	10%	No
Schoolhouse Audio-Visual	Soundcraft pricelist (5% to 25% discount)	5%	No
Schoolhouse Audio-Visual	Sound-Craft Systems pricelist (15% to 25% discount)	15%	No
Network Cabling Service, Inc.	Spectrum pricelist	30%	Yes
Summit Integration Systems	Summit pricelist (0% to 43% discount)	0%	Yes
Schoolhouse Audio-Visual	Tannoy-TC Group pricelist (10% to 30% discount)	10%	No
Schoolhouse Audio-Visual	Tascam pricelist (15% to 25% discount)	15%	No



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Videotex Systems	TASCAM pricelist (15% to 30% discount)	15%	No
Texas Media Systems	Texas Media Systems pricelist	10%	Yes
Schoolhouse Audio-Visual	TOA Electronics pricelist (10% to 25% discount)	10%	No
Videotex Systems	TV One pricelist (15% to 30% discount)	15%	No
Videotex Systems	Vaddio pricelist (20% to 35% discount)	20%	No
Valiant National AV Supply	Valiant National AV Supply catalog	5%	Yes
Videotex Systems	Video Furniture International pricelist (10% to 25% discount)	10%	Yes
Videotex Systems	Vinten pricelist (5% to 15% discount)	5%	No
Schoolhouse Audio-Visual	Vivitek pricelist (15% to 35% discount)	15%	No
Schoolhouse Audio-Visual	Whirlwind pricelist (10% to 40% discount)	10%	No
Schoolhouse Audio-Visual	Williams Sound pricelist (15% to 20% discount)	15%	No
ACP Direct	www.acpdirect.com	0%	Yes
Videotex Systems	www.averusa.com (15% to 25% discount)	15%	No
B&H Foto & Electronics Corp.	www.bandh.com	1%	Yes
Best Buy For Business	www.bbfb.com (0% to 25% discount)	0%	Yes
Camcor, Inc.	www.camcor.com	3%	Yes
Prime Systems-Directron.com	www.directron.com (10% to 40% discount)	10%	Yes
Videotex Systems	www.hamiltonbuhl.com	25%	No
Master Audio Visuals Inc.	www.masterav.com (0% to 30% discount)	0%	Yes
PCM Gov, Inc.	www.pcmg.com	4%	Yes
Pathway Communications, Ltd.	www.pcomus.com	26%	Yes
Videotex Systems	www.pro.jvc.com (0% to 10% discount)	0%	Yes
QA Systems, Inc.	www.qasystems.com (20% to 55% discount)	4%	Yes
M and A Technology	www.shopmanda.com (0% to 40% discount)	0%	Yes
Videotex Systems	www.store.apple.com	5%	No
Troxell Communications, Inc.	www.trox.com (5% to 82% discount)	5%	Yes
Videotex Systems	www.usa.canon.com	5%	No
Videotex Systems	www.videotexsystems.com (0% to 40% discount)	0%	Yes

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## Final Catalog Award Report for Audio Visual Equipment and Supplies #482-15

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Visual Techniques, Inc.	<a href="http://www.visualtechniques.com">www.visualtechniques.com</a>	15%	Yes
Schoolhouse Audio-Visual	Yamaha pricelist (10% to 35% discount)	10%	No

# The Local Government Purchasing Cooperative

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## 4 Discount (%) Off Catalog/Pricelist for Audio Visual Lamps

Vendor	Vendor Catalog Info	Percent Discount	Award
Schoolhouse Audio-Visual	ACE BACKSTAGE pricelist (5% to 40% discount)	5%	No
Videotex Systems	AJA pricelist	10%	No
Schoolhouse Audio-Visual	AKG pricelist (10% to 40% discount)	10%	No
Schoolhouse Audio-Visual	AMK Innovations pricelist (5% to 25% discount)	5%	No
Videotex Systems	Analog Way pricelist (10% to 40% discount)	10%	No
Schoolhouse Audio-Visual	AnalogWay pricelist (10% to 40% discount)	10%	No
Videotex Systems	Anchor Audio pricelist	20%	No
JPM Communications	Atlas pricelist (10% to 20% discount)	10%	No
Schoolhouse Audio-Visual	Atlas Sound pricelist (10% to 40% discount)	10%	No
Schoolhouse Audio-Visual	Aurora Multimedia pricelist (10% to 30% discount)	10%	No
AVES Audio Visual Systems, Inc.	Aves Line Card & Manufacturer pricelist (10% to 75% discount)	10%	Yes
Schoolhouse Audio-Visual	Aviom pricelist (5% to 30% discount)	5%	No
Videotex Systems	Azden pricelist (25% to 30% discount)	25%	No
Videotex Systems	Balt pricelist (0% to 10% discount)	0%	No
Barbizon Light	Barbizon pricelist (10% to 35% discount)	10%	Yes
Videotex Systems	Blackmagic Design pricelist (5% to 7% discount)	5%	No
Schoolhouse Audio-Visual	Bose pricelist (5% to 40% discount)	5%	No
Schoolhouse Audio-Visual	Bretford pricelist (15% to 40% discount)	15%	No
Schoolhouse Audio-Visual	BSS pricelist (15% to 40% discount)	15%	No
Schoolhouse Audio-Visual	BTX pricelist (15% to 40% discount)	15%	No
Schoolhouse Audio-Visual	Buhl pricelist (15% to 45% discount)	15%	Yes
Schoolhouse Audio-Visual	Califone pricelist (5% to 40% discount)	5%	No
Videotex Systems	Caliphone pricelist (5% to 35% discount)	5%	No
Schoolhouse Audio-Visual	Cambridge pricelist (5% to 10% discount)	5%	No
JPM Communications	Cannon pricelist (10% to 20% discount)	10%	No
Videotex Systems	Carl Zeiss pricelist	5%	No
Videotex Systems	Cartoni pricelist (10% to 25% discount)	10%	No

# The Local Government Purchasing Cooperative

For the Period 5/1/2015 to 4/30/2016

## Final Catalog Award Report for Audio Visual Equipment and Supplies #482-15

JPM Communications	Casio pricelist (10% to 20% discount)	10%	No
Schoolhouse Audio-Visual	Chief pricelist (15% to 40% discount)	15%	No
Videotex Systems	Chief pricelist (10% to 35% discount)	10%	No
Graybar	Chief pricelist (15% to 40% discount)	15%	No
JPM Communications	Christy pricelist (10% to 20% discount)	10%	No
Schoolhouse Audio-Visual	Claridge pricelist (15% to 40% discount)	15%	No
Schoolhouse Audio-Visual	Community pricelist (15% to 40% discount)	15%	No
Schoolhouse Audio-Visual	Comprehensive pricelist (10% to 40% discount)	10%	No
Schoolhouse Audio-Visual	Contemporary Research pricelist (10% to 40% discount)	10%	No
Schoolhouse Audio-Visual	Crestron pricelist (15% to 40% discount)	15%	No
Videotex Systems	Crestron pricelist (15% to 40% discount)	15%	No
Schoolhouse Audio-Visual	Crown pricelist (15% to 40% discount)	15%	No
Schoolhouse Audio-Visual	Dalite pricelist (10% to 40% discount)	10%	No
Graybar	Da-Lite pricelist (10% to 40% discount)	10%	No
Videotex Systems	Da-Lite pricelist (15% to 35% discount)	15%	No
Data Projections, Inc.	Data Projections pricelist	15%	Yes
Videotex Systems	Datavideo pricelist (0% to 15% discount)	0%	No
Schoolhouse Audio-Visual	DBX pricelist (10% to 40% discount)	10%	No
Schoolhouse Audio-Visual	Draper Inc pricelist (15% to 40% discount)	15%	No
Videotex Systems	Draper pricelist (15% to 35% discount)	15%	No
Commercial Sales and Service, Inc.	Dukane pricelist	40%	Yes
Education 2000	Education 2000 pricelist	0%	No
Schoolhouse Audio-Visual	Eiki pricelist (15% to 40% discount)	15%	Yes
Videotex Systems	Eiki Pro AV Summary Retail pricelist (15% to 40% discount)	15%	Yes
Videotex Systems	Eiko Lamps pricelist	0%	No
Graybar	Eiko pricelist	5%	No
Network Cabling Service, Inc.	Eiko pricelist (25% to 40% discount)	25%	Yes
Videotex Systems	Elite Screens pricelist (5% to 15% discount)	5%	No
Videotex Systems	Epson pricelist (0% to 2% discount)	0%	No

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JPM Communications	Epson pricelist (10% to 20% discount)	10%	Yes
Videotex Systems	Extron pricelist	25%	No
Schoolhouse Audio-Visual	Extron pricelist (10% to 40% discount)	10%	No
Videotex Systems	Facilis pricelist (10% to 15% discount)	10%	No
Schoolhouse Audio-Visual	Gator pricelist (5% to 40% discount)	5%	No
Videotex Systems	GoPro pricelist (0% to 10% discount)	0%	No
Schoolhouse Audio-Visual	Hamilton Buhl pricelist (5% to 40% discount)	5%	No
JPM Communications	Hitachi pricelist (10% to 20% discount)	10%	No
Azbell Electronics	Hitachi pricelist (20% to 40% discount)	20%	Yes
Infinity Sound, Ltd.	Infinity Sound pricelist	15%	Yes
Videotex Systems	InFocus pricelist	0%	No
JPM Communications	Infocus pricelist (10% to 20% discount)	10%	Yes
Schoolhouse Audio-Visual	JBL pricelist (5% to 35% discount)	5%	No
Videotex Systems	JBL pricelist (5% to 25% discount)	5%	No
Schoolhouse Audio-Visual	Kramer pricelist (5% to 30% discount)	5%	No
Videotex Systems	Kramer pricelist (5% to 30% discount)	5%	No
Schoolhouse Audio-Visual	LabGruppen pricelist (5% to 40% discount)	5%	No
Schoolhouse Audio-Visual	Liberty Wire & Cable pricelist (5% to 25% discount)	5%	No
Schoolhouse Audio-Visual	Listen Technologies pricelist (10% to 20% discount)	10%	No
Videotex Systems	Litepanels pricelist (5% to 12% discount)	5%	No
Videotex Systems	Lowel Lighting pricelist (5% to 30% discount)	5%	No
Schoolhouse Audio-Visual	Lowell pricelist (10% to 25% discount)	10%	No
Videotex Systems	Luxor pricelist	0%	No
Schoolhouse Audio-Visual	Luxor pricelist (10% to 20% discount)	10%	No
Videotex Systems	Manfrotto pricelist (15% to 30% discount)	15%	No
Mansfield Media Solutions, LLC	Mansfield Media Solutions pricelist (0% to 60.37% discount)	0%	Yes
Schoolhouse Audio-Visual	Middle Atlantic pricelist (5% to 30% discount)	5%	No
Videotex Systems	Middle Atlantic pricelist (5% to 30% discount)	5%	No
JPM Communications	NEC pricelist (10% to 20% discount)	10%	No

# The Local Government Purchasing Cooperative

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Schoolhouse Audio-Visual	Newline Interactive pricelist (45% to 60% discount)	45%	No
Videotex Systems	Newtek pricelist	0%	No
Videotex Systems	O,Connor pricelist (5% to 12% discount)	5%	No
Schoolhouse Audio-Visual	Panasonic Projector pricelist (10% to 25% discount)	10%	Yes
Videotex Systems	Peerless pricelist (5% to 25% discount)	5%	No
Schoolhouse Audio-Visual	Penton pricelist (10% to 40% discount)	10%	No
Videotex Systems	Petrol Bags (Now "Sachtler Bags") pricelist (5% to 15% discount)	5%	No
Schoolhouse Audio-Visual	Point Source pricelist (10% to 35% discount)	10%	No
Schoolhouse Audio-Visual	Premier Mounts pricelist (15% to 40% discount)	15%	No
Videotex Systems	Premiere Mounts pricelist (15% to 35% discount)	15%	No
ProComputing Corp.	ProComputing Corporation pricelist	2%	Yes
Videotex Systems	ProMAX/Cache-A pricelist (10% to 15% discount)	10%	No
JPM Communications	Promethean pricelist (10% to 20% discount)	10%	No
Schoolhouse Audio-Visual	Qomo-Quest pricelist (15% to 30% discount)	15%	No
Schoolhouse Audio-Visual	Quam Nichols pricelist (15% to 30% discount)	15%	No
JPM Communications	Ricoh pricelist (10% to 20% discount)	10%	No
Videotex Systems	Sachtler pricelist (5% to 15% discount)	5%	No
Scott Electric	Scott Electric Specialty Lamp Division pricelist	10%	Yes
Videotex Systems	Sennheiser pricelist (10% to 30% discount)	10%	No
Azbell Electronics	Sharp pricelist (20% to 40% discount)	20%	Yes
Schoolhouse Audio-Visual	Sharp Prof Displays pricelist (10% to 40% discount)	10%	No
Schoolhouse Audio-Visual	Shure pricelist (10% to 40% discount)	10%	No
Videotex Systems	Shure pricelist (10% to 40% discount)	10%	No
Smart Group Systems	Smart Group Systems pricelist (0% to 39.69% discount)	0%	Yes
Videotex Systems	Sony Consumer pricelist	0%	No
JPM Communications	Sony pricelist (10% to 20% discount)	10%	No

# The Local Government Purchasing Cooperative

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Videotex Systems	Sony Professional Video pricelist	10%	No
Schoolhouse Audio-Visual	Soundcraft pricelist (5% to 25% discount)	5%	No
Schoolhouse Audio-Visual	Sound-Craft Systems pricelist (15% to 25% discount)	15%	No
Southwest Sound and Electronics, Inc	Southwest Sound & Electronics pricelist (10%-30%, excludes intercom system)	10%	Yes
Summit Integration Systems	Summit pricelist (0% to 43% discount)	0%	Yes
Schoolhouse Audio-Visual	Tannoy-TC Group pricelist (10% to 30% discount)	10%	No
Schoolhouse Audio-Visual	Tascam pricelist (15% to 25% discount)	15%	No
Videotex Systems	TASCAM pricelist (15% to 30% discount)	15%	No
Texas Media Systems	Texas Media Systems pricelist	10%	Yes
Schoolhouse Audio-Visual	TOA Electronics pricelist (10% to 25% discount)	10%	No
Videotex Systems	TV One pricelist (15% to 30% discount)	15%	No
Videotex Systems	Vaddio pricelist (20% to 35% discount)	20%	No
Valiant National AV Supply	Valiant National AV Supply catalog	5%	Yes
Videotex Systems	Video Furniture International pricelist (10% to 25% discount)	10%	No
Videotex Systems	Vinten pricelist (5% to 15% discount)	5%	No
Schoolhouse Audio-Visual	Vivitek pricelist (15% to 35% discount)	15%	No
Schoolhouse Audio-Visual	Whirlwind pricelist (10% to 40% discount)	10%	No
Schoolhouse Audio-Visual	Williams Sound pricelist (15% to 20% discount)	15%	No
ACP Direct	www.acpdirect.com	0%	Yes
Videotex Systems	www.averusa.com (15% to 25% discount)	15%	No
B&H Foto & Electronics Corp.	www.bandh.com	1%	Yes
Best Buy For Business	www.bbfb.com (0% to 25% discount)	0%	Yes
Camcor, Inc.	www.camcor.com	3%	Yes
Prime Systems-Directron.com	www.directron.com (10% to 40% discount)	10%	Yes
DLP Lamp Source	www.dlplampsource.com	15%	Yes
Videotex Systems	www.hamiltonbuhl.com	25%	No
Master Audio Visuals Inc.	www.masterav.com (0% to 30% discount)	0%	Yes

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# The Local Government Purchasing Cooperative

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## Final Catalog Award Report for Audio Visual Equipment and Supplies #482-15

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PCM Gov, Inc.	www.pcmg.com	4%	Yes
Pathway Communications, Ltd.	www.pcomus.com	27%	Yes
Videotex Systems	www.pro.jvc.com (0% to 10% discount)	0%	No
QA Systems, Inc.	www.qasystems.com (5% to 15% discount)	4%	Yes
M and A Technology	www.shopmanda.com (0% to 40% discount)	0%	Yes
Videotex Systems	www.store.apple.com	5%	No
Troxell Communications, Inc.	www.trox.com (5% to 82% discount)	5%	Yes
Videotex Systems	www.usa.canon.com	5%	No
Videotex Systems	www.videotexsystems.com (0% to 40% discount)	0%	Yes
Visual Techniques, Inc.	www.visualtechniques.com	15%	Yes
Schoolhouse Audio-Visual	Yamaha pricelist (10% to 35% discount)	10%	No



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## Final Catalog Award Report for Audio Visual Equipment and Supplies #482-15

### 5 Discount (%) Off Catalog/Pricelist for Audio Visual Supplies

Vendor	Vendor Catalog Info	Percent Discount	Award
Schoolhouse Audio-Visual	ACE BACKSTAGE pricelist (5% to 40% discount)	5%	Yes
Schoolhouse Audio-Visual	AKG pricelist (10% to 40% discount)	10%	Yes
Network Cabling Service, Inc.	AKG pricelist (20% to 30% discount)	20%	Yes
Schoolhouse Audio-Visual	AMK Innovations pricelist (5% to 25% discount)	5%	Yes
Schoolhouse Audio-Visual	AnalogWay pricelist (10% to 40% discount)	10%	Yes
Network Cabling Service, Inc.	APC pricelist (5 to 25% discount)	5%	Yes
Schoolhouse Audio-Visual	Atlas Sound pricelist (10% to 40% discount)	10%	Yes
Network Cabling Service, Inc.	Atlas Sound pricelist (10% to 30% discount)	10%	No
Network Cabling Service, Inc.	Aurora MultiMedia pricelist	25%	Yes
Schoolhouse Audio-Visual	Aurora Multimedia pricelist (10% to 30% discount)	10%	Yes
Network Cabling Service, Inc.	Aver pricelist	10%	Yes
AVES Audio Visual Systems, Inc.	Aves Line Card & Manufacturer pricelist (10% to 75% discount)	10%	Yes
Schoolhouse Audio-Visual	Aviom pricelist (5% to 30% discount)	5%	Yes
Network Cabling Service, Inc.	Balt pricelist	5%	Yes
Network Cabling Service, Inc.	Biamp pricelist	30%	Yes
Schoolhouse Audio-Visual	Bose pricelist (5% to 40% discount)	5%	Yes
Schoolhouse Audio-Visual	Bretford pricelist (15% to 40% discount)	15%	Yes
Schoolhouse Audio-Visual	BSS pricelist (15% to 40% discount)	15%	Yes
Network Cabling Service, Inc.	BSS pricelist (10% to 35% discount)	10%	No
Schoolhouse Audio-Visual	BTX pricelist (15% to 40% discount)	15%	Yes
Network Cabling Service, Inc.	Buhl pricelist	5%	No
Schoolhouse Audio-Visual	Buhl pricelist (15% to 45% discount)	15%	Yes
Network Cabling Service, Inc.	Cables to Go pricelist (10% to 40% discount)	10%	Yes
Network Cabling Service, Inc.	Califone pricelist	5%	No
Schoolhouse Audio-Visual	Califone pricelist (5% to 40% discount)	5%	Yes
Schoolhouse Audio-Visual	Cambridge pricelist (5% to 10% discount)	5%	Yes
N Tune Music and Sound, Inc.	Chief Mounts pricelist (0% to 40% discount)	0%	No

# The Local Government Purchasing Cooperative

For the Period 5/1/2015 to 4/30/2016

## Final Catalog Award Report for Audio Visual Equipment and Supplies #482-15

Network Cabling Service, Inc.	Chief pricelist	30%	Yes
Schoolhouse Audio-Visual	Chief pricelist (15% to 40% discount)	15%	Yes
Graybar	Chief pricelist (10% to 30% discount)	10%	No
JPM Communications	Christy pricelist (10% to 20% discount)	10%	No
Schoolhouse Audio-Visual	Claridge pricelist (15% to 40% discount)	15%	Yes
Network Cabling Service, Inc.	ClearOne pricelist (10% to 20% discount)	10%	Yes
Schoolhouse Audio-Visual	Community pricelist (15% to 40% discount)	15%	Yes
N Tune Music and Sound, Inc.	Community pricelist (0% to 40% discount)	0%	No
Schoolhouse Audio-Visual	Comprehensive pricelist (10% to 40% discount)	10%	Yes
Schoolhouse Audio-Visual	Contemporary Research pricelist (10% to 40% discount)	10%	Yes
Schoolhouse Audio-Visual	Crestron pricelist (15% to 40% discount)	15%	Yes
Network Cabling Service, Inc.	Crestron pricelist (20% to 30% discount)	20%	Yes
Schoolhouse Audio-Visual	Crown pricelist (15% to 40% discount)	15%	Yes
Network Cabling Service, Inc.	Crown pricelist (15% to 40% discount)	15%	Yes
Network Cabling Service, Inc.	Da to Lite pricelist (10% to 40% discount)	10%	Yes
Schoolhouse Audio-Visual	Dalite pricelist (10% to 40% discount)	10%	Yes
Graybar	Da-Lite pricelist (10% to 30% discount)	10%	No
Schoolhouse Audio-Visual	DBX pricelist (10% to 40% discount)	10%	Yes
Schoolhouse Audio-Visual	Draper Inc pricelist (15% to 40% discount)	15%	Yes
Network Cabling Service, Inc.	Draper pricelist	25%	Yes
Education 2000	Education 2000 pricelist	0%	Yes
Schoolhouse Audio-Visual	Eiki pricelist (15% to 40% discount)	15%	Yes
Network Cabling Service, Inc.	Electro-Voice pricelist	20%	Yes
N Tune Music and Sound, Inc.	Epson pricelist (0% to 40% discount)	0%	Yes
Schoolhouse Audio-Visual	Extron pricelist (10% to 40% discount)	10%	Yes
Network Cabling Service, Inc.	Extron pricelist (10% to 40% discount)	10%	Yes
Schoolhouse Audio-Visual	Gator pricelist (5% to 40% discount)	5%	Yes
Schoolhouse Audio-Visual	Hamilton Buhl pricelist (5% to 40% discount)	5%	Yes
JPM Communications	Hitachi pricelist (10% to 20% discount)	10%	No

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## Final Catalog Award Report for Audio Visual Equipment and Supplies #482-15

Infinity Sound, Ltd.	Infinity Sound pricelist	15%	Yes
Network Cabling Service, Inc.	Infocus pricelist	5%	Yes
Inter Technologies Corporation	ITC pricelist (10% to 34% discount)	10%	Yes
Schoolhouse Audio-Visual	JBL pricelist (5% to 35% discount)	5%	Yes
N Tune Music and Sound, Inc.	JBL pricelist (0% to 40% discount)	0%	Yes
Network Cabling Service, Inc.	JBL pricelist (10% to 25% discount)	10%	Yes
Schoolhouse Audio-Visual	Kramer pricelist (5% to 30% discount)	5%	Yes
Network Cabling Service, Inc.	Kramer pricelist (5% to 30% discount)	5%	Yes
N Tune Music and Sound, Inc.	Kramer Signal Processing pricelist (0% to 40% discount)	0%	Yes
Schoolhouse Audio-Visual	LabGruppen pricelist (5% to 40% discount)	5%	Yes
Network Cabling Service, Inc.	LG pricelist	7%	Yes
Network Cabling Service, Inc.	Liberty pricelist	25%	Yes
Schoolhouse Audio-Visual	Liberty Wire & Cable pricelist (5% to 25% discount)	5%	No
Network Cabling Service, Inc.	Listen pricelist	25%	Yes
Schoolhouse Audio-Visual	Listen Technologies pricelist (10% to 20% discount)	10%	No
Schoolhouse Audio-Visual	Lowell pricelist (10% to 25% discount)	10%	Yes
Schoolhouse Audio-Visual	Luxor pricelist (10% to 20% discount)	10%	Yes
Schoolhouse Audio-Visual	Middle Atlantic pricelist (5% to 30% discount)	5%	Yes
Network Cabling Service, Inc.	Middle Atlantic pricelist (5% to 30% discount)	5%	Yes
Schoolhouse Audio-Visual	Newline Interactive pricelist (45% to 60% discount)	45%	Yes
N Tune Music and Sound, Inc.	N-Tune Music and Sound catalog (0% to 40% discount)	0%	No
JPM Communications	Panasonic pricelist (10% to 20% discount)	10%	No
Schoolhouse Audio-Visual	Panasonic Projector pricelist (10% to 25% discount)	10%	Yes
Network Cabling Service, Inc.	Peerless pricelist	20%	Yes
Schoolhouse Audio-Visual	Penton pricelist (10% to 40% discount)	10%	Yes
Schoolhouse Audio-Visual	Point Source pricelist (10% to 35% discount)	10%	Yes
Network Cabling Service, Inc.	Polycom Endpoints pricelist (5% to 30% discount)	5%	Yes

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## Final Catalog Award Report for Audio Visual Equipment and Supplies #482-15

Network Cabling Service, Inc.	Polycorn Infrastructure pricelist (5% to 25% discount)	5%	Yes
Schoolhouse Audio-Visual	Premier Mounts pricelist (15% to 40% discount)	15%	Yes
ProComputing Corp.	ProComputing Corporation pricelist	2%	Yes
Schoolhouse Audio-Visual	Qomo-Quest pricelist (15% to 30% discount)	15%	Yes
N Tune Music and Sound, Inc.	QSC pricelist	20%	Yes
Schoolhouse Audio-Visual	Quam Nichols pricelist (15% to 30% discount)	15%	Yes
N Tune Music and Sound, Inc.	Rane pricelist (0% to 40% discount)	0%	No
Network Cabling Service, Inc.	RDL pricelist (10% to 25% discount)	10%	Yes
Network Cabling Service, Inc.	Revolabs pricelist	25%	Yes
JPM Communications	RTI pricelist (10% to 20% discount)	10%	No
JPM Communications	Samsung pricelist (10% to 20% discount)	10%	No
Schoolhouse Audio-Visual	Sharp Prof Displays pricelist (10% to 40% discount)	10%	Yes
Schoolhouse Audio-Visual	Shure pricelist (10% to 40% discount)	10%	Yes
Smart Group Systems	Smart Group Systems pricelist (0% to 42.59% discount)	0%	Yes
Schoolhouse Audio-Visual	Soundcraft pricelist (5% to 25% discount)	5%	Yes
Schoolhouse Audio-Visual	Sound-Craft Systems pricelist (15% to 25% discount)	15%	Yes
Network Cabling Service, Inc.	Spectrum pricelist	30%	No
Summit Integration Systems	Summit pricelist (0% to 43% discount)	0%	Yes
Schoolhouse Audio-Visual	Tannoy-TC Group pricelist (10% to 30% discount)	10%	Yes
Schoolhouse Audio-Visual	Tascam pricelist (15% to 25% discount)	15%	Yes
N Tune Music and Sound, Inc.	Tascam Teac Professional pricelist (0% to 40% discount)	0%	Yes
Texas Media Systems	Texas Media Systems pricelist	10%	Yes
Schoolhouse Audio-Visual	TOA Electronics pricelist (10% to 25% discount)	10%	Yes
Valiant National AV Supply	Valiant National AV Supply catalog	5%	Yes
Schoolhouse Audio-Visual	Vivitek pricelist (15% to 35% discount)	15%	Yes
Schoolhouse Audio-Visual	Whirlwind pricelist (10% to 40% discount)	10%	Yes

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## Final Catalog Award Report for Audio Visual Equipment and Supplies #482-15

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Schoolhouse Audio-Visual	Williams Sound pricelist (15% to 20% discount)	15%	Yes
ACP Direct	www.acpdirect.com	0%	Yes
B&H Foto & Electronics Corp.	www.bandh.com	1%	Yes
Best Buy For Business	www.bbfb.com (0% to 25% discount)	0%	Yes
Camcor, Inc.	www.camcor.com	3%	Yes
Prime Systems-Directron.com	www.directron.com (10% to 40% discount)	10%	Yes
DLP Lamp Source	www.dlplampsource.com	15%	Yes
Master Audio Visuals Inc.	www.masterav.com (0% to 30% discount)	0%	Yes
PCM Gov, Inc.	www.pcmg.com	4%	Yes
Pathway Communications, Ltd.	www.pcomus.com	22%	Yes
QA Systems, Inc.	www.qasystems.com (5% to 15% discount)	4%	Yes
M and A Technology	www.shopmanda.com (0% to 40% discount)	0%	Yes
Troxell Communications, Inc.	www.trox.com (5% to 82% discount)	5%	Yes
Visual Techniques, Inc.	www.visualtechniques.com	15%	Yes
Schoolhouse Audio-Visual	Yamaha pricelist (10% to 35% discount)	10%	No
N Tune Music and Sound, Inc.	Yamaha pricelist (0% to 40% discount)	0%	No

# The Local Government Purchasing Cooperative

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## Final Catalog Award Report for Audio Visual Equipment and Supplies #482-15

### 6 Discount (%) Off Catalog/Pricelist for Photography Supplies

Vendor	Vendor Catalog Info	Percent Discount	Award
AVES Audio Visual Systems, Inc.	Aves Line Card & Manufacturer pricelist (10% to 75% discount)	10%	Yes
JPM Communications	Chief pricelist (10% to 20% discount)	10%	No
Education 2000	Education 2000 pricelist	0%	No
Infinity Sound, Ltd.	Infinity Sound pricelist	15%	No
JPM Communications	Mustang pricelist (10% to 20% discount)	10%	No
JPM Communications	Peerless pricelist (10% to 20% discount)	10%	No
ProComputing Corp.	ProComputing Corporation pricelist	2%	No
Smart Group Systems	Smart Group Systems pricelist (0% to 52.76% discount)	0%	Yes
Texas Media Systems	Texas Media Systems pricelist	10%	No
Valiant National AV Supply	Valiant National AV Supply catalog	5%	Yes
ACP Direct	www.acpdirect.com	0%	Yes
B&H Foto & Electronics Corp.	www.bandh.com	1%	Yes
Best Buy For Business	www.bbfb.com (0% to 25% discount)	0%	Yes
Camcor, Inc.	www.camcor.com	3%	Yes
Prime Systems-Directron.com	www.directron.com (10% to 40% discount)	10%	Yes
PCM Gov, Inc.	www.pcmg.com	4%	Yes
Pathway Communications, Ltd.	www.pcomus.com	25%	No
QA Systems, Inc.	www.qasystems.com (5% to 15% discount)	4%	Yes
M and A Technology	www.shopmanda.com (0% to 40% discount)	0%	Yes
Troxell Communications, Inc.	www.trox.com (5% to 82% discount)	5%	Yes
Visual Techniques, Inc.	www.visualtechniques.com	15%	No

# The Local Government Purchasing Cooperative

For the Period 5/1/2015 to 4/30/2016

## Final Catalog Award Report for Audio Visual Equipment and Supplies #482-15

### 7 Discount (%) Off Catalog/Pricelist for Audio Visual Repair Parts

Vendor	Vendor Catalog Info	Percent Discount	Award
Network Cabling Service, Inc.	AKG pricelist (20% to 30% discount)	20%	Yes
Network Cabling Service, Inc.	APC pricelist (5% to 25% discount)	5%	Yes
JPM Communications	Atlas pricelist	10%	No
Network Cabling Service, Inc.	Atlas Sound pricelist (10% to 30% discount)	10%	Yes
Network Cabling Service, Inc.	Aurora MultiMedia pricelist	25%	Yes
Network Cabling Service, Inc.	Aver pricelist	10%	Yes
Azbell Electronics	Azbell pricelist (0% to 40% discount)	0%	Yes
Network Cabling Service, Inc.	Balt pricelist	5%	Yes
Network Cabling Service, Inc.	Biamp pricelist	30%	Yes
Network Cabling Service, Inc.	BSS pricelist (10% to 35% discount)	10%	Yes
Network Cabling Service, Inc.	Buhl pricelist	5%	Yes
Network Cabling Service, Inc.	Cables to Go pricelist (10% to 40% discount)	10%	Yes
Network Cabling Service, Inc.	Califone pricelist	5%	Yes
JPM Communications	Cannon pricelist	10%	No
JPM Communications	Casio pricelist	10%	No
Network Cabling Service, Inc.	Chief pricelist	30%	Yes
Graybar	Chief pricelist (10% to 30% discount)	10%	No
JPM Communications	Christy pricelist	10%	No
Network Cabling Service, Inc.	ClearOne pricelist (10% to 20% discount)	10%	Yes
Network Cabling Service, Inc.	Crestron pricelist (20% to 30% discount)	20%	Yes
Network Cabling Service, Inc.	Crown pricelist (15% to 40% discount)	15%	Yes
Graybar	Da-Lite pricelist (10% to 30% discount)	10%	No
Network Cabling Service, Inc.	Da-Lite pricelist (10% to 40% discount)	10%	Yes
Data Projections, Inc.	Data Projections pricelist	10%	Yes
Network Cabling Service, Inc.	Draper pricelist	25%	Yes
Education 2000	Education 2000 pricelist	0%	No
Network Cabling Service, Inc.	Electro-Voice pricelist	20%	Yes
JPM Communications	Epson pricelist	10%	No
Network Cabling Service, Inc.	Extron pricelist (10% to 40% discount)	10%	Yes

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Ford Audio-Video System, Inc.	Ford Audio Visual pricelist (10% to 30% discount)	10%	Yes
JPM Communications	Hitachi pricelist	10%	No
Infinity Sound, Ltd.	Infinity Sound pricelist	15%	Yes
Network Cabling Service, Inc.	Infocus pricelist	5%	Yes
JPM Communications	Infocus pricelist	10%	No
Inter Technologies Corporation	ITC pricelist	6%	Yes
Network Cabling Service, Inc.	JBL pricelist (10% to 25% discount)	10%	Yes
Network Cabling Service, Inc.	Kramer pricelist (5% to 30% discount)	5%	Yes
Network Cabling Service, Inc.	LG pricelist	7%	Yes
Network Cabling Service, Inc.	Liberty pricelist	25%	Yes
Network Cabling Service, Inc.	Listen pricelist	25%	Yes
Network Cabling Service, Inc.	Middle Atlantic pricelist (5% to 30% discount)	5%	Yes
JPM Communications	NEC pricelist	10%	No
Network Cabling Service, Inc.	Peerless pricelist	20%	Yes
Network Cabling Service, Inc.	Polycom Endpoints pricelist (5% to 30% discount)	5%	Yes
Network Cabling Service, Inc.	Polycom Infrastructure pricelist (5% to 25% discount)	5%	Yes
ProComputing Corp.	ProComputing Corporation pricelist	2%	Yes
JPM Communications	Promethean pricelist	10%	No
Network Cabling Service, Inc.	RDL pricelist (10% to 25% discount)	10%	Yes
Network Cabling Service, Inc.	Revolabs pricelist	25%	Yes
JPM Communications	Ricoh pricelist	10%	No
Smart Group Systems	Smart Group Systems pricelist (0% to 61% discount)	0%	Yes
JPM Communications	Sony pricelist	10%	No
Southwest Sound and Electronics, Inc	Southwest Sound & Electronics pricelist (10%-30%, excludes intercom system)	10%	Yes
Network Cabling Service, Inc.	Spectrum pricelist	30%	No
Summit Integration Systems	Summit pricelist (0% to 43% discount)	0%	Yes
Texas Media Systems	Texas Media Systems pricelist	10%	No
ACP Direct	www.acpdirect.com	0%	Yes



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## Final Catalog Award Report for Audio Visual Equipment and Supplies #482-15

B&H Foto & Electronics Corp.	www.bandh.com	1%	Yes
Best Buy For Business	www.bbfb.com (0% to 25% discount)	0%	Yes
Camcor, Inc.	www.camcor.com	3%	Yes
Prime Systems-Directron.com	www.directron.com (10% to 40% discount)	10%	Yes
PCM Gov, Inc.	www.pcmg.com	4%	Yes
Pathway Communications, Ltd.	www.pcomus.com	24%	Yes
QA Systems, Inc.	www.qasystems.com (10% to 25% discount)	4%	Yes
Videotex Systems	www.videotexsystems.com	5%	Yes
Visual Techniques, Inc.	www.visualtechniques.com	15%	Yes

### 8 Discount (%) Off Catalog/Pricelist for all Library Book Security Systems and Supplies

Vendor	Vendor Catalog Info	Percent Discount	Award
Education 2000	Education 2000 pricelist	0%	No
JPM Communications	Honeywell pricelist (10% to 20% discount)	10%	No
Infinity Sound, Ltd.	Infinity Sound pricelist	15%	No
ProComputing Corp.	ProComputing Corporation pricelist	2%	No
JPM Communications	Radar Find pricelist (10% to 20% discount)	10%	No
JPM Communications	RTI pricelist (10% to 20% discount)	10%	No
Smart Group Systems	Smart Group Systems pricelist (0% to 51.59% discount)	0%	Yes
Texas Media Systems	Texas Media Systems pricelist	10%	No
B&H Foto & Electronics Corp.	www.bandh.com	1%	No
Best Buy For Business	www.bbfb.com (0% to 25% discount)	0%	No
Camcor, Inc.	www.camcor.com	3%	No
Prime Systems-Directron.com	www.directron.com (10% to 40% discount)	10%	No
PCM Gov, Inc.	www.pcmg.com	4%	Yes
Pathway Communications, Ltd.	www.pcomus.com	25%	No
Troxell Communications, Inc.	www.trox.com (5% to 82% discount)	5%	Yes
Visual Techniques, Inc.	www.visualtechniques.com	15%	No

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## Final Catalog Award Report for Audio Visual Equipment and Supplies #482-15

### 9 Discount (%) Off Catalog/Pricelist for Classroom/Student Response Systems

Vendor	Vendor Catalog Info	Percent Discount	Award
JPM Communications	Atlas pricelist (10% to 20% discount)	10%	No
Azbell Electronics	Azbell pricelist (10% to 30% discount)	10%	Yes
JPM Communications	Bogen pricelist (10% to 20% discount)	10%	No
JPM Communications	Cramer pricelist (10% to 20% discount)	10%	No
Education 2000	Education 2000 pricelist	0%	Yes
htcomp.net, Inc.	htcomp.net pricelist (35% to 36% discount)	35%	Yes
Infinity Sound, Ltd.	Infinity Sound pricelist	15%	No
ProComputing Corp.	ProComputing Corporation pricelist	2%	No
Schoolhouse Audio-Visual	Qomo pricelist (5% to 30% discount)	15%	Yes
JPM Communications	Quam pricelist (10% to 20% discount)	10%	No
Smart Group Systems	Smart Group Systems pricelist (0% to 54.55% discount)	0%	Yes
Summit Integration Systems	Summit pricelist (0% to 43% discount)	0%	Yes
Texas Media Systems	Texas Media Systems pricelist	10%	No
JPM Communications	Valcom pricelist (10% to 20% discount)	10%	No
Valiant National AV Supply	Valiant National AV Supply catalog	5%	Yes
B&H Foto & Electronics Corp.	www.bandh.com	1%	Yes
Best Buy For Business	www.bbfb.com (0% to 25% discount)	0%	No
Camcor, Inc.	www.camcor.com	3%	Yes
Prime Systems-Directron.com	www.directron.com (10% to 40% discount)	10%	No
Master Audio Visuals Inc.	www.masterav.com (0% to 30% discount)	0%	Yes
PCM Gov, Inc.	www.pcmg.com	4%	Yes
Pathway Communications, Ltd.	www.pcomus.com	26%	No
QA Systems, Inc.	www.qasystems.com (10% to 35% discount)	4%	Yes
M and A Technology	www.shopmanda.com (0% to 40% discount)	0%	No
Troxell Communications, Inc.	www.trox.com (5% to 82% discount)	5%	Yes
Visual Techniques, Inc.	www.visualtechniques.com	15%	No

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## 10 Discount (%) Off Catalog/Pricelist for Other Audio Visual Products

Vendor	Vendor Catalog Info	Percent Discount	Award
Schoolhouse Audio-Visual	ACE BACKSTAGE pricelist (5% to 40% discount)	5%	Yes
Commercial Sales and Service, Inc.	AE pricelist	40%	Yes
Schoolhouse Audio-Visual	AKG pricelist (10% to 40% discount)	10%	Yes
Network Cabling Service, Inc.	AKG pricelist (20% to 30% discount)	20%	Yes
Schoolhouse Audio-Visual	AMK Innovations pricelist (5% to 25% discount)	5%	Yes
Schoolhouse Audio-Visual	AnalogWay pricelist (10% to 40% discount)	10%	Yes
Network Cabling Service, Inc.	APC pricelist (5% to 25% discount)	5%	Yes
Schoolhouse Audio-Visual	Atlas Sound pricelist (10% to 40% discount)	10%	Yes
Network Cabling Service, Inc.	Atlas Sound pricelist (10% to 30% discount)	10%	No
Graybar	Atlas Sound pricelist (10% to 30% discount)	10%	No
JPM Communications	Atlona pricelist (10% to 20% discount)	10%	No
Network Cabling Service, Inc.	Aurora MultiMedia pricelist	25%	Yes
Schoolhouse Audio-Visual	Aurora Multimedia pricelist (10% to 30% discount)	10%	No
Network Cabling Service, Inc.	Aver pricelist	10%	Yes
AVES Audio Visual Systems, Inc.	Aves Line Card & Manufacturer pricelist (10% to 75% discount)	10%	Yes
Schoolhouse Audio-Visual	Aviom pricelist (5% to 30% discount)	5%	Yes
Azbell Electronics	Azbell pricelist (0% to 50% discount)	0%	Yes
Network Cabling Service, Inc.	Balt pricelist	5%	No
Barbizon Light	Barbizon Lamp pricelist	4%	No
Network Cabling Service, Inc.	Biamp pricelist	30%	Yes
Schoolhouse Audio-Visual	Bose pricelist (5% to 40% discount)	5%	Yes
Schoolhouse Audio-Visual	Bretford pricelist (15% to 40% discount)	15%	No
Schoolhouse Audio-Visual	BSS pricelist (15% to 40% discount)	15%	Yes
Network Cabling Service, Inc.	BSS pricelist (10% to 35% discount)	10%	No
Schoolhouse Audio-Visual	BTX pricelist (15% to 40% discount)	15%	Yes
Network Cabling Service, Inc.	Buhl pricelist	5%	No
Schoolhouse Audio-Visual	Buhl pricelist (15% to 45% discount)	15%	Yes

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Network Cabling Service, Inc.	Cables to Go pricelist (10% to 40% discount)	10%	Yes
Network Cabling Service, Inc.	Califone pricelist	5%	No
Schoolhouse Audio-Visual	Califone pricelist (5% to 40% discount)	5%	Yes
Schoolhouse Audio-Visual	Cambridge pricelist (5% to 10% discount)	5%	Yes
N Tune Music and Sound, Inc.	Chief Mounts pricelist (0% to 40% discount)	0%	No
Network Cabling Service, Inc.	Chief pricelist	30%	Yes
Schoolhouse Audio-Visual	Chief pricelist (15% to 40% discount)	15%	Yes
Graybar	Chief pricelist (10% to 40% discount)	10%	No
Schoolhouse Audio-Visual	Claridge pricelist (15% to 40% discount)	15%	Yes
Network Cabling Service, Inc.	ClearOne pricelist (10% to 20% discount)	10%	Yes
Schoolhouse Audio-Visual	Community pricelist (15% to 40% discount)	15%	Yes
N Tune Music and Sound, Inc.	Community pricelist (0% to 40% discount)	0%	No
Schoolhouse Audio-Visual	Comprehensive pricelist (10% to 40% discount)	10%	Yes
Schoolhouse Audio-Visual	Contemporary Research pricelist (10% to 40% discount)	10%	Yes
Schoolhouse Audio-Visual	Crestron pricelist (15% to 40% discount)	15%	Yes
Network Cabling Service, Inc.	Crestron pricelist (20% to 30% discount)	20%	Yes
Schoolhouse Audio-Visual	Crown pricelist (15% to 40% discount)	15%	Yes
Network Cabling Service, Inc.	Crown pricelist (15% to 40% discount)	15%	Yes
JPM Communications	CTG pricelist (10% to 20% discount)	10%	No
Schoolhouse Audio-Visual	Dalite pricelist (10% to 40% discount)	10%	Yes
Network Cabling Service, Inc.	Da-Lite pricelist (10% to 40% discount)	10%	Yes
Graybar	Da-Lite pricelist (10% to 40% discount)	10%	Yes
Data Projections, Inc.	Data Projections pricelist	10%	Yes
Schoolhouse Audio-Visual	DBX pricelist (10% to 40% discount)	10%	Yes
Schoolhouse Audio-Visual	Draper Inc pricelist (15% to 40% discount)	15%	Yes
Network Cabling Service, Inc.	Draper pricelist	25%	Yes
Education 2000	Education 2000 pricelist	0%	Yes
Schoolhouse Audio-Visual	Eiki pricelist (15% to 40% discount)	15%	Yes
Graybar	Eiko pricelist	5%	No

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Network Cabling Service, Inc.	Electro-Voice pricelist	20%	Yes
N Tune Music and Sound, Inc.	Epson pricelist (0% to 40% discount)	0%	No
Schoolhouse Audio-Visual	Extron pricelist (10% to 40% discount)	10%	Yes
JPM Communications	Extron pricelist (10% to 20% discount)	10%	No
Network Cabling Service, Inc.	Extron pricelist (10% to 40% discount)	10%	Yes
Ford Audio-Video System, Inc.	Ford Audio Visual pricelist (10% to 30% discount)	10%	Yes
JPM Communications	FSR pricelist (10% to 20% discount)	10%	No
Schoolhouse Audio-Visual	Gator pricelist (5% to 40% discount)	5%	Yes
Schoolhouse Audio-Visual	Hamilton Buhl pricelist (5% to 40% discount)	5%	Yes
Infinity Sound, Ltd.	Infinity Sound pricelist	15%	Yes
Network Cabling Service, Inc.	Infocus pricelist	5%	Yes
Inter Technologies Corporation	ITC pricelist (5% to 23% discount)	5%	Yes
Schoolhouse Audio-Visual	JBL pricelist (5% to 35% discount)	5%	Yes
N Tune Music and Sound, Inc.	JBL pricelist (0% to 40% discount)	0%	Yes
Network Cabling Service, Inc.	JBL pricelist (10% to 25% discount)	10%	Yes
Schoolhouse Audio-Visual	Kramer pricelist (5% to 30% discount)	5%	Yes
Network Cabling Service, Inc.	Kramer pricelist (5% to 30% discount)	5%	Yes
N Tune Music and Sound, Inc.	Kramer Signal Processing pricelist (0% to 40% discount)	0%	Yes
Schoolhouse Audio-Visual	LabGruppen pricelist (5% to 40% discount)	5%	Yes
Network Cabling Service, Inc.	LG pricelist	7%	Yes
Network Cabling Service, Inc.	Liberty pricelist	25%	Yes
Schoolhouse Audio-Visual	Liberty Wire & Cable pricelist (5% to 25% discount)	5%	No
Network Cabling Service, Inc.	Listen pricelist	25%	Yes
Schoolhouse Audio-Visual	Listen Technologies pricelist (10% to 20% discount)	10%	No
Schoolhouse Audio-Visual	Lowell pricelist (10% to 25% discount)	10%	Yes
Schoolhouse Audio-Visual	Luxor pricelist (10% to 20% discount)	10%	Yes
Schoolhouse Audio-Visual	Middle Atlantic pricelist (5% to 30% discount)	5%	Yes
Network Cabling Service, Inc.	Middle Atlantic pricelist (5% to 30% discount)	5%	Yes

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Schoolhouse Audio-Visual	Newline Interactive pricelist (45% to 60% discount)	45%	Yes
N Tune Music and Sound, Inc.	N-Tune Music and Sound catalog (0% to 40% discount)	0%	No
Schoolhouse Audio-Visual	Panasonic Projector pricelist (10% to 25% discount)	10%	Yes
Network Cabling Service, Inc.	Peerless pricelist	20%	Yes
Schoolhouse Audio-Visual	Penton pricelist (10% to 40% discount)	10%	Yes
Schoolhouse Audio-Visual	Point Source pricelist (10% to 35% discount)	10%	Yes
Network Cabling Service, Inc.	Polycom Endpoints pricelist (5% to 30% discount)	5%	Yes
Network Cabling Service, Inc.	Polycom Infrastructure pricelist (5% to 25% discount)	5%	Yes
Schoolhouse Audio-Visual	Premier Mounts pricelist (15% to 40% discount)	15%	Yes
ProComputing Corp.	ProComputing Corporation pricelist	2%	Yes
Schoolhouse Audio-Visual	Qomo-Quest pricelist (15% to 30% discount)	15%	Yes
N Tune Music and Sound, Inc.	QSC pricelist	20%	Yes
Schoolhouse Audio-Visual	Quam Nichols pricelist (15% to 30% discount)	15%	Yes
JPM Communications	Quictron pricelist (10% to 20% discount)	10%	No
N Tune Music and Sound, Inc.	Rane pricelist (0% to 40% discount)	0%	Yes
JPM Communications	Rapid Run pricelist (10% to 20% discount)	10%	No
Network Cabling Service, Inc.	RDL pricelist (10% to 25% discount)	10%	Yes
Network Cabling Service, Inc.	Revolabs pricelist	25%	Yes
JPM Communications	RTI pricelist (10% to 20% discount)	10%	No
Scott Electric	Scott Electric Specialty Lamp Division pricelist	10%	Yes
Schoolhouse Audio-Visual	Sharp Prof Displays pricelist (10% to 40% discount)	10%	Yes
Schoolhouse Audio-Visual	Shure pricelist (10% to 40% discount)	10%	Yes
Smart Group Systems	Smart Group Systems pricelist (0% to 55% discount)	0%	Yes
Schoolhouse Audio-Visual	Soundcraft pricelist (5% to 25% discount)	5%	Yes
Schoolhouse Audio-Visual	Sound-Craft Systems pricelist (15% to 25% discount)	15%	Yes
Southwest Sound and Electronics, Inc	Southwest Sound & Electronics pricelist (10%-30%, excludes intercom system)	10%	Yes

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Network Cabling Service, Inc.	Spectrum pricelist	30%	No
Summit Integration Systems	Summit pricelist (0% to 43% discount)	0%	Yes
Schoolhouse Audio-Visual	Tannoy-TC Group pricelist (10% to 30% discount)	10%	Yes
Schoolhouse Audio-Visual	Tascam pricelist (15% to 25% discount)	15%	Yes
N Tune Music and Sound, Inc.	Tascam Teac Professional pricelist (0% to 40% discount)	0%	Yes
Texas Media Systems	Texas Media Systems pricelist	10%	Yes
Schoolhouse Audio-Visual	TOA Electronics pricelist (10% to 25% discount)	10%	Yes
Valiant National AV Supply	Valiant National AV Supply catalog	5%	Yes
Schoolhouse Audio-Visual	Vivitek pricelist (15% to 35% discount)	15%	Yes
Schoolhouse Audio-Visual	Whirlwind pricelist (10% to 40% discount)	10%	Yes
Schoolhouse Audio-Visual	Williams Sound pricelist (15% to 20% discount)	15%	Yes
ACP Direct	www.acpdirect.com	0%	Yes
B&H Foto & Electronics Corp.	www.bandh.com	1%	Yes
Best Buy For Business	www.bbfb.com (0% to 25% discount)	0%	Yes
Camcor, Inc.	www.camcor.com	3%	Yes
Prime Systems-Directron.com	www.directron.com (10% to 40% discount)	10%	Yes
DLP Lamp Source	www.dlplampsource.com	15%	Yes
Master Audio Visuals Inc.	www.masterav.com (0% to 30% discount)	0%	Yes
PCM Gov, Inc.	www.pcmg.com	4%	Yes
Pathway Communications, Ltd.	www.pcomus.com	24%	Yes
QA Systems, Inc.	www.qasystems.com (10% to 25% discount)	4%	Yes
M and A Technology	www.shopmanda.com (0% to 40% discount)	0%	Yes
Troxell Communications, Inc.	www.trox.com (5% to 82% discount)	5%	Yes
Videotex Systems	www.videotexsystems.com (0% to 40% discount)	0%	Yes
Visual Techniques, Inc.	www.visualtechniques.com	15%	Yes
Schoolhouse Audio-Visual	Yamaha pricelist (10% to 35% discount)	10%	Yes
N Tune Music and Sound, Inc.	Yamaha pricelist (0% to 40% discount)	0%	Yes

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## 11 Not to Exceed Hourly Labor Rate for: Installation of Audio Visual Items

Vendor	Vendor Brand and Model Number	Bid Price	Award
J.R., Inc.	Hourly Labor Rate for Installation of Audio Visual Items (10% of cost)	\$1.00	Yes
Prime Systems-Directron.com	Hourly Labor Rate for Installation of Audio Visual Items	\$25.00	Yes
Smart Group Systems	Hourly Labor Rate for Installation of Audio Visual Items	\$45.00	Yes
JPM Communications	Hourly Labor Rate for Installation of Audio Visual Items	\$50.00	Yes
Summit Integration Systems	Hourly Labor Rate for Installation of Audio Visual Items (\$50.00 to \$130.00 per hour)	\$50.00	Yes
Mansfield Media Solutions, LLC	Hourly Labor Rate for Installation of Audio Visual Items	\$60.00	Yes
QA Systems, Inc.	Hourly Labor Rate for Installation of Audio Visual Items	\$61.00	Yes
Infinity Sound, Ltd.	Hourly Labor Rate for Installation of Audio Visual Items	\$65.00	Yes
M and A Technology	Hourly Labor Rate for Installation of Audio Visual Items	\$69.00	Yes
AVES Audio Visual Systems, Inc.	Hourly Labor Rate for Installation of Audio Visual Items (Local Area)	\$70.00	Yes
Ford Audio-Video System, Inc.	Hourly Labor Rate for Installation of Audio Visual Items	\$72.00	Yes
Inter Technologies Corporation	Hourly Labor Rate for Installation of Audio Visual Items	\$74.00	Yes
Southwest Sound and Electronics, Inc	Hourly Labor Rate for Installation of Audio Visual Items	\$75.00	Yes
N Tune Music and Sound, Inc.	Hourly Labor Rate for Installation of Audio Visual Items	\$75.00	Yes
Videotex Systems	Hourly Labor Rate for Installation of Audio Visual Items	\$75.00	Yes
Pathway Communications, Ltd.	Hourly Labor Rate for Installation of Audio Visual Items	\$75.00	Yes
Troxell Communications, Inc.	Hourly Labor Rate for Installation of Audio Visual Items	\$81.00	Yes
Texas Media Systems	Hourly Labor Rate for Installation of Audio Visual Items	\$82.50	Yes
Network Cabling Service, Inc.	Hourly Labor Rate for Installation of Audio Visual Items	\$85.00	Yes
Master Audio Visuals Inc.	Hourly Labor Rate for Installation of Audio Visual Items	\$85.00	Yes
Schoolhouse Audio-Visual	Hourly Labor Rate for Installation of Audio Visual Items (\$100.00 to \$150.00 per hour, 2 hour minimum)	\$100.00	Yes
Visual Techniques, Inc.	Hourly Labor Rate for Installation of Audio Visual Items	\$100.00	Yes
ProComputing Corp.	Hourly Labor Rate for Installation of Audio Visual Items	\$125.00	Yes
Audio Visual Aids Corp.	Hourly Labor Rate for Installation of Audio Visual Items	\$125.00	Yes
ImageNet Consulting	Hourly Labor Rate for Installation of Audio Visual Items	\$125.00	Yes
Data Projections, Inc.	Hourly Labor Rate for Installation of Audio Visual Items	\$150.00	Yes
Azbell Electronics	Hourly Labor Rate for Installation of Audio Visual Items	\$150.00	Yes
Commercial Sales and Service, Inc.	Hourly Labor Rate for Installation of Audio Visual Items	\$250.00	Yes



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PCM Gov, Inc.

Hourly Labor Rate for Installation of Audio Visual Items

\$499.00

Yes

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12 Not to Exceed Hourly Labor Rate for: Service/Repair of Audio Visual Items

Vendor	Vendor Brand and Model Number	Bid Price	Award
Prime Systems-Directron.com	Hourly Labor Rate for Service/Repair of Audio Visual Items	\$30.00	Yes
Mansfield Media Solutions, LLC	Hourly Labor Rate for Service/Repair of Audio Visual Items	\$45.00	Yes
Smart Group Systems	Hourly Labor Rate for Service/Repair of Audio Visual Items	\$45.00	Yes
Summit Integration Systems	Hourly Labor Rate for Service/Repair of Audio Visual Items (\$50.00 to \$130.00 per hour)	\$50.00	Yes
AVES Audio Visual Systems, Inc.	Hourly Labor Rate for Service/Repair of Audio Visual Items (Local Area)	\$50.00	Yes
QA Systems, Inc.	Hourly Labor Rate for Service/Repair of Audio Visual Items	\$61.00	Yes
Inter Technologies Corporation	Hourly Labor Rate for Service/Repair of Audio Visual Items	\$74.00	Yes
Infinity Sound, Ltd.	Hourly Labor Rate for Service/Repair of Audio Visual Items	\$75.00	Yes
M and A Technology	Hourly Labor Rate for Service/Repair of Audio Visual Items	\$75.00	Yes
Southwest Sound and Electronics, Inc	Hourly Labor Rate for Service/Repair of Audio Visual Items	\$75.00	Yes
N Tune Music and Sound, Inc.	Hourly Labor Rate for Service/Repair of Audio Visual Items	\$75.00	Yes
Visual Techniques, Inc.	Hourly Labor Rate for Service/Repair of Audio Visual Items	\$75.00	Yes
JPM Communications	Hourly Labor Rate for Service/Repair of Audio Visual Items	\$85.00	Yes
Master Audio Visuals Inc.	Hourly Labor Rate for Service/Repair of Audio Visual Items	\$85.00	Yes
Pathway Communications, Ltd.	Hourly Labor Rate for Service/Repair of Audio Visual Items	\$90.00	Yes
Videotex Systems	Hourly Labor Rate for Service/Repair of Audio Visual Items	\$95.00	Yes
ProComputing Corp.	Hourly Labor Rate for Service/Repair of Audio Visual Items	\$95.00	Yes
Network Cabling Service, Inc.	Hourly Labor Rate for Service/Repair of Audio Visual Items	\$95.00	Yes
Schoolhouse Audio-Visual	Hourly Labor Rate for Service/Repair of Audio Visual Items (\$95.00 to \$142.50 per hour, 2 hour minimum)	\$95.00	Yes
Ford Audio-Video System, Inc.	Hourly Labor Rate for Service/Repair of Audio Visual Items	\$96.00	Yes

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Texas Media Systems	Hourly Labor Rate for Service/Repair of Audio Visual Items	\$125.00	Yes
ImageNet Consulting	Hourly Labor Rate for Service/Repair of Audio Visual Items	\$125.00	Yes
Azbell Electronics	Hourly Labor Rate for Service/Repair of Audio Visual Items	\$150.00	Yes
Data Projections, Inc.	Hourly Labor Rate for Service/Repair of Audio Visual Items	\$200.00	Yes