



**State of Oklahoma - Office of Management and Enterprise Services (OMES)**  
**Contract # SW1021 - Audio Video Equipment Purchase, Installation, & Maintenance**

**Ford Audio Video Systems, LLC - Contract # SW1021 Discount Pricelist - Effective 8-6-18**

| <b>Manufacturer</b>   | <b>Discount<br/>% from<br/>MSRP</b> | <b>Manufacturer</b>       | <b>Discount<br/>% from<br/>MSRP</b> | <b>Manufacturer</b>  | <b>Discount<br/>% from<br/>MSRP</b> |
|-----------------------|-------------------------------------|---------------------------|-------------------------------------|----------------------|-------------------------------------|
| Ace Backstage         | 29%                                 | Clear-Com                 | 16%                                 | Juice Goose          | 24%                                 |
| AJA                   | 12%                                 | Clock Audio               | 29%                                 | JVC Professional     | 18%                                 |
| AKG                   | 38%                                 | Communication Specialties | 14%                                 | Key West             | 7%                                  |
| Allen & Heath         | 17%                                 | Community                 | 33%                                 | Kramer               | 35%                                 |
| Altinex               | 18%                                 | Compix                    | 6%                                  | Lectrosonics         | 21%                                 |
| Altman                | 16%                                 | Contemporary Research     | 22%                                 | Leprecon             | 20%                                 |
| AMX                   | 41%                                 | Countryman                | 35%                                 | Leviton              | 26%                                 |
| Analog Way            | 18%                                 | Covid                     | 37%                                 | LG                   | 17%                                 |
| Anchor Audio          | 28%                                 | Crest Audio               | 29%                                 | LifeSize             | 18%                                 |
| Ashley                | 33%                                 | Crestron                  | 41%                                 | Listen Technologies  | 22%                                 |
| Atlas Sound           | 39%                                 | Crown                     | 41%                                 | Lowell Manufacturing | 47%                                 |
| ATM-Flyware           | 29%                                 | Da-Lite                   | 29%                                 | Lutron               | 35%                                 |
| Audio Technica        | 41%                                 | DBX Professional          | 30%                                 | Mackie Designs       | 26%                                 |
| Audix                 | 35%                                 | Digidesign                | 17%                                 | Magenta Research     | 20%                                 |
| Auralex Acoustics     | 34%                                 | Digital Factory           | 35%                                 | Marshall Electronics | 15%                                 |
| Avigilon              | 18%                                 | Digital Projection        | 19%                                 | McCauley Sound       | 35%                                 |
| Avitech               | 18%                                 | Display Devices           | 19%                                 | Meyer Sound Labs     | 29%                                 |
| Avteq                 | 36%                                 | Display Werks             | 26%                                 | Microboards          | 20%                                 |
| Bag End               | 24%                                 | DPA Microphones           | 6%                                  | Middle Atlantic      | 41%                                 |
| Barco                 | 23%                                 | Draper                    | 33%                                 | Miranda              | 31%                                 |
| Beyerdynamic          | 26%                                 | D'San                     | 6%                                  | Mitsubishi           | 21%                                 |
| Biamp                 | 38%                                 | Dukane                    | 38%                                 | Mystery Electronics  | 35%                                 |
| Bittree               | 16%                                 | DWI                       | 19%                                 | Navitar              | 19%                                 |
| Blackmagic Design     | 6%                                  | Enseo Inc.                | 20%                                 | NEC Display          | 12%                                 |
| Blonder Tongue        | 8%                                  | Epson                     | 16%                                 | Newline Interactive  | 6%                                  |
| Bogen Communications  | 52%                                 | ETC Lighting              | 25%                                 | Niles                | 48%                                 |
| Bogen Imaging         | 14%                                 | Evertz                    | 10%                                 | Omni-Mount           | 35%                                 |
| Bosch                 | 25%                                 | Extron                    | 41%                                 | Oxmoor               | 18%                                 |
| Bretford              | 29%                                 | FSR                       | 19%                                 | Panasonic            | 19%                                 |
| Brightline            | 18%                                 | Fulcrum Acoustic          | 29%                                 | Peavey               | 24%                                 |
| BSS Audio             | 29%                                 | Furman                    | 39%                                 | Peerless             | 43%                                 |
| BTX                   | 23%                                 | Galaxy Audio              | 38%                                 | Perdue Acoustics     | 15%                                 |
| Cables To Go          | 46%                                 | Gepco                     | 36%                                 | Planar               | 8%                                  |
| Canare Cable          | 10%                                 | Hall Research             | 27%                                 | ProCo Sound          | 52%                                 |
| Canon                 | 23%                                 | Harris Broadcast          | 5%                                  | QSC                  | 28%                                 |
| Chauvet Lighting      | 29%                                 | Hitachi America           | 28%                                 | Radio Design Labs    | 30%                                 |
| Chief                 | 35%                                 | Hosa                      | 60%                                 | Rane                 | 28%                                 |
| Christie              | 23%                                 | IED                       | 19%                                 | Rapco                | 31%                                 |
| ChyronHego            | 5%                                  | Ikegami Electronics       | 17%                                 | Raxxess              | 46%                                 |
| Cisco                 | 29%                                 | JBL Professional          | 29%                                 | RCI Systems Inc.     | 26%                                 |
| Cisco EZ Care Support | 13%                                 | Jensen Transformers       | 21%                                 | Renkus-Heinz         | 30%                                 |

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**(Continued)**

| <b>Manufacturer</b> | <b>Discount<br/>% from<br/>MSRP</b> | <b>Manufacturer</b> | <b>Discount<br/>% from<br/>MSRP</b> | <b>Manufacturer</b> | <b>Discount<br/>% from<br/>MSRP</b> |
|---------------------|-------------------------------------|---------------------|-------------------------------------|---------------------|-------------------------------------|
| RGB Spectrum        | 18%                                 | SoundTube           | 31%                                 | TV One              | 21%                                 |
| Rose                | 11%                                 | Stewart Film Screen | 27%                                 | Ultimate Support    | 50%                                 |
| Ross Video          | 12%                                 | SurgeX              | 21%                                 | Vaddio              | 21%                                 |
| Samsung             | 15%                                 | Symetrix            | 28%                                 | Video Furniture     | 38%                                 |
| Sanyo               | 31%                                 | Tannoy              | 39%                                 | Vinten              | 14%                                 |
| Screen Innovations  | 28%                                 | Teac                | 30%                                 | West Penn Wire      | 36%                                 |
| Sennheiser          | 18%                                 | Technomad           | 16%                                 | Whirlwind           | 27%                                 |
| Sharp               | 29%                                 | TelVue              | 12%                                 | Williams Sound      | 35%                                 |
| Shure               | 29%                                 | Thor Broadcast      | 18%                                 | Winsted             | 15%                                 |
| Smart Technologies  | 14%                                 | TOA                 | 33%                                 | Wireless Computing  | 17%                                 |
| Sonance             | 15%                                 | Toner Cable         | 26%                                 | Wolfvision          | 17%                                 |
| Sony Professional   | 16%                                 | Tote Vision         | 28%                                 | Yamaha              | 29%                                 |
| Soundcraft          | 26%                                 | Tripp Lite          | 44%                                 |                     |                                     |
|                     |                                     |                     |                                     |                     |                                     |

**Polycom Video Telepresence Systems:**

|                     |   |     |
|---------------------|---|-----|
| Video Group 1 - DC8 | CX5000 Series Systems for Microsoft, CX7000 Series Systems for Microsoft, CX8000 Series Systems for Microsoft | 13% |
|---------------------|---|-----|

|                      |   |     |
|----------------------|---|-----|
| Video Group 2 - DC10 | HDX 7000 Series , HDX 6000 Series, RealPresence Group 300 & 310 | 19% |
|----------------------|---|-----|

|                      |  |     |
|----------------------|--|-----|
| Video Group 3 - DC12 | HDX Executive Collection Series, HDX 9000 Series, HDX 9000 Series Cameras, HDX 8000 Series, HDX 8000 Media Center Series, HDX 7000 Media Center Series, HDX 6000 Media Center Series, EagleEye Director Bundle, HDX 4500 Series, HDX 4002 Series, RealPresence Group 500, RealPresence Group 700 | 25% |
|----------------------|--|-----|

|                      |                                     |     |
|----------------------|-------------------------------------|-----|
| Video Group 4 - DC14 | VVX 1500 Media Phone Series Systems | 31% |
|----------------------|-------------------------------------|-----|

**Polycom Voice Solution Systems:**

|                     |   |     |
|---------------------|---|-----|
| Voice Group 1 - DC8 | VoiceStation Series Conference Phones, Communicator USB Speakerphones, 3000 Conference Phone, CX Desktop Phones for Microsoft | 13% |
|---------------------|---|-----|

|                      |  |     |
|----------------------|--|-----|
| Voice Group 2 - DC12 | SoundStructure Series, Vortex Series Systems | 25% |
|----------------------|--|-----|

|                      |  |     |
|----------------------|--|-----|
| Voice Group 3 - DC14 | SoundStation IP 7000, SoundStation IP 5000, SoundStation Duo, SoundStation2, SoundStation2W, CX Desktop, VVX 300 Series, VVX 400 Series, , VVX 500 Series, , VVX 6500 Series, VVX 1500 Series, SoundPoint IP | 31% |
|----------------------|--|-----|

|                      |   |     |
|----------------------|---|-----|
| Voice Group 4 - DC16 | SoundStation VTX 1000 Conference Phones | 36% |
|----------------------|---|-----|

**Polycom Total Coverage Branded Services:**

|                     |   |     |
|---------------------|---|-----|
| Installation - DC13 | Onsite OUI Installation Service   | 10% |
| Maintenance - DC13  | Total Coverage One Year & Total Coverage Three Year Maintenance Service | 10% |

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**Category Two - Installation and Training****Hourly Rates:**

|                          |          |
|--------------------------|----------|
| Engineering              | \$110.00 |
| Field Engineering        | \$98.00  |
| Project Management       | \$110.00 |
| Field Management         | \$86.00  |
| Installation Technicians | \$64.00  |
| Shop Fabrication         | \$52.00  |
| Training                 | \$86.00  |

**Category Three - Maintenance/Service****Service Rates Per Hour:**

|                      |          |
|----------------------|----------|
| In-Shop Bench Rate   | \$75.00  |
| Standard Field Rate  | \$115.00 |
| Emergency Field Rate | \$150.00 |

**Response Time Frame:**

|  |
|--|
| Standard: 8am - 5pm, 4 Hour + Travel Time  |
| Emergency: 8am - 5pm, 2 Hour + Travel Time |

Technicians originate from Oklahoma City and Tulsa

Field service rate charges begin when technician leaves our facility and stop when they return to our facility. No travel time is added for service calls located within the Oklahoma City and Tulsa metro areas.

Polycom and Cisco require that the buyer purchase a service agreement with the purchase of their hardware products. The discounts offered for Polycom and Cisco service are for factory direct service, and not from a 3rd party service organization.