



**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 % from MSRP</b>	<b>Manufacturer</b>	<b>Discount % from MSRP</b>	<b>Manufacturer</b>	<b>Discount % from 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%

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

**(Continued)**

<b>Manufacturer</b>	<b>Discount % from MSRP</b>	<b>Manufacturer</b>	<b>Discount % from MSRP</b>	<b>Manufacturer</b>	<b>Discount % from 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%		

<b>Polycom</b>	<b>Video Telepresence Systems:</b>
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Video Group 1 - DC8	CX5000 Series Systems for Microsoft, CX7000 Series Systems for Microsoft, CX8000 Series Systems for Microsoft	13%
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Video Group 2 - DC10	HDX 7000 Series , HDX 6000 Series, RealPresence Group 300 & 310	19%
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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%
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Video Group 4 - DC14	VVX 1500 Media Phone Series Systems	31%
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<b>Polycom</b>	<b>Voice Solution Systems:</b>
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Voice Group 1 - DC8	VoiceStation Series Conference Phones, Communicator USB Speakerphones, 3000 Conference Phone, CX Desktop Phones for Microsoft	13%
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Voice Group 2 - DC12	SoundStructure Series, Vortex Series Systems	25%
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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%
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Voice Group 4 - DC16	SoundStation VTX 1000 Conference Phones	36%
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<b>Polycom</b>	<b>Total Coverage Branded Services:</b>
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Installation - DC13	Onsite OUI Installation Service	10%
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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.