



ARLINGTON COUNTY, VIRGINIA  
OFFICE OF THE PURCHASING AGENT  
2100 CLARENDON BOULEVARD, SUITE 500  
ARLINGTON, VIRGINIA 22201

**CONTRACT AWARD COVERPAGE**

<b>TO:</b> DIGITAL VIDEO GROUP, INC. 105 Sylvia Road Ashland, VA 23005	<b>DATE ISSUED:</b> APRIL 3, 2023
	<b>CONTRACT NO:</b> 23-CMO-R-591
	<b>CONTRACT TITLE:</b> AUDIO VISUAL PRODUCTS, SERVICE AND MAINTENANCE

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**THIS IS A NOTICE OF AWARD OF CONTRACT AND NOT AN ORDER. NO WORK IS AUTHORIZED UNTIL THE VENDOR RECEIVES A VALID COUNTY PURCHASE ORDER ENCUMBERING CONTRACT FUNDS.**

The contract documents consist of the terms and conditions of AGREEMENT No. 23-CMO-R-591 including any attachments or amendments thereto.

**EFFECTIVE DATE:** April 3, 2023  
**EXPIRES:** June 30, 2023  
**RENEWALS:** SEVEN (7) ADDITIONAL ONE-YEAR RENEWAL FROM JULY 1, 2023, TO JUNE 30, 2030.  
**COMMODITY CODE(S):** 88011, 93620  
**LIVING WAGE:** N

**ATTACHMENTS:**  
AGREEMENT No. 23-CMO-R-591  
ATTACHMENT A – Virginia Commonwealth University contract C0002291

**EMPLOYEES NOT TO BENEFIT:**  
**NO COUNTY EMPLOYEE SHALL RECEIVE ANY SHARE OR BENEFIT OF THIS CONTRACT NOT AVAILABLE TO THE GENERAL PUBLIC.**

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<b><u>VENDOR CONTACT:</u></b>	David B. Thomas	<b><u>VENDOR TEL. NO.:</u></b>	<u>(804) 319-6694</u>
<b><u>EMAIL ADDRESS:</u></b>	<a href="mailto:david@digitalvideogroup.com">david@digitalvideogroup.com</a>		
<b><u>COUNTY CONTACT:</u></b>	Pam Locke, Project Officer (CMO)	<b><u>COUNTY TEL. NO.:</u></b>	<u>(703) 228-3952</u>
<b><u>COUNTY CONTACT EMAIL:</u></b>	<a href="mailto:plocke@arlingtonva.us">plocke@arlingtonva.us</a>		

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**PURCHASING DIVISION AUTHORIZATION**

**NAME:** JAVIER ITURRALDE      **TITLE:** PROCUREMENT OFFICER      **DATE:** APRIL 3, 2023



**ARLINGTON COUNTY, VIRGINIA  
OFFICE OF THE PURCHASING AGENT  
2100 CLARENDON BOULEVARD, SUITE 500  
ARLINGTON, VA 22201**

**RIDER AGREEMENT NO. 23-CMO-R-591**

THIS AGREEMENT (hereinafter "Agreement") is made, on the date of its execution by the County, between Digital Video Group, Inc. ("Contractor"), a corporation with a place of business at 105 Sylvania Road, Ashland, VA 23005 authorized to transact business in the Commonwealth of Virginia, and the County Board of Arlington County, Virginia ("County"). The County and the Contractor, for the consideration specified herein or specified in a County Purchase Order referencing this Agreement, agree as follows:

**1. CONTRACT DOCUMENTS**

The Contract Documents consist of this Agreement, Exhibit A – Virginia Commonwealth University Contract C0002291 together with any exhibits and amendments issued or applicable thereto (collectively, "Contract Documents" or "Contract"). This Agreement rides a contract awarded to the Contractor and extended by the Contractor to the County on the same terms and conditions as the Contractor's agreement with the Virginia Commonwealth University. Where the terms of this Agreement vary from the terms and conditions of the other Contract Documents, the terms and conditions of this Agreement shall prevail.

The Contract Documents set forth the entire agreement between the County and the Contractor. The County and the Contractor agree that no representative or agent of either of them has made any representation or promise with respect to the parties' agreement which is not contained in the Contract Documents.

**2. CONTRACT TERM**

The Contractor's provision of goods and services for the County ("Work") shall commence upon the execution of the Agreement by the County" and shall be completed no later than June 30, 2023 ("Contract Term"), subject to any modifications as provided for in the Contract Documents regarding the Contract Term. No aspect of the Work shall be deemed complete until it is accepted by the County's Project Officer.

Upon satisfactory performance by the Contractor, if the Virginia Commonwealth University renews their agreement identified in Exhibit A, the County may elect to renew this Agreement under the same contract terms for seven (7) one-year renewal periods from July 1, 2023, to June 30, 2030 ("Subsequent Contract Term"). However, if the Virginia Commonwealth University does NOT renew their agreement identified in Exhibit A, this Agreement shall automatically expire on the contract expiration date.

**3. PAYMENT**

Payment will be made by the County to the Contractor within thirty days (30) days after receipt by the County Project Officer of an invoice detailing the Work provided by the Contractor and accepted by the County. All payments will be made from the County to the Contractor via ACH. Each invoice must certify that the invoice submitted is a true and accurate accounting of the work performed and goods and/or services provided and must be signed and attested to by the Contractor or authorized designee. The Project Officer will either approve the invoice or require corrections. The number of the County Purchase Order pursuant to which authority goods or services have been performed or delivered shall appear on all invoices.

**4. SCOPE OF WORK**

The Contractor agrees to perform the goods and/or services described in the Contract Documents (hereinafter “the Work”). The primary purpose of the Work is to furnish Audio Visual Products, Services and Maintenance.

The Contract Documents set forth the minimum Work estimated by the County and the Contractor to be necessary to complete the Work. It shall be the Contractor’s responsibility, at the Contractor’s sole cost, to provide the specific Work set forth in the Contract Documents sufficient to fulfill the purposes of the Work. Nothing in the Contract Documents shall be construed to limit the Contractor’s responsibility to manage the details and execution of the Work.

**5. PROJECT OFFICER**

The performance of the Contractor is subject to the review and approval of the County Project Officer (“Project Officer”) who shall be appointed by the Director of the Arlington County department or agency which seeks to obtain the Work pursuant to this Contract. However, it shall be the responsibility of the Contractor to manage the details of the execution and performance of its Work pursuant to the Contract Documents.

**6. COUNTY PURCHASE ORDER REQUIREMENT**

County purchases are authorized only if a County Purchase Order is issued in advance of the transaction. A Purchase Order must indicate that the ordering agency has sufficient funds available to pay for the purchase. Such a Purchase Order is to be provided to the Contractor by the ordering agency. The County will not be liable for payment for any purchases made by its employees without appropriate purchase authorization issued by the County Purchasing Agent. If the Contractor provides goods or services without a signed County Purchase Order, it does so at its own risk and expense.

**7. NON-APPROPRIATION**

All funds for payments by the County to the Contractor pursuant to this Contract are subject to the availability of an annual appropriation for this purpose by the County Board of Arlington County, Virginia. In the event of non-appropriation of funds by the County Board of Arlington County, Virginia for the goods or services provided under this Contract or substitutes for such goods or services which are as advanced or more advanced in their technology, the County will terminate the Contract, without termination charge or other liability to the County, on the last day of the then current fiscal year or when the appropriation made for the then current year for the services covered by this Contract is spent, whichever event occurs first. If funds are not appropriated at any time for the continuation of this Contract, cancellation will be accepted by the Contractor on thirty (30) days prior written notice, but failure to give such notice shall be of no effect and the County shall not be obligated under this Contract beyond the date of termination specified in the County’s written notice.

**8. COVID-19 VACCINATION POLICY FOR CONTRACTORS**

Due to the ongoing COVID-19 pandemic, the County has taken various steps to protect the welfare, health, safety, and comfort of the workforce and public at large. As part of these steps, the County has implemented various requirements with respect to health and safety including policies with respect to social distancing, the use of face-coverings and vaccine mandates. To protect the County's workforce and the public at large, all employees and subcontractors of the Contractor who are assigned to this Contract, should be fully vaccinated against COVID-19. Any contractor employee or subcontractor who is not fully vaccinated should be following a weekly testing protocol as established by the Contractor, unless exempt pursuant to a valid reasonable accommodation under state or federal law.

**9. APPLICABLE LAW, FORUM, VENUE AND JURISDICTION**

This Contract and the work performed hereunder shall be governed in all respects by the laws of the Commonwealth of Virginia, and the jurisdiction, forum, and venue for any litigation with respect thereto shall be in the Circuit Court for Arlington County, Virginia, and in no other court. In performing its Work pursuant to this Contract, the Contractor shall comply with applicable federal, state, and local laws, ordinances and regulations.

**10. NOTICES**

Unless otherwise provided herein, all notices and other communications required by this Contract shall be deemed to have been given when made in writing and either (a) delivered in person, (b) delivered by an agent, such as an overnight or similar delivery service, or (c) deposited in the United States mail, postage prepaid, certified or registered, addressed as follows:

**TO THE CONTRACTOR:**

Digital Video Group, Inc.  
David Thomas  
105 Sylvia Road  
Ashland, VA 23005  
Phone: 804-319-6694  
Email: [david@digitalvideogroup.com](mailto:david@digitalvideogroup.com)

**TO THE COUNTY:**

Pam Locke, Project Officer  
Arlington County, Virginia  
2100 Clarendon Boulevard, Suite 302  
Arlington, Virginia 22201  
Phone: (703) 228-3952  
Email: [plocke@arlingtonva.us](mailto:plocke@arlingtonva.us)

**AND**

Dr. Sharon T. Lewis, LL.M, MPS, VCO, CPPB  
Purchasing Agent  
Arlington County, Virginia  
2100 Clarendon Boulevard, Suite 500  
Arlington, Virginia 22201  
Phone: (703) 228-3294  
Email: [slewis1@arlingtonva.us](mailto:slewis1@arlingtonva.us)

**TO COUNTY MANAGER’S OFFICE (FOR PROJECT CLAIMS):**

Mark Schwartz, County Manager  
Arlington County, Virginia  
2100 Clarendon Boulevard, Suite 318  
Arlington, Virginia 22201

**11. ARLINGTON COUNTY BUSINESS LICENSES**

The Contractor must comply with the provisions of Chapter 11 (“Licenses”) of the Arlington County Code, if applicable. For information on the provisions of that Chapter and its applicability to this Contract, the Contractor must contact the Arlington County Business License Division, Office of the Commissioner of the Revenue, 2100 Clarendon Blvd., Suite 200, Arlington, Virginia, 22201, telephone number (703) 228-3060, or e-mail [business@arlingtonva.us](mailto:business@arlingtonva.us).

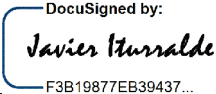
**12. COUNTERPARTS**

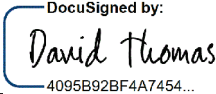
This Agreement may be executed in one or more counterparts and all of such counterparts shall together constitute one and the same instrument. Original signatures transmitted and received via facsimile or other electronic transmission, (e.g., PDF or similar format) are true and valid signatures for all purposes hereunder and shall be effective as delivery of a manually executed original counterpart.

WITNESS these signatures:

THE COUNTY BOARD OF ARLINGTON  
COUNTY, VIRGINIA

DIGITAL VIDEO GROUP, INC.

AUTHORIZED SIGNATURE:  F3B19877EB39437...  
NAME: Javier Iturralde  
TITLE: Procurement Officer  
DATE: 4/3/2023

AUTHORIZED SIGNATURE:  4095B92BF4A7454...  
NAME: David B Thomas  
TITLE: Director, Contract Sales  
DATE: 4/3/2023



## Contract Insight - Contract Management System Public Website Search

<b>Contract Number:</b>	C0002291
<b>Contract Title:</b>	Audio Visual Products, Service and Maintenance
<b>Vendor:</b>	Digital Video Group Inc
<b>Category:</b>	Audiovisual
<b>Institution:</b>	VCU
<b>SWaM:</b>	S
<b>Vendor Contact:</b>	David Thomas david@digitalvideogroup.com
<b>Initial Start Date:</b>	7/1/2022
<b>Current Term Effective:</b>	7/1/2022
<b>Current Term Expires:</b>	6/30/2023
<b>Renewals Remaining:</b>	7.0000
<b>Final End Date:</b>	6/30/2030
<i>If there are no attachments shown below, please contact the contract owner directly for more contract information.</i>	
Attachments / Files	
View File	
<input type="text"/> <input type="button" value="▼"/>	
VCU-DVG Contract C0002291 (RFP #146784801JL).pdf	

[Back to Results](#)
[New Search](#)

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## MASTER SERVICES AGREEMENT

This MASTER SERVICES AGREEMENT (“MSA”), effective as of the last date executed (“Effective Date”), is between Virginia Commonwealth University, a corporation and an institution of higher education of the Commonwealth of Virginia, whose address is 912 West Grace Street, Richmond, VA 23298 (“VCU”, or “University”), and Digital Video Group Inc., a corporation, with offices located at 105 Sylvia Road, Ashland, VA 23005, (“Digital Video Group Inc.” or “Contractor”). VCU and Digital Video Group Inc. are sometimes referred to individually as a “Party” and collectively as the “Parties.”

WHEREAS, VCU issued a Request For Proposals to solicit proposals for Audio Visual Products, Service & Maintenance, RFP #146784801JL issued November 19, 2021 (the RFP); and

WHEREAS, VENDOR Digital Video Group Inc. submitted its proposal dated December 02, 2021, (the “Proposal”) wherein it wished to be considered, inter alia, for the Audio-Visual Products, Service & Maintenance as more fully specified therein (the “Services”); and

WHEREAS, VCU considered all proposals submitted, including Digital Video Group Inc.’s Proposal, and VCU now desires to award to Digital Video Group Inc., as set forth in greater detail below; and

WHEREAS, Digital Video Group Inc. desires to perform the Audio-Visual Products, Service & Maintenance as set forth herein.

NOW THEREFORE, in consideration of the mutual promises set forth herein and for other good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, the Parties agree as follows:

- 1. CONTRACT DOCUMENTS.** The contract documents are integrated and shall consist of: (A) MSA, (B) Price List (C) Publicly Accessible Contract (PAC) Agreement, and (D) Scope of Work (SOW), Quote, or other similar ordering form (if applicable) (all of the foregoing, together, the “Contract”). Should a conflict arise among the foregoing documents, this MSA shall control.
- 2. SERVICES/GOODS.** Digital Video Group Inc. shall provide a broad range of audio visual, multi-media and related products, and on-site consultation, system design, installation, service and maintenance on the audio visual and multi-media products as more fully described below in this Contract.
- 3. TERM and RENEWAL OF CONTRACT:** This contract shall have a one (1) year initial term (the “Initial Term”) and may be renewed by VCU upon mutual written agreement of authorized representatives of both Parties for seven (7) successive one (1) year period (the “Renewal Term”) under the terms and conditions of this original Contract or as otherwise agreed in writing by the Parties at such time.
- 4. FEES:** VCU shall pay Contractor a fee consistent with the attached Price List, and as set forth on the applicable Quote, SOW, or other similar ordering form, net 30 days for the Initial Term following receipt of a proper invoice, services rendered, or goods delivered, whichever is later pursuant to and in accordance with Code of Virginia §§ 2.2-4347 through 2.2-4354 known as the Virginia Prompt Payment Act. Should VCU choose to exercise its right to Renew, the fee shall remain fixed during the Renewal Term. Thereafter, VCU shall pay any additional fees or payments due in accordance with this Section 4. Any payment terms requiring payment in less than 30 days will be regarded as requiring payment 30 days after receipt of invoice or delivery, whichever occurs last. This shall not affect offers of early payment discounts for payment in less than 30 days, however. Fees appearing to be incorrect will be researched and challenged,



and that portion of the invoice held in abeyance until a settlement can be reached. Interest on past due amounts accrues at the rate permitted by Code of Virginia §§ 2.2-4347 through 2.2-4354 known as the Virginia Prompt Payment Act. Contractors may enter invoices into the RealSource Vendor Portal, or Contractors may mail an invoice to the Digital Mailroom, VCU's third party payment provider. The address for submission of invoice to the Digital Mailroom is Accounts Payable, Box 398, Scranton, PA 18505.

5. **CONTRACTOR RESPONSIBILITIES.** The Contractor will provide audio visual, multi-media, and related products, services and maintenance. The Contractor will provide access to every audio visual, multimedia and all related products and services that the company sells through this Contract. Audio visual products and services added to the Contractor product mix after the award of this Contract may be incorporated into the Contract. The Contractor will only provide ENERGY STAR or similarly qualified equipment to Commonwealth of Virginia state agencies in any audio-visual category where these energy efficient products are available. The Contractor will be able to install, maintain and service all products supplied in a professional manner while providing excellent customer service. The Contractor must have a Class "A" Contractor's license with the appropriate specialty classification as recognized by the Virginia Board for Contractors, Department of Professional and Occupational Regulation to perform required installation services for any work that is attached to real property. The Contractor will perform all services needed for successful Design, Project Management, Installation/Integration, Commissioning and Closeout Standards. The Contractor will include a minimum of a one (1) year warranty from the date of acceptance on all equipment or in accordance with the standard manufacturer's warranty, whichever is greater. When necessary or as requested by University, the Contractor will provide professional on-site consultation, system design, installation, service and maintenance on the audio visual and multi-media products.

6. **GENERAL TERMS AND CONDITIONS**

- A. **APPLICABLE LAW AND COURTS:** This Contract shall be construed, governed, and interpreted pursuant to the laws of the Commonwealth of Virginia without regard to choice of law principles. The Parties agree that all disputes arising under this Contract shall be brought in the state or federal courts located in Richmond, Virginia. To the extent any provision of the Contract is prohibited by Virginia law, or is otherwise not authorized by Virginia law, due to VCU's status as an agency of the Commonwealth of Virginia, such provision is null and void. Each party shall be responsible for its own legal fees and costs unless otherwise ordered by a court of law.
- B. **ARBITRATION:** Neither Party shall be compelled to arbitrate any matter or otherwise be subject to any form of alternative dispute resolution, but may request and/or opt to participate in alternative dispute resolution in its sole discretion.
- C. **WAIVER OF CLAIMS:** Notwithstanding anything contained herein to the contrary, VCU is an agency of the Commonwealth of Virginia and as such, pursuant to Va. Code § 2.2-514, cannot waive or settle legal claims that VCU may have against another party nor may VCU bestow any right or obligation that is beyond the duly granted authority of the signatory to bestow or incur on behalf of the Commonwealth of Virginia.
- D. **ANTI-DISCRIMINATION:** Contractor certifies to the Commonwealth that it will conform to the provisions of the Federal Civil Rights Act of 1964, as amended, as well as the Virginia Fair Employment Contracting Act of 1975, as amended, the Virginians With Disabilities Act, the Americans With Disabilities Act and Section 2.2-4311 of the *Virginia Public Procurement Act*. If the



award is made to a faith-based organization, the organization shall not discriminate against any recipient of goods, services, or disbursements made pursuant to the contract on the basis of the recipient's religion, religious belief, refusal to participate in a religious practice, or on the basis of race, age, color, gender or national origin and shall be subject to the same rules as other organizations that contract with public bodies to account for the use of the funds provided; however, if the faith-based organization segregates public funds into separate accounts, only the accounts and programs funded with public funds shall be subject to audit by the public body. (*Code of Virginia*, § 2.2-4343.1). In every contract over \$10,000 the provisions in 1. and 2. below apply:

1. During the performance of this Contract, the Contractor agrees as follows:
  - a. VCU is an equal opportunity/affirmative action institution providing access to education and employment without regard to age, race, color, national origin, gender, religion, sexual orientation, veteran's status, political affiliation or disability. As such, the Contractor will not discriminate against any employee or applicant for employment because of age, race, color, national origin, gender, religion, sexual orientation, veteran's status, political affiliation or disability or any other basis prohibited by state law related to discrimination in employment, except where there is a bona fide occupational qualification reasonably necessary to the normal operation of the Contractor. The Contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.
  - b. The Contractor, in all solicitations or advertisements for employees placed by or on behalf of the Contractor, will state that such Contractor is an equal opportunity employer.
  - c. Notices, advertisements, and solicitations placed in accordance with federal law, rule or regulation shall be deemed sufficient for the purpose of meeting these requirements.
- B. The Contractor will include the provisions of a. above in every subcontract or purchase order over \$10,000 so that the provisions will be binding upon each subcontractor or vendor who performs work relative to this RFP.
- E. IMMIGRATION REFORM AND CONTROL ACT OF 1986: Contractor certifies that it does not and will not during the performance of this contract employ illegal alien workers or otherwise violate the provisions of the Federal Immigration Reform and Control Act of 1986.
- F. ANTITRUST: By entering into a contract, Contractor conveys, sells, assigns, and transfers to the Commonwealth of Virginia all rights, title and interest in and to all causes of the action it may now have or hereafter acquire under the antitrust laws of the United States and the Commonwealth of Virginia, relating to the particular goods or services purchased or acquired by the Commonwealth of Virginia under this Contract.
- G. ASSIGNMENT OF CONTRACT: The Contract shall not be assignable by Contractor in whole or in part without the written consent of the University.
- H. TESTING AND INSPECTION: To the extent applicable, VCU reserves the right to conduct any testing/inspection it may deem advisable to assure goods and services conform to the

specifications/Contract.

I. TERMINATION OF CONTRACT:

1. Either Party may terminate this Contract if the other Party materially breaches this Contract and such breach is not cured within thirty (30) days after written notice to the breaching Party.
2. University reserves the right to term this Contract, in part or in whole, without penalty, upon sixty (60) days written notice to the Contractor.
3. Either Party may terminate this Contract after the initial twelve (12) months of this Contract upon sixty (60) days written notice to the other Party.

J. CHANGES TO THE CONTRACT: Changes may be made to the Contract:

1. The parties may agree to modify the scope of the Contract. An increase or decrease in the price of the Contract resulting from such modification shall be agreed by the parties as a part of their written Contract to modify the scope of the Contract.
2. The Purchasing Agency may order changes within the general scope of the contract at any time by written notice to the Contractor. Changes within the scope of the contract include, but are not limited to, things such as services to be performed, the method of packing or shipment, and the place of delivery or installation. The Contractor shall comply with the notice upon receipt. The Contractor shall be compensated for any additional costs incurred as the result of such order and shall give the Purchasing Agency a credit for any savings.
3. Material, substantive modifications, changes, and amendments to the Contract must be in a writing executed by authorized representatives of each party.

K. NOTICE: All notices provided hereunder in regard to default, claims, actions, or similar events shall be in writing and delivered personally, or sent by registered or certified mail, return receipt requested, postage prepaid, to the respective party at the following addresses:

For VCU:  
Director, Procurement Services  
912 West Grace Street, 5<sup>th</sup> Floor  
Richmond, Virginia 23298-0327

For Digital Video Group Inc.:  
David B. Thomas, Director, Contract Sales  
105 Sylvia Road  
Ashland, VA 23005

Any notice sent by any other means shall not be considered duly given or delivered unless the receiving party affirmatively acknowledges receipt. Notices with respect to any services and communications specifically for day-to-day servicing purposes shall be sent to the designated points of contact as specified by each Party.

L. TAXES: Contractor acknowledges all sales to the Commonwealth of Virginia are normally exempt from State sales tax. State sales and use tax certificates of exemption, Form ST-12, will be issued upon request. Deliveries against this Contract shall usually be free of Federal excise and transportation taxes. The Commonwealth's excise tax exemption registration number is 54-73-

0076K.

- M. FAILURE TO DELIVER GOODS OR SERVICES: In case of failure to deliver goods or services in accordance with the Contract terms and conditions, VCU, after due oral or written notice, may procure them from other sources and hold the Contractor responsible for any resulting additional purchase and administrative costs. This remedy shall be in addition to any other remedies which VCU may have.
- N. SHIPPING: Contractor shall ship all goods FOB destination at the actual freight rate based upon the actual weight of the goods to be shipped.
- O. INSURANCE: Contractor certifies it will have the following insurance coverages, and any insurance otherwise required by applicable law, throughout the entire term of the Contract, as well as renewal terms. For construction contracts, if any subcontractors are involved, the subcontractor will have workers' compensation insurance in accordance with §§ 2.2-4332 and 65.2-800 et seq. of the *Code of Virginia*. Contractor further certifies all insurance coverage will be provided by insurance companies authorized by the Virginia State Corporation Commission to sell insurance in Virginia. Minimum Insurance Coverages and Limits Required for Most Contracts:
1. Worker's Compensation - Statutory requirements and benefits. Coverage is compulsory for employers of three or more employees, to include the employer.
  2. Employers Liability - \$100,000.
  3. Commercial General Liability - \$1,000,000 per occurrence. Commercial General Liability is to include bodily injury and property damage, personal injury and advertising injury, products, and completed operations coverage. The Commonwealth of Virginia must be named as an additional insured and so endorsed on the policy.
  4. Automobile Liability - \$1,000,000 per occurrence. (applicable only if motor vehicle is to be used in performance of this Contract)
  5. Cyber Security Liability - \$5,000,000 (applicable as determined by the University)
- P. DRUG-FREE WORKPLACE: During the performance of this contract, the Contractor agrees to (i) provide a drug-free workplace for the contractor's employees; (ii) post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana is prohibited in the contractor's workplace and specifying the actions that will be taken against employees for violation of such prohibition; (iii) state in all solicitations or advertisements for employees placed by or on behalf of the Contractor that the Contractor maintains a drug-free workplace; and (iv) includes the provisions of the foregoing clauses in every subcontract or purchase order of over \$10,000, so that the provisions will be binding upon each subcontractor or vendor providing services under this Contract. For the purposes of this section, "*drug-free workplace*" means a site for the performance of work done in connection with a specific contract awarded to a contractor, the employees of whom are prohibited from engaging in the unlawful manufacture, sale, distribution, dispensation, possession or use of any controlled substance or marijuana during the performance of the Contract.
- Q. NONDISCRIMINATION: As applicable, federal law requires compliance with the following:

1. 41 CFR § 60-1.4 Equal Opportunity Clause prohibiting discrimination on the basis of race, color, religion, sex, or national origin.
  2. 41 CFR 60-741.5(a) and 41 CFR 60-300.5(a). These regulations prohibit discrimination against qualified individuals on the basis of disability (60-741.5(a)) and protected veteran status (41 CFR 60-300.5(a)), and require affirmative action to employ and advance in employment qualified individuals with disabilities and qualified protected veterans.
- R. FERPA: To the extent that University provides to Contractor any identifiable student information, including student address, phone number and email address, the University hereby designates Contractor as a school official with a legitimate educational interest in using such student information, and Contractor agrees to use such information only for the purpose of fulfilling its obligations under this Contract. Contractor further agrees not to disclose any such student information to any individual other than the student except as required by applicable law, rule or regulation or court or governmental order or as authorized in writing by the University or the individual student. Contractor acknowledges that this protection of student information is necessary for the University's compliance with the Code of Virginia section 23.1-405(C) and the federal Family Educational Rights and Privacy Act (FERPA).
- S. CONFIDENTIAL INFORMATION: "Confidential Information" means all information of a party ("Disclosing party") disclosed or made available to the other party ("Receiving party") that (i) is clearly marked or identified as such at the time of disclosure or within a reasonable time thereafter; or (ii) should be reasonably known by the Receiving party to be confidential due to the nature of the information disclosed and the circumstances surrounding the disclosure. Confidential Information of VCU shall include, but not be limited to information about VCU personnel and students of VCU to the extent such information is not available to the public domain in accordance with the laws of the Commonwealth of Virginia and FERPA. Contractor shall use its reasonable efforts to prevent and protect Confidential Information from unauthorized use or disclosure, with at least the same degree of care that Contractor uses to protect its own confidential and proprietary information, but in no event less than a reasonable degree of care under the circumstances. Each Party will only disclose the other Party's Confidential Information to its employees, consultants, or subcontractors only on a need-to-know basis, provided that such employees or subcontractors are subject to confidentiality obligations no less restrictive than those contained herein. Upon the completion of the services and upon request of VCU, Contractor shall return all Confidential Information received in written format, including copies or reproductions or other media containing Confidential Information within seven (7) days of such request.
- T. VA FOIA: Nothing contained herein is intended to limit VCU's compliance with the Virginia Freedom of Information Act ("VFOIA"). For clarity, contracts and pricing between VCU and its vendors are not considered to be exempt from VFOIA requests.
- U. INDEMNIFICATION: Contractor agrees to indemnify, defend, and hold harmless VCU, the Commonwealth of Virginia, and their officers, employees and agents from any claim, damage, liability, injury, expense or loss, including defense costs and attorneys' fees, arising from Contractor's negligence under this Agreement. Accordingly, VCU shall promptly notify Contractor of any claim or action brought against VCU in connection with this Agreement. Upon such notification, and at the request and direction of VCU and/or the Office of the Attorney General, Contractor will immediately defend any such claim or action pursuant to the provisions and requirements of § 2.2-514 of the Code of Virginia.

- V. **LIMITATION OF LIABILITY:** Contractor shall be liable for the direct damages caused by the negligence of itself, its officers, employees, and agents in connection with this Contract or any goods, services, actions, or omissions relating to this Contract.
- W. **STATUTORY DAMAGES:** VCU is not authorized to waive damages granted or otherwise available by statute.
- X. **SOVEREIGN IMMUNITY:** VCU is an agency of the Commonwealth of Virginia and is afforded the protection of sovereign immunity under Virginia law. Any claims against VCU or the Commonwealth are subject to the requirements established under Virginia law for bringing such claims against VCU or the Commonwealth, including the Virginia Tort Claims Act (Va. Code §§ 8.01-195.1 et seq.) and other applicable statutes relating to claims against the Commonwealth or its agencies. Notwithstanding any other provision, nothing in this Contract shall be deemed to be or construed as a waiver of VCU's or the Commonwealth's sovereign immunity, or any other applicable requirements under Virginia law for bringing claims against VCU or the Commonwealth. The total cumulative liability of the University, its officers, employees, and agents in connection with this contract or in connection with any goods, services, actions or omissions relating to this contract, shall not under any circumstance exceed payment of the maximum purchase price.
- Y. **FORCE MAJEURE:** Neither Party will be responsible for any losses resulting from delay or failure in performance resulting from any cause beyond either Party's reasonable control, including without limitation, war, strikes or labor disputes, civil disturbances, fires, natural disasters, pandemics, including if VCU, in its sole discretion, must close a campus location or take other restrictive actions due to concerns related to the COVID-19 pandemic or acts of God. If the delay or failure in the performance of the Party claiming Force Majeure continues for thirty (30) days or more, then the Party not claiming Force Majeure may terminate this Agreement by written notice to the other Party without penalty. Any funds paid will be reimbursed pro rata based on Services not provided.
- Z. **AUDIT:** The Contractor shall retain all books, records, and other documents relative to this contract for five (5) years after final payment, or until audited by the Commonwealth of Virginia, whichever is sooner. The University, its authorized agents, and/or State auditors shall have full access to and the right to examine any of said materials during said period.
- AA. **AVAILABILITY OF FUNDS:** It is understood and agreed between the parties herein that VCU shall be bound hereunder only to the extent the funds are appropriated, or otherwise made available, from the Virginia General Assembly or other funding source, or which funds may hereafter be provided for the purpose of this Contract.
- BB. **ADDITIONAL GOODS AND SERVICES:** The University may acquire other goods or services that the supplier provides than those specifically solicited. The University reserves the right, subject to mutual contract, for Contractor to provide additional goods and/or services under the same pricing, terms and conditions and to make modifications or enhancements to the existing goods and services. Such additional goods and services may include other products, components, accessories, subsystems, or related services newly introduced during the term of the Contract.
- CC. **REALSOURCE REGISTRATION:** This Contract shall result in a purchase order or purchase orders issued via VCU's source-to-pay platform, RealSource. Contractor shall register in RealSource upon award of contract. For information on registering, visit [realsource.vcu.edu](https://realsource.vcu.edu). Registration is free, and registered vendors shall have access to purchase order, invoice, and payment information.



Contractor is responsible for the security of its RealSource portal account, including restricting access to it, maintaining the confidentiality of login information, and taking any other actions necessary to protect the security of the Contractor's account. VCU will not be responsible for a third party's fraudulent collection of VCU payments due to the Contractor's failure to update or protect its account information. If this is a cooperative procurement, this clause shall apply to orders placed by VCU only.

DD. eVA REGISTRATION AND FEES: Contractor agrees to self-register with the Commonwealth of Virginia's electronic procurement system, eVA (information on eVA can be found at <http://www.eva.virginia.gov>), and agrees to maintain self-registered status for the duration of this Contract. The Commonwealth shall assess eVA transaction fees as specified below for each order resulting from this Contract. The Vendor Transaction Fee is:

1. DSBSD-certified Small Businesses: 1%, capped at \$500 per order.
2. Businesses that are not DSBSD-certified Small Businesses: 1%, capped at \$1,500 per order.

The specified Vendor Transaction Fee will be invoiced by the Commonwealth of Virginia Department of General Services, approximately 30 days after the corresponding purchase order is issued and the invoice is payable 30 days after the invoice date.

Contractor is responsible for the security of its eVA account, including restricting access to it, maintaining the confidentiality of login information, and taking any other actions necessary to protect the security of Contractor's account. VCU will not be responsible for a third party's fraudulent collection of VCU payments due to Contractor's failure to update or protect its account information.

## 7. SPECIAL TERMS AND CONDITIONS

- A. ADVERTISING: Contractor shall not state in any of its advertising or product literature that the University, the Commonwealth of Virginia, or any agency or institution of the Commonwealth has purchased or uses its products or services.
- B. TRADEMARKS/LOGOS: The University retains all rights, title and interest to its trademarks, logos and other intellectual property. Contractor shall first submit a request in writing to the VCU Division of University Relations prior to use of any VCU marks, name, or logos.
- C. SPECIAL EDUCATIONAL OR PROMOTIONAL DISCOUNTS: The Contractor shall extend any special educational or promotional sale prices or discounts immediately to University during the term of this Contract. Such notice shall also advise the duration of the specific sale or discount price.
- D. PROMPT PAYMENT DISCOUNTS: Virginia Commonwealth University will pay within 30 days after receipt and acceptance of an invoice. Offerors are encouraged to offer a prompt payment discount, in which Offeror provides a discount off the invoice total in exchange for VCU paying the invoice in fewer than 30 days. Offeror should describe such an offer at the bottom of their pricing proposal, indicating both A) the discount percentage offered and B) the net number of days in which payment would need to be made in order to achieve the discount.

- E. **EXTRA CHARGES NOT ALLOWED:** The Contract price shall reflect all fees to be incurred for the performance of the Contract, including all applicable freight and installation charges. Any additional fees that arise during the performance of the Contract shall only be paid if approved by the University prior to incurring such fees.
- F. **ADDITIONAL USERS OF CONTRACT:** It is the University's intent to allow for cooperative procurement. Accordingly, any public body, public or private health or educational institution, or any University-related foundation (Additional Users) may access this Agreement if authorized by Selected Firm.

To that end and if agreeable with the Contractor, upon written request from Additional Users the Contractor may allow access to the contract. Although the University desires to provide access on such contract to Additional Users, the Contractor is not required to provide such access. A Contractor's willingness to provide this access to Additional Users, will not be a consideration in awarding this contract. Although the Additional Users have access to any resulting contract, Additional Users are not bound to use the contract and any use of the contract is strictly optional.

If the Additional Users choose to access the contract and the Contractor agrees to such access, the terms and conditions of the contract will be in full force and effect as between the Additional Users and the Contractor. VCU will have no responsibility for the resolution of any contractual disputes, or for payment for services rendered which may arise from an Additional User accessing the contract. The Contractor understands and agrees that it shall not have any recourse against VCU with respect to any claim it may have against another Additional User that accessed this contract.

- G. **GRAMM-LEACH-BLILEY ACT:** The Contractor shall comply with the Act by implementing and maintaining appropriate safeguards to protect and prevent unauthorized release of student, faculty and staff nonpublic information. Nonpublic information is defined as social security numbers, or financial transactions, bank, credit, and tax information.
- H. **SUBCONTRACTS:** No portion of the work shall be subcontracted without prior written consent of the purchasing agency. In the event that the Contractor desires to subcontract some part of the work specified herein, the Contractor shall furnish the University with the names, qualifications and experience of their proposed subcontractors. The Contractor shall, however, remain fully liable and responsible for the work to be done by its subcontractor(s) and shall assure compliance with all requirements of the Contract.
- I. **CRIMINAL BACKGROUND INVESTIGATION:** If Contractor employees and agents will be on the VCU campus, or have access to protected data as defined herein, Contractor must comply with the following: Contractor shall ensure that its employees, full-time or part-time, including newly hired, re-hired, seasonal, and/or temporary, who may have access to VCU confidential or proprietary information, or data about VCU personnel or students, have passed a criminal background check pursuant to the Code of Virginia, § 2.2-1201.1. Criminal background checks shall comply with the standards set forth in VCU's employment policies found at:

<http://www.policy.vcu.edu/sites/default/files/Criminal%20Conviction%20Investigations.pdf>

Specifically, Contractor shall ensure an investigation is conducted by a third-party vendor



utilizing courthouse records and national databases to obtain records within the past seven (7) years. Convictions related to drugs, violence and/or sexual behavior are generally considered job related due to the nature of the VCU environment and the need to provide reasonable levels of protection for students, patients, employees, visitors, and institutional resources.

- J. IDENTIFICATION CARDS: All Contractor employees authorized to work at VCU must obtain a VCU identification card. Information on obtaining a card is available at <http://vcucard.vcu.edu/>. Contractor's employees must wear their VCU identification when they are on VCU property.
- K. REPRESENTATIONS AND WARRANTIES: All representations and warranties made by University are made to the best of its knowledge at the time the representation or warranty is made. University will use its best efforts to comply with all conditions and restrictions on its accounts and the services provided hereunder.
- L. WARRANTY: All materials and equipment shall be fully guaranteed against defects in material and workmanship for a minimum period of one (1) year following date of delivery. Should any defect be noted by the owner, the University will notify the Contractor of such defect or non-conformance. Notification will state either (1) that the Contractor shall replace or correct, or (2) the University does not require replacement or correction, but an equitable adjustment to the contract price will be negotiated. If the Contractor is required to correct or replace, it shall be at no cost to the University and shall be subject to all provisions of this clause to the same extent as materials initially delivered. If the Contractor fails or refuses to replace or correct the deficiency, the University may have the materials corrected or replaced with similar items and charge the Contractor the costs occasioned thereby or obtain an equitable adjustment in the contract price
- M. SECTION 508 COMPLIANCE: All information technology which, pursuant to this Contract, is purchased or upgraded by or for the use of the University (the "Technology") shall comply with Section 508 of the Rehabilitation Act (29 U.S.C. 794d), as amended. If requested, the Contractor must provide a detailed explanation of how compliance with Section 508 of the Rehabilitation Act is achieved and a validation of concept demonstration. The requirements of this Paragraph along with the Non-Visual Access to Technology clause below shall be construed to achieve full compliance with the Information Technology Access Act, §§ 2.2-3500 through 2.2-3504 of the Code of Virginia.
- N. NONVISUAL ACCESS TO TECHNOLOGY: All Technology shall comply with the following nonvisual access standards from the date of purchase or upgrade until the expiration of this Contract:
  - 1. effective, interactive control and use of the Technology shall be readily achievable by nonvisual means;
  - 2. the Technology equipped for nonvisual access shall be compatible with information technology used by other individuals with whom any blind or visually impaired user of the Technology interacts;
  - 3. nonvisual access technology shall be integrated into any networks used to share communications among employees, program participants or the public; and
  - 4. the technology for nonvisual access shall have the capability of providing equivalent access by nonvisual means to telecommunications or other interconnected network services used by persons who are not blind or visually impaired.

Compliance with the foregoing nonvisual access standards shall not be required if University determines (i) the Technology is not available with nonvisual access because the essential elements of the Technology are visual and (ii) nonvisual equivalence is not available. Installation of hardware, software, or peripheral devices used for nonvisual access is not required when the Technology is being used exclusively by individuals who are not blind or visually impaired, but applications programs and underlying operating systems (including the format of the data) used for the manipulation and presentation of information shall permit the installation and effective use of nonvisual access software and peripheral devices. If requested, the Contractor must provide a detailed explanation of how compliance with the foregoing nonvisual access standards is achieved and a validation of concept demonstration. The requirements of this Paragraph shall be construed to achieve full compliance with the Information Technology Access Act, §§ 2.1-807 through 2.1-811 of the Code of Virginia.

**8. FEDERAL TERMS AND CONDITIONS**

For Contracts funded by a U.S. Government grant or contract, the following provisions found in Appendix II of the Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards; Final Rule (2 CFR Part 200, et al) shall be incorporated and made a part of this Contract.

- A. Equal Employment Opportunity (E.O. 11246 as amended by E.O. 11375 and supplemented by 41 CFR part 60).
- B. For construction with Federal funds: the Davis-Bacon Act (40 U.S.C. 3141-3148) as supplemented by 29 CFR part 5
- C. Copeland "Anti-Kickback" Act (40 U.S.C. 3145 and 29 CFR part 3).
- D. Where applicable, the Contract Work Hours and Safety Standards Act (40 U.S.C. 3701-3708) as supplemented by 29 CFR part 5.
- E. For non-profit organizations and small business, patent rights will be governed by 37 CFR part 401, "Rights to Inventions Made by Non-Profit Organizations and Small Business Firms under Government Grants, Contracts and Cooperative Contracts."
- F. The Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251- 1387.), as amended.
- G. Mandatory standards and policies relating to energy efficiency contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act (42 U.S.C. 6201).
- H. When applicable, this Contract is subject to Debarment and Suspension (E.O.s 12549 and 12689) as provided in 2 CFR part 180.
- I. The BYRD Anti-Lobbying Amendment (31 U. S. C. 1352): awards of \$100,000.00 or more will file the required certification.
- J. This contractor and subcontractor shall abide by the requirements of 41 CFR 60-

1.4(a), 60-300.5(a) and 60-741.5(a). These regulations prohibit discrimination against qualified individuals based on their status as protected veterans or individuals with disabilities, and prohibit discrimination against all individuals based on their race, color, religion, sex, sexual orientation, gender identity, national origin, and for inquiring about, discussing or disclosing compensation. Moreover, these regulations require that covered prime contractors and subcontractors take affirmative action to employ and advance in employment individuals without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability or veteran status.

**9. INFORMATION SECURITY / DATA PRIVACY**


- A. To the extent Contractor now or in the future accesses, collects, processes, stores, or transmits University Data as defined in the University’s Data and Intellectual Property Protection Addendum (the “DPA”), the DPA shall apply. (See Exhibit A, DPA, attached and incorporated herein.)

**IN WITNESS WHEREOF**, the Parties have executed this Contract on the dates designated below.

**VIRGINIA COMMONWEALTH UNIVERSITY**

**DIGITAL VIDEO GROUP INC.**

By:  \_\_\_\_\_  
Name: John McHugh

By:  \_\_\_\_\_  
Name: David B Thomas

Title: Director or Procurement Services

Title: Director, Contract Sales

Date: 6/6/2022

Date: 5/24/2022

## EXHIBIT A

### Data and Intellectual Property Protection Addendum

1. Definitions

- a. "End User" means the individuals authorized by the University to access and use the Services provided by Contractor under this Addendum.
- b. "Personally Identifiable Information" includes but is not limited to: personal identifiers such as name, address, phone number, date of birth, Social Security number, and student or personnel identification number; "personal information" as defined in Virginia Code section 18.2-186.6 and/or any successor laws of the Commonwealth of Virginia; personally identifiable information contained in student education records as that term is defined in the Family Educational Rights and Privacy Act, 20 USC 1232g; "medical information" as defined in Virginia Code Section 32.1-127.1:05; "protected health information" as that term is defined in the Health Insurance Portability and Accountability Act, 45 CFR Part 160.103; nonpublic personal information as that term is defined in the Gramm-Leach-Bliley Financial Modernization Act of 1999, 15 USC 6809; credit and debit card numbers and/or access codes and other cardholder data and sensitive authentication data as those terms are defined in the Payment Card Industry Data Security Standards; other financial account numbers, access codes, driver's license numbers; and state- or federal-identification numbers such as passport, visa or state identity card numbers.
- c. "Securely Destroy" means taking actions that render data written on physical (e.g., hardcopy, microfiche, etc.) or electronic media unrecoverable by both ordinary and extraordinary means. These actions must meet or exceed those sections of the National Institute of Standards and Technology (NIST) SP 800-88 guidelines relevant to data categorized as high security.
- d. "Security Breach" means a security-relevant event in which the security of a system or procedure used to create, obtain, transmit, maintain, use, process, store or dispose of data is breached, and in which University Data is exposed to unauthorized disclosure, access, alteration, or use.
- e. "Services" means any goods or services acquired by the University from the Contractor.
- f. "University Data" includes all Personally Identifiable Information and other information that is not intentionally made generally available by the University on public websites or publications, including but not limited to business, administrative and financial data, intellectual property, and patient, student and personnel data.

2. Rights and License in and to the University Data

The parties agree that as between them, all rights including all intellectual property rights in and to University Data shall remain the exclusive property of the University, and Contractor has a limited, nonexclusive license to use these data as provided in this Addendum solely for the purpose of performing its obligations hereunder. This Addendum does not give a party any rights, implied or otherwise, to the other's data, content, or intellectual property, except as expressly stated in the Addendum.

3. Intellectual Property Disclosure/Rights

- a. Unless expressly agreed to the contrary in writing, all goods, products, materials, documents, reports, writings, video images, photographs or papers of any nature including software or computer images prepared by Contractor (or its subcontractors) for

the University will not be disclosed to any other person or entity without the written permission of the University.

- b. Contractor warrants to the University that the University will own all rights, title and interest in any intellectual property created for the University as part of the performance of this Addendum and will have full ownership and beneficial use thereof, free and clear of claims of any nature by any third party including, without limitation, copyright or patent infringement claims. Contractor agrees to assign and hereby assigns all rights, title, and interest in any and all intellectual property created for the University as part of the performance of this Addendum to the University, and will execute any future assignments or other documents needed for the University to document, register, or otherwise perfect such rights. Nothing in this section is, however, intended to or shall be construed to apply to existing intellectual property created or owned by the vendor that the University is licensing under this Addendum. For avoidance of doubt, the University asserts no intellectual property ownership under this clause to any pre-existing intellectual property of the vendor, and seeks ownership rights only to the extent Vendor is being engaged to develop certain intellectual property as part of its services for the University.
- c. Notwithstanding the foregoing, for research collaboration pursuant to subcontracts under sponsored research Addendums administered by the University's Office of Sponsored Programs, intellectual property rights will be governed by the terms of the grant or contract to the University to the extent such grant or contract requires intellectual property terms to apply to subcontractors.

#### 4. Data Privacy

- a. Contractor will use University Data only for the purpose of fulfilling its duties under this Addendum and will not share such data with or disclose it to any third party without the prior written consent of the University, except as required by this Addendum or as otherwise required by law.
- b. University Data will not be stored outside the United States without prior written consent from the University.
- c. Contractor will provide access to University Data only to its employees and subcontractors who need to access the data to fulfill Contractor obligations under this Addendum. Contractor will ensure that employees who perform work under this Addendum have read, understood, and received appropriate instruction as to how to comply with the data protection provisions of this Addendum.
- d. The following provision applies only if Contractor will have access to the University's education records as defined under the Family Educational Rights and Privacy Act (FERPA): Contractor acknowledges that for the purposes of this Addendum it will be designated as a "school official" with "legitimate educational interests" in the University education records, as those terms have been defined under FERPA and its implementing regulations, and Contractor agrees to abide by the limitations and requirements imposed on school officials. Contractor will use the education records only for the purpose of fulfilling its duties under this Addendum for University's and its End User's benefit, and will not share such data with or disclose it to any third party except as provided for in this Addendum, required by law, or authorized in writing by the University.

#### 5. Data Security

- a. Contractor will store and process University Data in accordance with commercial best practices, including appropriate administrative, physical, and technical safeguards, to secure such data from unauthorized access, disclosure, alteration, and use. Such

measures will be no less protective than those used to secure Contractor's own data of a similar type, and in no event less than reasonable in view of the type and nature of the data involved. Without limiting the foregoing, Contractor warrants that all electronic University Data will be encrypted in transmission (including via web interface) in accordance with industry best practices commensurate to the sensitivity of the information; such as controls outlined in the Moderate or High control baselines in the latest version of National Institute of Standards and Technology Special Publication 800-53.

- b. If Contractor stores Personally Identifiable Information as part of this Addendum, Contractor warrants that the information will be stored in accordance with industry best practices commensurate to the sensitivity of the information; such as controls outlined in the Moderate or High control baselines in the latest version of National Institute of Standards and Technology Special Publication 800-53.
- c. Contractor will use industry-standard and up-to-date security tools and technologies such as anti-virus protections and intrusion detection methods in providing Services under this Addendum.

6. Employee Background Checks and Qualifications

Contractor shall ensure that its employees, full-time or part-time, including newly hired, re-hired, seasonal, and/or temporary, who may have access to VCU confidential and/or proprietary information, and/or data about VCU personnel and/or students, have passed a criminal background check pursuant to the Code of Virginia, §2.2-1201.1. Criminal background checks shall comply with the standards set forth in VCU's employment policies:

<http://www.policy.vcu.edu/sites/default/files/Criminal%20Conviction%20Investigations.pdf>

Individuals with failed background checks shall not participate in the performance of this Addendum and must undergo additional evaluation before access to information is provided. Contractor shall maintain records sufficient to document the completion of required criminal background checks. The University reserves the right in its sole discretion to perform audits of Contractor's compliance at the University's expense to ensure compliance with this term. Contractor shall reasonably cooperate in the performance of such audits. Contractor's obligation to maintain records documenting completion of criminal background checks shall survive the termination of this Addendum for a period of seven (7) years.

7. Data Authenticity and Integrity

Contractor will take reasonable measures, including audit trails, to protect University Data against deterioration or degradation of data quality and authenticity. Contractor will be responsible under the terms of this Addendum, unless otherwise specified elsewhere in this Addendum, for converting and migrating electronic data as often as necessary so that information is not lost due to hardware, software, or media obsolescence or deterioration.

8. Security Breach

- a. Response. Upon becoming aware of a Security Breach, or of circumstances that are reasonably understood to suggest a likely Security Breach, Contractor will timely notify the University consistent with applicable state or federal laws, fully investigate the incident, and cooperate fully with the University's investigation of and response to the incident. Except as otherwise required by law, Contractor will not provide notice of the incident directly to individuals whose Personally Identifiable Information was involved, regulatory agencies, or other entities, without prior written permission from the University.



b. Liability.

- 1) If Contractor must under this Addendum create, obtain, transmit, use, maintain, process, or dispose of the subset of University Data known as Personally Identifiable Information, the following provisions apply. In addition to any other remedies available to the University under law or equity, Contractor will reimburse the University in full for all costs incurred by the University in investigation and remediation of any Security Breach caused by Contractor, including but not limited to providing notification to individuals whose Personally Identifiable Information was compromised and to regulatory agencies or other entities as required by law or contract; providing one year's credit monitoring to the affected individuals if the Personally Identifiable Information exposed during the breach could be used to commit financial identity theft; and the payment of legal fees, audit costs, fines, and other fees imposed by regulatory agencies or contracting partners as a result of the Security Breach.
- 2) If Contractor will NOT under this Addendum create, obtain, transmit, use, maintain, process, or dispose of the subset of University Data known as Personally Identifiable Information, the following provisions apply. In addition to any other remedies available to the University under law or equity, Contractor will reimburse the University in full for all costs reasonably incurred by the University in investigation and remediation of any Security Breach caused by Contractor.

9. Response to Legal Orders, Demands or Requests for Data

- a. Except as otherwise expressly prohibited by law, Contractor will:
  - immediately notify the University of any subpoenas, warrants, or other legal orders, demands or requests received by Contractor seeking University Data;
  - consult with the University regarding its response;
  - cooperate with the University's reasonable requests in connection with efforts by the University to intervene and quash or modify the legal order, demand or request; and
  - upon the University's request, provide the University with a copy of its response.
- b. If the University receives a subpoena, warrant, or other legal order, demand (including request pursuant to the Virginia Freedom of Information Act) or request seeking University Data maintained by Contractor, the University will promptly provide a copy to Contractor. Contractor will promptly supply the University with copies of data required for the University to respond, and will cooperate with the University's reasonable requests in connection with its response.

10. Data Transfer Upon Termination or Expiration

- a. Upon termination or expiration of this Addendum, Contractor will ensure that all University Data are securely returned or destroyed as directed by the University in its sole discretion. Transfer to the University or a third party designated by the University shall occur within a reasonable period of time, and without significant interruption in service. Contractor shall ensure that such transfer/migration uses facilities and methods that are compatible with the relevant systems of the University or its transferee, and to the extent technologically feasible, that the University will have reasonable access to University Data during the transition. In the event that the University requests destruction of its data, Contractor agrees to Securely Destroy all data in its possession and in the possession of any subcontractors or agents to which Contractor might have



transferred University data. Contractor agrees to provide documentation of data destruction to the University.

- b. Contractor will notify the University of impending cessation of its business and any contingency plans. This includes immediate transfer of any previously escrowed assets and data and providing the University access to Contractor's facilities to remove and destroy University-owned assets and data. Contractor shall implement its exit plan and take all necessary actions to ensure a smooth transition of service with minimal disruption to the University. Contractor will also provide a full inventory and configuration of servers, routers, other hardware, and software involved in service delivery along with supporting documentation, indicating which if any of these are owned by or dedicated to the University. Contractor will work closely with its successor to ensure a successful transition to the new equipment, with minimal downtime and effect on the University, all such work to be coordinated and performed in advance of the formal, final transition date.

#### 11. Audits

- a. The University reserves the right in its sole discretion to perform audits of Contractor at the University's expense to ensure compliance with the terms of this Addendum. Contractor shall reasonably cooperate in the performance of such audits. This provision applies to all agreements under which Contractor must create, obtain, transmit, use, maintain, process, or dispose of University Data.
- b. If Contractor must under this Addendum create, obtain, transmit, use, maintain, process, or dispose of the subset of University Data known as Personally Identifiable Information or financial or business data which has been identified to Contractor as having the potential to affect the accuracy of the University's financial statements, Contractor will at its expense conduct or have conducted at least annually a(n):
  - American Institute of CPAs Service Organization Controls (SOC 2) Type II audit, or other security audit with audit objectives deemed sufficient by the University, which attests the Contractor's security policies, procedures and controls;
  - vulnerability scan of Contractor's electronic systems and facilities that are used in any way to deliver electronic services under this Addendum; and
  - formal penetration test of Contractor's electronic systems and facilities that are used in any way to deliver electronic services under this Addendum.

Additionally, Contractor will provide the University upon request the results of the above audits, scans and tests, and will promptly modify its security measures as needed based on those results in order to meet its obligations under this Addendum. The University may require, at University expense, Contractor to perform additional audits and tests, the results of which will be provided promptly to the University.

#### 12. Compliance

- a. Contractor will comply with all applicable laws and industry standards in performing services under this Addendum. Any Contractor personnel visiting the University's facilities will comply with all applicable University policies regarding access to, use of, and conduct within such facilities. The University will provide copies of such policies to Contractor upon request.
- b. Contractor warrants that the service it will provide to the University is fully compliant with relevant laws, regulations, and guidance that may be applicable to the service, such as: the Family Educational Rights and Privacy Act (FERPA), Health Insurance Portability and Accountability Act (HIPAA) and Health Information Technology for Economic and Clinical Health Act (HITECH), Gramm-Leach-Bliley Financial Modernization Act (GLB), Payment Card Industry Data Security Standards (PCI-DSS), Americans with

Disabilities Act (ADA), Federal Export Administration Regulations, and Defense Federal Acquisitions Regulations.

- c. If the Payment Card Industry Data Security Standards (PCI-DSS) are applicable to Contractor service provided to the University, Contractor will, upon written request, furnish proof of compliance with PCI-DSS within 10 business days of the request.
- d. Section 508 Compliance: All information technology which, pursuant to this Agreement, is purchased or upgraded by or for the use of the University (the "Technology") shall comply with Section 508 of the Rehabilitation Act (29 U.S.C. 794d), as amended. If requested, the Contractor must provide a detailed explanation of how compliance with Section 508 of the Rehabilitation Act is achieved and a validation of concept demonstration. The requirements of this Paragraph along with the Non-Visual Access to Technology clause below shall be construed to achieve full compliance with the Information Technology Access Act, §§ 2.2-3500 through 2.2-3504 of the *Code of Virginia*.
- e. Nonvisual Access to Technology: All Technology shall comply with the following nonvisual access standards from the date of purchase or upgrade until the expiration of this Agreement:
  - i. effective, interactive control and use of the Technology shall be readily achievable by nonvisual means;
  - ii. the Technology equipped for nonvisual access shall be compatible with information technology used by other individuals with whom any blind or visually impaired user of the Technology interacts;
  - iii. nonvisual access technology shall be integrated into any networks used to share communications among employees, program participants or the public; and
  - iv. the technology for nonvisual access shall have the capability of providing equivalent access by nonvisual means to telecommunications or other interconnected network services used by persons who are not blind or visually impaired.

Compliance with the foregoing nonvisual access standards shall not be required if University determines (i) the Technology is not available with nonvisual access because the essential elements of the Technology are visual and (ii) nonvisual equivalence is not available.

Installation of hardware, software, or peripheral devices used for nonvisual access is not required when the Technology is being used exclusively by individuals who are not blind or visually impaired, but applications programs and underlying operating systems (including the format of the data) used for the manipulation and presentation of information shall permit the installation and effective use of nonvisual access software and peripheral devices.

If requested, the Contractor must provide a detailed explanation of how compliance with the foregoing nonvisual access standards is achieved and a validation of concept demonstration. The requirements of this Paragraph shall be construed to achieve full compliance with the Information Technology Access Act, §§ 2.1-807 through 2.1-811 of the Code of Virginia.

### 13. No End User agreements

In the event that Contractor enters into terms of use agreements or other agreements or understandings, whether electronic, click-through, verbal or in writing, with University employees or other End Users, such agreements shall be null, void and without effect, and the terms of this Addendum shall apply.

14. Survival

The Contractor's obligations under Section 10 shall survive termination of this Addendum until all University Data has been returned or securely destroyed.



Acknowledged 5/24/2022 David B Thomas

## 6.0 Price Proposal

### 6.1 VASCUPP Zone Map

DVG does not exclude any Zones and can offer Services to all Zones in the Commonwealth.

### 6.2 Proposed Price

#### 6.2.1 Proposed Discount Pricing Structure

DVG agrees to offer VASCUPP the highest discount available for the List of Manufacturers offered with the exception of the following Manufactures which we do not represent, and therefore cannot supply: **AVF, Apple, Biamp, Icon, Quartet and Smart Technologies.**

Discounts are presented as a percentage from the Manufacturers' Suggested List Price (MSLP). It should be noted that the MSLP is established by the Manufacturer and is not the Minimum Advertised Price (MAP), sometimes referred to as the Unilateral Minimum Advertised Price (UMAP).

Where Manufacturers have established Educational or Program Prices, such as Extron, CrestronA+, Epson Brighter Futures, Avid Educational Software, and Sony Program or SHURE Pricing, DVG will extend that price to VASCUPP Members where applicable.

Below please find the Manufacturers Good and Services offered. They are provided by category.

**Table 6 VCU Identified Manufacturers**

Manufacturer		Discount from Manufacture's Published List Price
Apple		Not Offered
AVF		Not Offered
Biamp		Not Offered
Cisco	Network Switches	20.0%
Chief (Legrand)	Display Mounts, both fixed and mobile	22.0%
Clearone	Professional audio and video solutions and cloud-based video collaboration services	
Clearone	Media Collaboration Products- Base Models	16.00%
Clearone	Media Collaboration Products- Extended Support	12.00%
Clearone	Professional Audio Products-Accessories	6.00%
Clearone	Professional Audio Products-Base Models	21.00%
Clearone	ViewPro Products	13.00%
Clearone	Wireless Microphone Products (M500-M586-M915)	15.00%
CompuLock-Synnex	Secure touchscreen hardware solutions for display devices	17.0%
Crestron A+	Participating Member Schools with an CrestronA+ Account in place	A+
Crestron	Participating Member Schools without a Crestron A+ Account in place	35.0%





Dell	Computers	7.0%
Dell	Monitors	13.0%
Draper		22.0%
Epson	Digital Video Group will Extend the Brighter Futures Pricing (BFP) which varies from model to model	BFP
Ergotron	Display mounts	25.0%
Extron	Participating Member Schools with an Extron Account in place	EDU
Extron	Participating Member Schools without an Extron Account in place	35.0%
<b>Icon</b>		<b>Not Offered</b>
JBL (Harmon)	Audio Speaker Systems	30.0%
JBL Commercial (Harman)	Audio Speaker Systems	35.0%
Logitech	Keyboards and Accessories	7.0%
Logitech	Lifesize Professional Video Conferencing Equipment	12.0%
Magewell	Video Capture Devices	12.0%
Marshall Electronics	IP Cameras	17.0%
Marshall Electronics	Monitors	17.0%
Middle Atlantic (Legrand)	Equipment Enclosures and Accessories	28.0%
NEC- See SHARP/NEC		
Netgear	Equipment Enclosures and Accessories	28.0%
Planar	Displays	
* Clearance Models excluded	LED Video Wall*	15.0%
	LCD Video Wall*	15.0%
	Large Format LCD*	15.0%
	Transparent OLED	15.0%
	Desktop and Touch	5.0%
QSC		25.0%
<b>Quartet</b>		<b>Not Offered</b>

Manufacturer	Discount from Manufacture's Published List Price	
Sharp/NEC	Professional Displays	
Sharp/NEC	A Series dvLED	25.0%
Clearance Models excluded	AccuSync Series	10.0%
Sharp/NEC	Collaboration Series	40.0%
Sharp/NEC	E Series	20.0%
Sharp/NEC	E Series dvLED	5.0%
Sharp/NEC	FA Series dvLED	5.0%
Sharp/NEC	FE Series dvLED	5.0%
Sharp/NEC	MultiSync C Series	30.0%
Sharp/NEC	MultiSync E Series	9.0%
Sharp/NEC	MultiSync EA Series	15.0%
Sharp/NEC	MultiSync EX Series	15.0%
Sharp/NEC	MultiSync M Series	22.0%
Sharp/NEC	MultiSync MA Series	22.0%
Sharp/NEC	MultiSync ME Series	30.0%
Sharp/NEC	MultiSync P Series	40.0%
Sharp/NEC	MultiSync PA Series	5.0%
Sharp/NEC	MultiSync UN Series	48.0%
Sharp/NEC	MultiSync V Series	22.0%
Sharp/NEC	MultiSync WD Series	40.0%
Sharp/NEC	MultiSync X Series	48.0%
Sharp/NEC	SpectraView Series	20.0%



	Sharp/NEC	Stretch Signage Series	25.0%
	Sharp/NEC	PN Series	25.0%
	Sharp/NEC	8M-B Series	35.0%
	Sharp/NEC	4T-B Series	35.0%
	Sharp/NEC	LL-B series	25.0%
	Sharp/NEC	Accessories	20.0%
	Sharp/NEC		
Projectors		M Series	25.0%
	Sharp/NEC	MC Series	35.0%
	Sharp/NEC	ME Series	35.0%
	Sharp/NEC	P Series	50.0%
	Sharp/NEC	PA Series	30.0%
	Sharp/NEC	PE Series	50.0%
	Sharp/NEC	PH Series	20.0%
	Sharp/NEC	PX Series	40.0%
	Sharp/NEC	UM Series	20.0%
Shure		Audio Products	27.0%
<b>Smart Technologies</b>			<b>Not Offered</b>
Sony		Professional Video and Audio	
	Sony	AV Projectors	29.0%
	Sony	Cine/4K Projectors	5.0%
	Sony	Commercial Displays	15.0%
	Sony	Professional Audio	22.0%
	Sony	Professional Broadcast Displays	17.0%
	Sony	Professional Video Products *	17.0%
	Sony	* Excluding Sony Program Priced Models	
Tripp Lite			
	Tripp Lite	Cables including Fiber, USB	25.0%
	Tripp Lite	Corded Power Outlet Strips	18.0%
	Tripp Lite	Display Mounts	18.0%
	Tripp Lite	Extended Warranty for Select Products	15.0%
	Tripp Lite	Full Size Rack Enclosures	20.0%
	Tripp Lite	KVM Switches	20.0%
	Tripp Lite	Power Cords, Power Cord Adapters	40.0%
	Tripp Lite	UPS systems	25.0%
	Tripp Lite	Wall Mount Rack Enclosures	22.0%
Vaddio (Legrand)		Video Cameras and Switching Products	21.0%

**Table 7 Broadcast Television Equipment**

Manufacturer		Discount from Manufacture's Published List Price
360 Systems	Content Playout Video Servers	10.0%
ADDER	KVM Systems	20.0%
AJA	Video Production and Streaming Products	12.0%
AKG (Harmon)		
	AKG (Harmon) Handheld Vocal Microphones	25.0%
	AKG (Harmon) Headphones	25.0%
	AKG (Harmon) Installation Products	20.0%



	AKG (Harmon)	Wired Microphones	25.0%
	AKG (Harmon)	Wireless Microphones	25.0%
	AKG (Harmon)	Accessories	15.0%
Allen&Heath			
	Allen&Heath	Avantis Series	25.0%
	Allen&Heath	dLive Series	15.0%
	Allen&Heath	Flight Cases	10.0%
	Allen&Heath	GL Series	30.0%
	Allen&Heath	Installation Mixers	15.0%
	Allen&Heath	Network Cards	20.0%
	Allen&Heath	Personal Monitoring	30.0%
	Allen&Heath	Remote Audio	20.0%
	Allen&Heath	ZED Series	30.0%
	Allen&Heath	Accessories	20.0%
	American Power Conversion (Schneider Electric)	UPS Systems	22.0%
	Analog Way	IMAG Processing and Switching Products	10.0%
	Anchor Audio	Portable PA Systems	17.0%
	Anton Bauer	Battery Systems	12.0%
	Apantac	Video Multiviewers	15.0%
	Audio Technica	Professional Audio Products	
	Audio Technica	Audio Technica Pro 88W	17.0%
	Audio Technica	Audio Technica ProPoint	17.0%
	Audio Technica	Audio Technica Series 40	17.0%
	Audio Technica	Audio Technica Shotgun Mics	17.0%
	Audio Technica	Audio Technica UniPoint	17.0%
	Audio Technica		27.0%
Autoscript			
		Teleprompter Systems	
	Autoscript	Main Hardware Models Excludes Software	18.0%
	Autoscript	Software Modules	12.0%
AVID			
		Professional Editing Software and Storage Products	
	AVID - Support Renewals	Support Renewals Client must have Support in-forces at time of renewal	10.0%
	AVID -Hardware	AVID Advanced Storage Products- Base Models	10.0%
	AVID -Hardware	AVID Advanced Storage Products-Accessories	10.0%
	AVID -Hardware	AVID supplied CPU's	10.0%
	AVID -Hardware	Standard Video Hardware Accessories excluding AVID supplied CPU's	10.0%
	AVID -Software	Media Composer, Floating License with Support (5-20-50 Seats)	10.0%
	AVID -Software	Media Composer, Single License with Support-No Dongle	10.0%
	AVID -Software	Media Composer, Single License with Support-with Dongle	10.0%
	Azden	Professional Audio Products	22.0%
	BirdDog	Cameras and Video over IP Products	10.0%
	Black Magic Design	Professional Video and Audio Products	7.0%
	Broadcast Pix Inc	Professional Video and Audio Products	10.0%
	C2G (Cables to Go)	Cabling Infrastructure Products	19.0%
	C2G-Adaptor Products		12.0%
	C2G-Power Products		12.0%
	C2G-Retail Products		12.0%
	CableCast By Tightrope	Video Playout Server and PEG Automation	5.0%
	Calrec Audio	Professional Audio Mixing Consoles	7.0%
	Complex (Tecrec)	Cabling Infrastructure Products	10.0%





Canon Broadcast	Camera Lens	12.0%
Canon Camcorders	Professional Video Camera	7.0%
Canon Cine EOS Cameras	Professional C-Series Still Image Cameras	20.0%
Canon Consumer EOS Cameras	Consumer 35MM Cameras/Lens Bundles	50.0%
Canon Projectors LV		12.0%
Canon Projectors-Realis		20.0%
Carl Zeiss	Still Image and Video Camera Lens	9.0%
Cartoni	Camera Support Products	20.0%
CatDV	Asset Management Software for Video and Audio Content	5.0%
Chief (Legrand)	Display Mounts, both fixed and mobile	22.0%
Christie Digital	DLP Projectors, LCD/LED Displays and Video Walls	
Christie Digital	Christie M Series WX, DS+, HD, WU Main Models	30.0%
Christie Digital	Christie M Series WX, DS+, HD, WU Lens, Lamps, Accessories	15.0%
Christie Digital	Christie Crimson Models	25.0%
Christie Digital	Christie Crimson Models Lens, Lamps, Accessories	15.0%
Christie Digital	Christie D4K	20.0%
Christie Digital	Christie D4K Lens, Lamps Accessories	15.0%
Christie Digital	Christie 1DLP XGA, WX, HD, WU	30.0%
Christie Digital	Christie 1DLP XGA, WX, HD, WU Lens, Lamps, Accessories	15.0%
Christie Digital	Christie 3LCD - XGA, WXGA, HD, WUXGA, 2K Excludes LWU530/650	30.0%
Christie Digital	Christie 3LCD - XGA, WXGA, HD, WUXGA, 2K Lens, Lamps Accessories	15.0%
Christie Digital	Professional Flat Panels	25.0%
Christie Digital	Christie Brio and Terra products	15.0%
Chyron-Hego	Graphics Creation Software and Hardware Systems	12.0%
Cisco	Network Switches	20.0%
Clearcom (an HME Company)	Intercom Products	17.0%
Clearone	Professional audio and video solutions and cloud-based video collaboration services	
Clearone	Media Collaboration Products- Base Models	16.00%
Clearone	Media Collaboration Products- Extended Support	12.00%
Clearone	Professional Audio Products-Accessories	6.00%
Clearone	Professional Audio Products-Base Models	21.00%
Clearone	ViewPro Products	13.00%
Clearone	Wireless Microphone Products (M500-M586-M915)	15.00%
Cobalt	Broadcast Signal Management Products	12.0%
CompuLock-Synnex	Secure touchscreen hardware solutions for display devices	17.0%
Contemporary Research	Video Distribution and Display Control Solutions	20.0%
Crestron A+	Participating Member Schools with an CrestronA+ Account in place	A+
Crestron	Participating Member Schools without a Crestron A+ Account in place	35.0%
Crispin Corporation	Broadcast Automation (Hardware&Software)	5.0%
Crispin Corporation	Broadcast Automation (Services and 3rd party items)	0.0%
Crown (Harman)	Audio Amplifiers	22.0%
Cuescript	Teleprompting Solutions	12.0%
Davis and Sandford	Camera Support Products (Tripods)	12.0%
DataVideo	Professional Video Switching Products	10.0%
Day-Lite Screen Company (Legrand)	Display Screens	22.0%
Dbx (Harman)	Audio Processing Products	25.0%
Decimator	Video Multiviewer Products	10.0%



Dell	Computers	7.0%
Dell	Monitors	13.0%
Denon-Marantz	Profession Audio Products	12.0%
Digital Projection	Video Projectors	17.0%
digiLED	Custom LED Display Solutions	7.0%
Draper	Custom Screen Solutions	22.0%
EEG Enterprises Inc	Closed Captioned Encoders	5.0%
Ensemble Designs	Professional Signal Management Products	14.0%
Epson	Digital Video Group will Extend the Brighter Futures Pricing (BFP) which varies from model to model	BFP
Ergotron (Synnex)	Display mounts	25.0%
ESE	Up/Down Timers, Clocks and Time Code Readers	12.0%
Evertz	Professional Broadcast Signal Management and Processing Products	14.0%
Extron	Participating Member Schools with an Extron Account in place	EDU
Extron	Participating Member Schools without an Extron Account in place	35.0%
Facilis Technology Inc.	Base Models Only	15.0%
Facilis Technology Inc.	Options / Accessories / Upgrades	5.0%
Fujinon	Camera Lens	15.0%
FX Design	Custom Studio Set Designs	9.0%
Gator Cases	AV Equipment Cases	20.0%
Genelec	Critical Audio Monitoring Products	17.0%
Grass Valley	Main Models Only	15.0%
Grass Valley	Accessories	10.0%
Grass Valley	Services and travel costs	0.0%
Haivision	Encoders/Decoders	7.0%
Harmonic	Main Models Only	17.0%
Harmonic	Services Excludes travel costs	10.0%
Hewlett Packard	Computer/Servers	7.0%
Hewlett Packard	Monitors and peripherals	7.0%
Hitachi	Professional Broadcast Camera Systems	12.0%
IHSE	KVM Products	7.0%
iKan	Video, Audio, and Fixed and Portable Lighting Products	15.0%
Ikegami	Professional Broadcast Camera Systems	14.0%
Imagine Communications	Main Models Only	22.0%
Imagine Communications	Accessories	10.0%
Imagine Communications	Services and travel costs	0.0%
JBL (Harmon)	Audio Speaker Systems	30.0%
JBL Commercial (Harman)	Audio Speaker Systems	35.0%
JVC	Professional Camera Equipment and Display Monitors	12.0%
Kramer Electronics	Signal Switching and Processing Products	19.0%
Leader Instruments	Test and Measurement Equipment	
	Phabrix Line	7.0%
	Phabrix Extended Warranties	5.0%
	Leader Test and Measurement	10.0%
	Leader Test and Measurement Warranties	5.0%
Lectrosonics	Wireless Microphone Systems	10.0%
Leightronics	Video Playout Servers and PEG Channel Automation Products	10.0%
Lexicon (Harman)	Audio Signal Processing Equipment	20.0%
LG USA	* Clearance Models excluded	
	LG USA Commercial LED Displays * Clearance Models excluded	18.0%





	LG USA	Commercial LED Displays Thin Bezel (3.5mm) Monitor Wall Models	8.0%
	LG USA	Prosumer LED TV Displays	18.0%
	LG USA	Prosumer LED TV Displays up to and including 49 Inches	8.0%
	LG USA	Prosumer LED TV with Super Sign Displays up to and including 49 Inches	8.0%
	Litepanels (VITEC)	Portable and Fixed Installation Studio Lighting Fixtures	12.0%
	Link Electronics	Automated Captioning Servers	5.0%
	Link Electronics	Encoders, Decoders, Video Processing Distribution Models	15.0%
	LIVEU	Main Models- Excludes Data Plans / Rentals/ Service Renewals	15.0%
	Logitech	Keyboards and Accessories	7.0%
	Logitech	Lifeseize Professional Video Conferencing Equipment	12.0%
	LUXUL (Legrand)	Wireless Connectivity	20.0%
	Mackie	Audio Mixers	15.0%
	Magewell	Video Capture Devices	12.0%
	Manfrotto	Camera Support Equipment (Tripod Systems)	17.0%
	Marshall Electronics	IP Cameras	17.0%
	Marshall Electronics	Monitors	17.0%
	Master Clock	Precision Time and Signal Distribution Equipment	10.0%
	Media Vision	Specialized AV Conferencing Systems	15.0%
	Mersive Technologies	Collaborative Software Solutions	12.0%
	Middle Atlantic (Legrand)	Equipment Enclosures and Accessories	28.0%
	Miller	Camera Support Equipment (Tripod Systems)	12.0%
	Mustang	Display Mounting Solutions	25.0%
	NEC- See SHARP/NEC		
	Netgear	Equipment Enclosures and Accessories	28.0%
	Newtek	Professional Video Switching and Camera Solutions	5.0%
	Nickless Schrimmer & Co	Satellite and RF Products	5.0%
	Nverzion	Automation Products (New Hardware Software)	10.0%
	Nverzion	Automation Products (Existing Hardware Software Upgrades)	3.0%
	Nverzion	Automation Services (Professional Services)	0.0%
	O'Conner Engineering	Camera Tripods and Support Equipment	15.0%
	Omnimount	Equipment Mounting Solutions	30.0%
	Omnirax	Technical Furniture and Consoles	25.0%
	Osprey Video	Encoders. Decoders and Capture Devices	10.0%
	Panasonic	Professional Video, Audio and Display Products	
	Panasonic	AV Conferencing Camera Systems	18.0%
	Panasonic	AV Projectors	29.0%
	Panasonic	Broadcast and Professional Cameras	12.0%
	Panasonic	Broadcast and Professional Cameras-Varicam	7.0%
	Panasonic	Broadcast and Professional Recording Products and Broadcast Displays	12.0%
	Panasonic	Professional Displays AV Monitors-Large	10.0%
	Peerless Industries	Display Mounting Solutions	19.0%
	Philips Professional Displays Clearance Models excluded	Commercial Displays	
	Philips Professional Displays	B-Line Professional TV	25.0%
	Philips Professional Displays	Q-Line Prosumer-Grade 4K SoC	25.0%
	Philips Professional Displays	D-Line Commercial Grade	25.0%
	Philips Professional Displays	H-Line Ultra Hi Bright	30.0%
	Philips Professional Displays	X-Line Ultra Narrow Video Walls	25.0%
	Philips Professional Displays	X-Line Video Wall Bundles	25.0%



Philips Professional Displays	P-Line Commercial Grade	25.0%
Philips Professional Displays	C-Line Corporate Touch	25.0%
Philips Professional Displays	T-Line Integrated Touch	25.0%
Philips Bundled Software Solutions	T-Line Educational Touch	30.0%
Philips Bundled Software Solutions	NAVORI Labs	25.0%
Philips Bundled Software Solutions	SKYKIT	25.0%
Planar	Clearance Models excluded	
	Planar LED Video Wall*	15.0%
	Planar LCD Video Wall*	15.0%
	Planar Large Format LCD*	15.0%
	Planar Transparent OLED	15.0%
	Planar Desktop and Touch	5.0%
Portabrace	Cases for Professional Video, Audio and Computer Equipment	17.0%
Presonus	Audio Mixers	22.0%
QSC	AV Control and Signal Management Products	20.0%
Q-TV (Autocue by VITEC)	Teleprompting Products	12.0%
Quantum Corporation	Networked Attached Storage	10.0%
Quantum Corporation	Networked Attached Storage Accessories & 3rd Party Options	2.0%
Radio Design Labs	Signal Management Products	22.0%
Rane	Signal Management Products	12.0%
RGB Spectrum	AV Conferencing Systems	10.0%
RGB Spectrum	AV Signal Processing and Distribution Equipment	12.0%
RGB Spectrum	AV Signal Processing Accessories	10.0%
RGB Spectrum	RGB Professional Services	5.0%
Rokinon	Lens	10.0%
Roland	Video Production Products	12.0%
Ross Video Educational	Software Applications for News and Graphics	EDU
Ross Video Main Models	Excludes Optional Software Modules	12.0%
Ross Video Main Models	Optional Software Modules	5.0%
Ross Video Services	Services and travel costs excluded	0.0%
RTS	Intercom Products	8.0%
Sachtler (VITEC)	Camera Support Equipment	15.0%
Samsung * Clearance Models excluded	Commercial Displays	17.0%
Sencore	Television, Satellite and RF Products	5.0%
Sencore WELLS AV	Television, Satellite and RF Products	5.0%
Sennheiser	Professional Audio Products	27.0%
Sharp/NEC Displays	* Clearance Models excluded	
	Sharp/NEC Displays A Series dvLED	25.0%
	Sharp/NEC Displays AccuSync Series	10.0%
	Sharp/NEC Displays Collaboration Series	40.0%
	Sharp/NEC Displays E Series	20.0%
	Sharp/NEC Displays E Series dvLED	5.0%
	Sharp/NEC Displays FA Series dvLED	5.0%
	Sharp/NEC Displays FE Series dvLED	5.0%
	Sharp/NEC Displays MultiSync C Series	30.0%
	Sharp/NEC Displays MultiSync E Series	9.0%
	Sharp/NEC Displays MultiSync EA Series	15.0%
	Sharp/NEC Displays MultiSync EX Series	15.0%



Sharp/NEC Displays	MultiSync M Series	22.0%
Sharp/NEC Displays	MultiSync MA Series	22.0%
Sharp/NEC Displays	MultiSync ME Series	30.0%
Sharp/NEC Displays	MultiSync P Series	40.0%
Sharp/NEC Displays	MultiSync PA Series	5.0%
Sharp/NEC Displays	MultiSync UN Series	48.0%
Sharp/NEC Displays	MultiSync V Series	22.0%
Sharp/NEC Displays	MultiSync WD Series	40.0%
Sharp/NEC Displays	MultiSync X Series	48.0%
Sharp/NEC Displays	SpectraView Series	20.0%
Sharp/NEC Displays	Stretch Signage Series	25.0%
Sharp/NEC Displays	PN Series	25.0%
Sharp/NEC Displays	8M-B Series	35.0%
Sharp/NEC Displays	4T-B Series	35.0%
Sharp/NEC Displays	LL-B series	25.0%
Sharp/NEC Displays	Accessories	20.0%
Sharp/NEC Projectors	M Series	25.0%
Sharp/NEC Projectors	MC Series	35.0%
Sharp/NEC Projectors	ME Series	35.0%
Sharp/NEC Projectors	P Series	50.0%
Sharp/NEC Projectors	PA Series	30.0%
Sharp/NEC Projectors	PE Series	50.0%
Sharp/NEC Projectors	PH Series	20.0%
Sharp/NEC Projectors	PX Series	40.0%
Sharp/NEC Projectors	UM Series	20.0%
Shure	Audio Products	27.0%
Sierra Video Systems (Kramer)	Signal Management Systems	17.0%
Sony	Professional Video and Audio Products	
	Sony AV Projectors	29.0%
	Sony Cine/4K Projectors	5.0%
	Sony Commercial Displays	15.0%
	Sony Professional Audio	22.0%
	Sony Professional Broadcast Displays	17.0%
	Sony Professional Video Products *	17.0%
	Sony * Excluding Sony Program Priced Models	
Soundcraft (Harman)	Main Models	30.0%
	Accessories/Spares/Panels	10.0%
Steadicam (Tiffen)	Camera Stabilizing Equipment	10.0%
StorageDNA (Versatile)	Tape and Disk Archive systems	12.0%
TecNec	AV Accessories and Integration Products	12.0%
TecNec	OEM Branded Products	7.0%
TecNec	Pre-made and Bulk Cables	19.0%
Tektronix (Teletream)	Parts and Accessories	4.0%
Tektronix (Teletream)	Extended Warranty, Service Contracts	10.0%
Tektronix (Teletream)	Test and Measurement Equipment-Base Models and Options	10.0%
Telecast (Grass Valley)	Main Models	20.0%
Telecast (Grass Valley)	Accessories	5.0%
Teletream	Main Hardware and Software Models Excludes Services	5.0%
Telex	Intercom Products	15.0%
Telos Alliance	Telephony Hybrid Products	10.0%



Teradek (VITEC)	Wireless Video and Audio Transmission Equipment	7.0%
Tiffen	Camera Lens Filters	18.0%
Tripp Lite	Communications and Data Equipment u	
Tripp Lite	Cables including Fiber, USB	25.0%
Tripp Lite	Corded Power Outlet Strips	18.0%
Tripp Lite	Display Mounts	18.0%
Tripp Lite	Extended Warranty for Select Products	15.0%
Tripp Lite	Full Size Rack Enclosures	20.0%
Tripp Lite	KVM Switches	20.0%
Tripp Lite	Power Cords, Power Cord Adapters	40.0%
Tripp Lite	UPS systems	25.0%
Tripp Lite	Wall Mount Rack Enclosures	22.0%
TV Logic	Precision Video Displays	10.0%
TV-One	Video Wall Display Signal Management Products	20.0%
Vaddio (Legrand)	Video Cameras and Switching Products	21.0%
Vinten (VITEC)	Camera Support Products (Tripods)	17.0%
Vizrt	Main Hardware and Software Models-Excludes Factory Service	15.0%
VITEC (Video Innovations)	IPTV Hardware and Software	10.0%
VITEC (Video Innovations)	Professional Services	0.0%
Wheatstone	Broadcast Level Audio Mixing Consoles	5.0%
Whirlwind	Cable Assemblies	18.0%
Winsted	Technical Furniture and Consoles	12.0%
Wohler	Audio Measurement Products	12.0%
Wooden Camera	DSLR Camera Accessories	7.0%
Yamaha	Professional Audio Products	
Yamaha	Analog Audio Console/Mixers-Base Models	22.0%
Yamaha	BR Series Loudspeakers	27.0%
Yamaha	BR Series Loudspeakers Accessories	22.0%
Yamaha	Club Series Loudspeaker Accessories	22.0%
Yamaha	Club Series Loudspeakers	27.0%
Yamaha	Compact Disc Players	22.0%
Yamaha	Digital Audio consoles excluding DM2000	17.0%
Yamaha	Digital Audio Workstations	0.0%
Yamaha	DSP Processors	17.0%
Yamaha	Headphones	27.0%
Yamaha	Installation Loudspeakers and Accessories	22.0%
Yamaha	Portable PA Systems	22.0%
Yamaha	Portable Recorders	27.0%
Yamaha	Power Amplifiers	22.0%
Yamaha	Powered Loudspeaker Accessories	22.0%
Yamaha	Powered Loudspeakers	27.0%
Yamaha	Powered Mixer Accessories	12.0%
Yamaha	Powered Mixers-Base models	22.0%
Yamaha	Powered Monitor Speakers and Accessories	22.0%
Yamaha	Signal Processor Cables	17.0%
Yamaha	Signal Processor Interfaces	17.0%
Yamaha	Signal Processors	17.0%
Zacuto	DSLR Camera Accessories	12.0%
ZeeVee	AV Distribution and RF Modulation Products	12.0%
DVG Professional Services		







DVGENGINEERING	Digital Video Group Engineering: Design, Development and Solution Planning	12.0%
DVGINSTALL	Digital Video Group Installation Services both On and Off Site as detailed in the Project Statement of Work	12.0%
DVGPROJECTMGR	Digital Video Group On-Site Project Management Services	12.0%
DVGTRAINING	Digital Video Group Onsite Operational System Training as detailed in the Project Statement of Work	12.0%
DVGDRAWINGS	DVGDRAWINGS CAD A/V, Control Drawings "As Built" as required by the Project Statement of Work	12.0%
DVGPROGRAMMING	Digital Video Group Programming. Includes creating custom instruction sets of control codes for A/V or Broadcast Video Devices. May include creation of custom Graphical Symbols and Pictures as detailed in the Project Statement of Work	12.0%
DVGDATAMOVE	Digital Video Group Data migration to include moving all A/V data assets, project files, and configuration to new system as detailed in the Project Statement of Work	12.0%
DVGCOMMISSION	Digital Video Group Assembly, Commissioning and Testing Services as detailed in the Project Statement of Work	12.0%
DVGMATERIALS	Digital Video Group Miscellaneous Installation Materials (Consumables) May include Non-itemized Enclosures, Conduits, Wire-ways and Trays, Blank Panels, Screws, Nuts, Bolts, Grommets, Cable Ties, Lacing Braces, Labels, Engraved I/O Panels, Rental Equipment, Electrical Outlet Boxes, Cover Plates, Cables, Connectors, Wire, Disposable Items, Special Tools, Lightning and Surge Protection if Required and Determined by the System Specification	10.0%
DVGLIFELINE	Digital Video Group offers Extended Operational System Warranties for DVG installed Systems. These Extended System Warranty Programs are custom configured with the client to provide a range of Warranty and Support Services.	12.0%
DVGTRAVEL	Digital Video Group Travel Expenses for DVG Project Installation Personnel. These expenses are calculated against the current Geographical Local Rates and are passed thru to the Client.	0.0%
DVGCUSTOMCONSOLE	Digital Video Group Custom Designed Equipment Consoles, Furniture, Lecterns etc.	10.0%

**Table 8 Multimedia Presentation Equipment**

Manufacturer		Discount from Manufacturer's Published List Price
AJA	Video Production and Streaming Products	12.0%
AKG (Harmon)		
AKG (Harmon)	Handheld Vocal Microphones	25.0%
AKG (Harmon)	Headphones	25.0%
AKG (Harmon)	Installation Products	20.0%
AKG (Harmon)	Wired Microphones	25.0%
AKG (Harmon)	Wireless Microphones	25.0%
AKG (Harmon)	Accessories	15.0%
Allen&Heath		
Allen&Heath	Avantis Series	25.0%
Allen&Heath	dLive Series	15.0%
Allen&Heath	Flight Cases	10.0%
Allen&Heath	GL Series	30.0%
Allen&Heath	Installation Mixers	15.0%
Allen&Heath	Network Cards	20.0%
Allen&Heath	Personal Monitoring	30.0%





	Allen&Heath	Remote Audio	20.0%
	Allen&Heath	ZED Series	30.0%
	Allen&Heath	Accessories	20.0%
Apantac		Video Multiviewers	15.0%
Audio Technica		Professional Audio Products	
	Audio Technica	Audio Technica Pro 88W	17.0%
	Audio Technica	Audio Technica ProPoint	17.0%
	Audio Technica	Audio Technica Series 40	17.0%
	Audio Technica	Audio Technica Shotgun Mics	17.0%
	Audio Technica	Audio Technica UniPoint	17.0%
	Audio Technica		27.0%
Autoscript		Teleprompter Systems	
	Autoscript	Main Hardware Models Excludes Software	18.0%
	Autoscript	Software Modules	12.0%
BirdDog		Cameras and Video over IP Products	10.0%
Black Magic Design		Professional Video and Audio Products	7.0%
Broadcast Pix Inc		Professional Video and Audio Products	10.0%
C2G (Cables to Go)		Cabling Infrastructure Products	19.0%
C2G-Adaptor Products			12.0%
C2G-Power Products			12.0%
C2G-Retail Products			12.0%
Canon Broadcast		Camera Lens	12.0%
Canon Camcorders		Professional Video Camera	7.0%
Canon Cine EOS Cameras		Professional C-Series Still Image Cameras	20.0%
Canon Consumer EOS Cameras		Consumer 35MM Cameras/Lens Bundles	50.0%
Canon Projectors LV			12.0%
Canon Projectors-Realis			20.0%
Carl Zeiss		Still Image and Video Camera Lens	9.0%
Cartoni		Camera Support Products	20.0%
Chief (Legrand)		Display Mounts, both fixed and mobile	22.0%
Christie Digital		Projectors, LCD/LED Displays and Video Walls	
	Christie Digital	Christie M Series WX, DS+, HD, WU Main Models	30.0%
	Christie Digital	Christie M Series WX, DS+, HD, WU Lens, Lamps, Accessories	15.0%
	Christie Digital	Christie Crimson Models	25.0%
	Christie Digital	Christie Crimson Models Lens, Lamps, Accessories	15.0%
	Christie Digital	Christie D4K	20.0%
	Christie Digital	Christie D4K Lens, Lamps Accessories	15.0%
	Christie Digital	Christie 1DLP XGA, WX, HD, WU	30.0%
	Christie Digital	Christie 1DLP XGA, WX, HD, WU Lens, Lamps, Accessories	15.0%
	Christie Digital	Christie 3LCD - XGA, WXGA, HD, WUXGA, 2K Excludes LWU530/650	30.0%
	Christie Digital	Christie 3LCD - XGA, WXGA, HD, WUXGA, 2K Lens, Lamps Accessories	15.0%
	Christie Digital	Professional Flat Panels	25.0%
	Christie Digital	Christie Brio and Terra products	15.0%
Cisco		Network Switches	20.0%
Crown (Harman)		Audio Amplifiers	22.0%
Cuescript		Teleprompting Solutions	12.0%
Compulock-Synnex		Secure touchscreen hardware solutions for display devices	17.0%
Davis and Sandford		Camera Support Products (Tripods)	12.0%
DataVideo		Professional Video Switching Products	10.0%





Dell	Computers	7.0%
Dell	Monitors	13.0%
Denon-Marantz	Profession Audio Products	12.0%
Ergotron (Synnex)	Display mounts	25.0%
Fujinon	Camera Lens	15.0%
Genelec	Critical Audio Monitoring Products	17.0%
Haivision	Encoders/Decoders	7.0%
Hewlett Packard	Computer/Servers	7.0%
Hewlett Packard	Monitors and peripherals	7.0%
Hitachi	Professional Broadcast Camera Systems	12.0%
iKan	Video, Audio, and Fixed and Portable Lighting Products	15.0%
Ikegami	Professional Broadcast Camera Systems	14.0%
JBL (Harmon)	Audio Speaker Systems	30.0%
JBL Commercial (Harman)	Audio Speaker Systems	35.0%
JVC	Professional Camera Equipment and Display Monitors	12.0%
Kramer Electronics	Signal Switching and Processing Products	19.0%
Lectrosionics	Wireless Microphone Systems	10.0%
LG USA	* Clearance Models excluded	
	LG USA Commercial LED Displays * Clearance Models excluded	18.0%
	LG USA Commercial LED Displays Thin Bezel (3.5mm) Monitor Wall Models	8.0%
	LG USA Prosumer LED TV Displays	18.0%
	LG USA Prosumer LED TV Displays up to and including 49 Inches	8.0%
	LG USA Prosumer LED TV with Super Sign Displays up to and including 49 Inches	8.0%
Litepanels (VITEC)	Portable and Fixed Installation Studio Lighting Fixtures	12.0%
Mackie	Audio Mixers	15.0%
Magewell	Video Capture Devices	12.0%
Manfrotto	Camera Support Equipment (Tripod Systems)	17.0%
Marshall Electronics	IP Cameras	17.0%
Marshall Electronics	Monitors	17.0%
Master Clock	Precision Time and Signal Distribution Equipment	10.0%
Middle Atlantic (Legrand)	Equipment Enclosures and Accessories	28.0%
Miller	Camera Support Equipment (Tripod Systems)	12.0%
Mustang	Display Mounting Solutions	25.0%
NEC- See SHARP/NEC		
Netgear	Equipment Enclosures and Accessories	28.0%
O'Conner Engineering	Camera Tripods and Support Equipment	15.0%
Omnimount	Equipment Mounting Solutions	30.0%
Osprey Video	Encoders. Decoders and Capture Devices	10.0%
Panasonic	Professional Video, Audio and Display Products	
	Panasonic AV Conferencing Camera Systems	18.0%
	Panasonic AV Projectors	29.0%
	Panasonic Broadcast and Professional Cameras	12.0%
	Panasonic Broadcast and Professional Cameras-Varicam	7.0%
	Panasonic Broadcast and Professional Recording Products and Broadcast Displays	12.0%
	Panasonic Professional Displays AV Monitors-Large	10.0%
Peerless Industries	Display Mounting Solutions	19.0%
Philips Professional Displays	Commercial Displays	
* Clearance Models excluded		
Philips Professional Displays	B-Line Professional TV	25.0%





Philips Professional Displays	Q-Line Prosumer-Grade 4K SoC	25.0%
Philips Professional Displays	D-Line Commercial Grade	25.0%
Philips Professional Displays	H-Line Ultra Hi Bright	30.0%
Philips Professional Displays	X-Line Ultra Narrow Video Walls	25.0%
Philips Professional Displays	X-Line Video Wall Bundles	25.0%
Philips Professional Displays	P-Line Commercial Grade	25.0%
Philips Professional Displays	C-Line Corporate Touch	25.0%
Philips Professional Displays	T-Line Integrated Touch	25.0%
Bundled Software Solutions	T-Line Educational Touch	30.0%
Philips Professional Displays	NAVORI Labs	25.0%
Philips Professional Displays	SKYKIT	25.0%
Planar	* Clearance Models excluded	
	Planar LED Video Wall*	15.0%
	Planar LCD Video Wall*	15.0%
	Planar Large Format LCD*	15.0%
	Planar Transparent OLED	15.0%
	Planar Desktop and Touch	5.0%
Presonus	Audio Mixers	22.0%
Q-TV (Autocue by VITEC)	Teleprompting Products	12.0%
Rokinon	Lens	10.0%
Roland	Video Production Products	12.0%
Sachtler (VITEC)	Camera Support Equipment	15.0%
Samsung * Clearance Models excluded	Commercial Displays	17.0%
Sennheiser	Professional Audio Products	27.0%
Sharp/NEC	* Clearance Models excluded	
	Displays A Series dvLED	25.0%
	Sharp/NEC AccuSync Series	10.0%
	Sharp/NEC Collaboration Series	40.0%
	Sharp/NEC E Series	20.0%
	Sharp/NEC E Series dvLED	5.0%
	Sharp/NEC FA Series dvLED	5.0%
	Sharp/NEC FE Series dvLED	5.0%
	Sharp/NEC MultiSync C Series	30.0%
	Sharp/NEC MultiSync E Series	9.0%
	Sharp/NEC MultiSync EA Series	15.0%
	Sharp/NEC MultiSync EX Series	15.0%
	Sharp/NEC MultiSync M Series	22.0%
	Sharp/NEC MultiSync MA Series	22.0%
	Sharp/NEC MultiSync ME Series	30.0%
	Sharp/NEC MultiSync P Series	40.0%
	Sharp/NEC MultiSync PA Series	5.0%
	Sharp/NEC MultiSync UN Series	48.0%
	Sharp/NEC MultiSync V Series	22.0%
	Sharp/NEC MultiSync WD Series	40.0%
	Sharp/NEC MultiSync X Series	48.0%
	Sharp/NEC SpectraView Series	20.0%
	Sharp/NEC Stretch Signage Series	25.0%
	Sharp/NEC PN Series	25.0%
	Sharp/NEC 8M-B Series	35.0%
	Sharp/NEC 4T-B Series	35.0%





	Sharp/NEC	LL-B series	25.0%
	Sharp/NEC	Accessories	20.0%
Projectors		M Series	25.0%
	Sharp/NEC	MC Series	35.0%
	Sharp/NEC	ME Series	35.0%
	Sharp/NEC	P Series	50.0%
	Sharp/NEC	PA Series	30.0%
	Sharp/NEC	PE Series	50.0%
	Sharp/NEC	PH Series	20.0%
	Sharp/NEC	PX Series	40.0%
	Sharp/NEC	UM Series	20.0%
Shure		Audio Products	27.0%
Sony		Professional Video and Audio Products	
	Sony	AV Projectors	29.0%
	Sony	Cine/4K Projectors	5.0%
	Sony	Commercial Displays	15.0%
	Sony	Professional Audio	22.0%
	Sony	Professional Broadcast Displays	17.0%
	Sony	Professional Video Products *	17.0%
	Sony	* Excluding Sony Program Priced Models	
Soundcraft (Harman)		Main Models	30.0%
		Accessories/Spares/Panels	10.0%
TecNec		AV Accessories and Integration Products	12.0%
TecNec		OEM Branded Products	7.0%
TecNec		Pre-made and Bulk Cables	19.0%
Telestream		Main Hardware and Software Models Excludes Services	5.0%
Telex		Intercom Products	15.0%
Tripp Lite		Communications and Data Equipment	
	Tripp Lite	Cables including Fiber, USB	25.0%
	Tripp Lite	Corded Power Outlet Strips	18.0%
	Tripp Lite	Display Mounts	18.0%
	Tripp Lite	Extended Warranty for Select Products	15.0%
	Tripp Lite	Full Size Rack Enclosures	20.0%
	Tripp Lite	KVM Switches	20.0%
	Tripp Lite	Power Cords, Power Cord Adapters	40.0%
	Tripp Lite	UPS systems	25.0%
	Tripp Lite	Wall Mount Rack Enclosures	22.0%
TV Logic		Precision Video Displays	10.0%
TV-One		Video Wall Display Signal Management Products	20.0%
Vaddio (Legrand)		Video Cameras and Switching Products	21.0%
Vinten (VITEC)		Camera Support Products (Tripods)	17.0%
Whirlwind		Cable Assemblies	18.0%
Yamaha		Professional Audio Products	
	Yamaha	Analog Audio Console/Mixers-Base Models	22.0%
	Yamaha	BR Series Loudspeakers	27.0%
	Yamaha	BR Series Loudspeakers Accessories	22.0%
	Yamaha	Club Series Loudspeaker Accessories	22.0%
	Yamaha	Club Series Loudspeakers	27.0%
	Yamaha	Compact Disc Players	22.0%
	Yamaha	Digital Audio consoles excluding DM2000	17.0%



	Yamaha	Digital Audio Workstations	0.0%
	Yamaha	DSP Processors	17.0%
	Yamaha	Headphones	27.0%
	Yamaha	Installation Loudspeakers and Accessories	22.0%
	Yamaha	Portable PA Systems	22.0%
	Yamaha	Portable Recorders	27.0%
	Yamaha	Power Amplifiers	22.0%
	Yamaha	Powered Loudspeaker Accessories	22.0%
	Yamaha	Powered Loudspeakers	27.0%
	Yamaha	Powered Mixer Accessories	12.0%
	Yamaha	Powered Mixers-Base models	22.0%
	Yamaha	Powered Monitor Speakers and Accessories	22.0%
	Yamaha	Signal Processor Cables	17.0%
	Yamaha	Signal Processor Interfaces	17.0%
	Yamaha	Signal Processors	17.0%
DVG Professional Services			
	DVGENGINEERING	Digital Video Group Engineering: Design, Development and Solution Planning	12.0%
	DVGINSTALL	Digital Video Group Installation Services both On and Off Site as detailed in the Project Statement of Work	12.0%
	DVGPROJECTMGR	Digital Video Group On-Site Project Management Services	12.0%
	DVGTRAINING	Digital Video Group Onsite Operational System Training as detailed in the Project Statement of Work	12.0%
	DVGDRAWINGS	DVGDRAWINGS CAD A/V, Control Drawings "As Built" as required by the Project Statement of Work	12.0%
	DVGPROGRAMMING	Digital Video Group Programming. Includes creating custom instruction sets of control codes for A/V or Broadcast Video Devices. May include creation of custom Graphical Symbols and Pictures as detailed in the Project Statement of Work	12.0%
	DVGDATAMOVE	Digital Video Group Data migration to include moving all A/V data assets, project files, and configuration to new system as detailed in the Project Statement of Work	12.0%
	DVGCOMMISSION	Digital Video Group Assembly, Commissioning and Testing Services as detailed in the Project Statement of Work	12.0%
	DVGMATERIALS	Digital Video Group Miscellaneous Installation Materials (Consumables) May include Non-itemized Enclosures, Conduits, Wire-ways and Trays, Blank Panels, Screws, Nuts, Bolts, Grommets, Cable Ties, Lacing Braces, Labels, Engraved I/O Panels, Rental Equipment, Electrical Outlet Boxes, Cover Plates, Cables, Connectors, Wire, Disposable Items, Special Tools, Lightning and Surge Protection if Required and Determined by the System Specification	10.0%
	DVGLIFELINE	Digital Video Group offers Extended Operational System Warranties for DVG installed Systems. These Extended System Warranty Programs are custom configured with the client to provide a range of Warranty and Support Services.	12.0%
	DVGTRAVEL	Digital Video Group Travel Expenses for DVG Project Installation Personnel. These expanses are calculated against the current Geographical Local Rates and are passed thru to the Client.	0.0%
	DVGCUSTOMCONSOLE	Digital Video Group Custom Designed Equipment Consoles, Furniture, Lecterns etc.	10.0%

**Table 9 Multimedia Development Equipment**

Manufacturer		Discount from Manufacturer's Published List Price
ADDER	KVM Systems	20.0%
AJA	Video Production and Streaming Products	12.0%
AKG (Harmon)		
	AKG (Harmon) Handheld Vocal Microphones	25.0%
	AKG (Harmon) Headphones	25.0%
	AKG (Harmon) Installation Products	20.0%
	AKG (Harmon) Wired Microphones	25.0%
	AKG (Harmon) Wireless Microphones	25.0%
	AKG (Harmon) Accessories	15.0%
Allen&Heath		
	Allen&Heath Avantis Series	25.0%
	Allen&Heath dLive Series	15.0%
	Allen&Heath Flight Cases	10.0%
	Allen&Heath GL Series	30.0%
	Allen&Heath Installation Mixers	15.0%
	Allen&Heath Network Cards	20.0%
	Allen&Heath Personal Monitoring	30.0%
	Allen&Heath Remote Audio	20.0%
	Allen&Heath ZED Series	30.0%
	Allen&Heath Accessories	20.0%
Audio Technica	Professional Audio Products	
	Audio Technica Audio Technica Pro 88W	17.0%
	Audio Technica Audio Technica ProPoint	17.0%
	Audio Technica Audio Technica Series 40	17.0%
	Audio Technica Audio Technica Shotgun Mics	17.0%
	Audio Technica Audio Technica UniPoint	17.0%
	Audio Technica	27.0%
AVID	Professional Editing Software and Storage Products	
	AVID - Support Renewals Support Renewals Client must have Support in-forces at time of renewal	10.0%
	AVID -Hardware AVID Advanced Storage Products- Base Models	10.0%
	AVID -Hardware AVID Advanced Storage Products-Accessories	10.0%
	AVID -Hardware AVID supplied CPU's	10.0%
	AVID -Hardware Standard Video Hardware Accessories excluding AVID supplied CPU's	10.0%
	AVID -Software Media Composer, Floating License with Support (5-20-50 Seats)	10.0%
	AVID -Software Media Composer, Single License with Support-No Dongle	10.0%
	AVID -Software Media Composer, Single License with Support-with Dongle	10.0%
Azden	Professional Audio Products	22.0%
BirdDog	Cameras and Video over IP Products	10.0%
C2G (Cables to Go)	Cabling Infrastructure Products	19.0%
C2G-Adaptor Products		12.0%
C2G-Power Products		12.0%
C2G-Retail Products		12.0%
Calrec Audio	Professional Audio Mixing Consoles	7.0%
Canon Broadcast	Camera Lens	12.0%
Canon Camcorders	Professional Video Camera	7.0%
Canon Cine EOS Cameras	Professional C-Series Still Image Cameras	20.0%





Canon Consumer EOS Cameras	Consumer 35MM Cameras/Lens Bundles	50.0%
Canon Projectors LV		12.0%
Canon Projectors-Realis		20.0%
Carl Zeiss	Still Image and Video Camera Lens	9.0%
Cartoni	Camera Support Products	20.0%
Christie Digital	DLP Projectors, LCD/LED Displays and Video Walls	
Christie Digital	Christie M Series WX, DS+, HD, WU Main Models	30.0%
Christie Digital	Christie M Series WX, DS+, HD, WU Lens, Lamps, Accessories	15.0%
Christie Digital	Christie Crimson Models	25.0%
Christie Digital	Christie Crimson Models Lens, Lamps, Accessories	15.0%
Christie Digital	Christie D4K	20.0%
Christie Digital	Christie D4K Lens, Lamps Accessories	15.0%
Christie Digital	Christie 1DLP XGA, WX, HD, WU	30.0%
Christie Digital	Christie 1DLP XGA, WX, HD, WU Lens, Lamps, Accessories	15.0%
Christie Digital	Christie 3LCD - XGA, WXGA, HD, WUXGA, 2K Excludes LWU530/650	30.0%
Christie Digital	Christie 3LCD - XGA, WXGA, HD, WUXGA, 2K Lens, Lamps Accessories	15.0%
	Professional Flat Panels	25.0%
	Christie Brio and Terra products	15.0%
Chyron-Hego	Graphics Creation Software and Hardware Systems	12.0%
Dell	Computers	7.0%
Dell	Monitors	13.0%
Ensemble Designs	Professional Signal Management Products	14.0%
Facilis Technology Inc.	Base Models Only	15.0%
Facilis Technology Inc.	Options / Accessories / Upgrades	5.0%
Fujinon	Camera Lens	15.0%
Genelec	Critical Audio Monitoring Products	17.0%
Haivision	Encoders/Decoders	7.0%
Hewlett Packard	Computer/Servers	7.0%
Hewlett Packard	Monitors and peripherals	7.0%
Leader Instruments	Test and Measurement Equipment	
	Phabrix Line	7.0%
	Phabrix Extended Warranties	5.0%
	Leader Test and Measurement	10.0%
	Leader Test and Measurement Warranties	5.0%
LG USA	* Clearance Models excluded	
	Commercial LED Displays * Clearance Models excluded	18.0%
	Commercial LED Displays Thin Bezel (3.5mm) Monitor Wall Models	8.0%
	Prosumer LED TV Displays	18.0%
	Prosumer LED TV Displays up to and including 49 Inches	8.0%
	Prosumer LED TV with Super Sign Displays up to and including 49 Inches	8.0%
Link Electronics	Automated Captioning Servers	5.0%
Link Electronics	Encoders, Decoders, Video Processing Distribution Models	15.0%
Magewell	Video Capture Devices	12.0%
Master Clock	Precision Time and Signal Distribution Equipment	10.0%
Middle Atlantic (Legrand)	Equipment Enclosures and Accessories	28.0%
Netgear	Network Switches	28.0%
Newtek	Professional Video Switching and Camera Solutions	5.0%
Osprey Video	Encoders. Decoders and Capture Devices	10.0%







Panasonic	Professional Video, Audio and Display Products	
Panasonic	AV Conferencing Camera Systems	18.0%
Panasonic	AV Projectors	29.0%
Panasonic	Broadcast and Professional Cameras	12.0%
Panasonic	Broadcast and Professional Cameras-Varicam	7.0%
Panasonic	Broadcast and Professional Recording Products and Broadcast Displays	12.0%
Panasonic	Professional Displays AV Monitors-Large	10.0%
Philips Professional Displays * Clearance Models excluded	Commercial Displays	
	B-Line Professional TV	25.0%
	Q-Line Prosumer-Grade 4K SoC	25.0%
	D-Line Commercial Grade	25.0%
	H-Line Ultra Hi Bright	30.0%
	X-Line Ultra Narrow Video Walls	25.0%
	X-Line Video Wall Bundles	25.0%
	P-Line Commercial Grade	25.0%
	C-Line Corporate Touch	25.0%
	T-Line Integrated Touch	25.0%
Bundled Software Solutions	T-Line Educational Touch	30.0%
	NAVORI Labs	25.0%
	SKYKIT	25.0%
Planar	* Clearance Models excluded	
	LED Video Wall*	15.0%
	LCD Video Wall*	15.0%
	Large Format LCD*	15.0%
	Transparent OLED	15.0%
	Desktop and Touch	5.0%
Presonus	Audio Mixers	22.0%
Radio Design Labs	Signal Management Products	22.0%
Rane	Signal Management Products	12.0%
Rokinon	Lens	10.0%
Samsung * Clearance Models excluded	Commercial Displays	17.0%
Sennheiser	Professional Audio Products	27.0%
Sharp/NEC	* Clearance Models excluded	
Displays	A Series dvLED	25.0%
	AccuSync Series	10.0%
	Collaboration Series	40.0%
	E Series	20.0%
	E Series dvLED	5.0%
	FA Series dvLED	5.0%
	FE Series dvLED	5.0%
	MultiSync C Series	30.0%
	MultiSync E Series	9.0%
	MultiSync EA Series	15.0%
	MultiSync EX Series	15.0%
	MultiSync M Series	22.0%
	MultiSync MA Series	22.0%
	MultiSync ME Series	30.0%
	MultiSync P Series	40.0%
	MultiSync PA Series	5.0%



	MultiSync UN Series	48.0%
	MultiSync V Series	22.0%
	MultiSync WD Series	40.0%
	MultiSync X Series	48.0%
	SpectraView Series	20.0%
	Stretch Signage Series	25.0%
Sharp/NEC	PN Series	25.0%
	8M-B Series	35.0%
	4T-B Series	35.0%
	LL-B series	25.0%
	Accessories	20.0%
Projectors	M Series	25.0%
	MC Series	35.0%
	ME Series	35.0%
	P Series	50.0%
	PA Series	30.0%
	PE Series	50.0%
	PH Series	20.0%
	PX Series	40.0%
	UM Series	20.0%
Shure	Audio Products	27.0%
Sony	Professional Video and Audio Products	
	Sony AV Projectors	29.0%
	Sony Cine/4K Projectors	5.0%
	Sony Commercial Displays	15.0%
	Sony Professional Audio	22.0%
	Sony Professional Broadcast Displays	17.0%
	Sony Professional Video Products *	17.0%
	Sony * Excluding Sony Program Priced Models	
TecNec	AV Accessories and Integration Products	12.0%
TecNec	OEM Branded Products	7.0%
TecNec	Pre-made and Bulk Cables	19.0%
Tektronix (Telestream)	Parts and Accessories	4.0%
Tektronix (Telestream)	Extended Warranty, Service Contracts	10.0%
Tektronix (Telestream)	Test and Measurement Equipment-Base Models and Options	10.0%
Telestream	Main Hardware and Software Models Excludes Services	5.0%
Telos Alliance	Telephony Hybrid Products	10.0%
Tripp Lite	Communications and Data Equipment u	
	Tripp Lite Cables including Fiber, USB	25.0%
	Tripp Lite Corded Power Outlet Strips	18.0%
	Tripp Lite Display Mounts	18.0%
	Tripp Lite Extended Warranty for Select Products	15.0%
	Tripp Lite Full Size Rack Enclosures	20.0%
	Tripp Lite KVM Switches	20.0%
	Tripp Lite Power Cords, Power Cord Adapters	40.0%
	Tripp Lite UPS systems	25.0%
	Tripp Lite Wall Mount Rack Enclosures	22.0%
TV Logic	Precision Video Displays	10.0%
TV-One	Video Wall Display Signal Management Products	20.0%
Vaddio (Legrand)	Video Cameras and Switching Products	21.0%



Vizrt	Main Hardware and Software Models-Excludes Factory Service	15.0%
Wohler	Audio Measurement Products	12.0%
Yamaha	Professional Audio Products	
Yamaha	Analog Audio Console/Mixers-Base Models	22.0%
Yamaha	BR Series Loudspeakers	27.0%
Yamaha	BR Series Loudspeakers Accessories	22.0%
Yamaha	Club Series Loudspeaker Accessories	22.0%
Yamaha	Club Series Loudspeakers	27.0%
Yamaha	Compact Disc Players	22.0%
Yamaha	Digital Audio consoles excluding DM2000	17.0%
Yamaha	Digital Audio Workstations	0.0%
Yamaha	DSP Processors	17.0%
Yamaha	Headphones	27.0%
Yamaha	Installation Loudspeakers and Accessories	22.0%
Yamaha	Portable PA Systems	22.0%
Yamaha	Portable Recorders	27.0%
Yamaha	Power Amplifiers	22.0%
Yamaha	Powered Loudspeaker Accessories	22.0%
Yamaha	Powered Loudspeakers	27.0%
Yamaha	Powered Mixer Accessories	12.0%
Yamaha	Powered Mixers-Base models	22.0%
Yamaha	Powered Monitor Speakers and Accessories	22.0%
Yamaha	Signal Processor Cables	17.0%
Yamaha	Signal Processor Interfaces	17.0%
Yamaha	Signal Processors	17.0%
Zacuto	DSLR Camera Accessories	12.0%
DVG Professional Services		
DVGENGINEERING	Digital Video Group Engineering: Design, Development and Solution Planning	12.0%
DVGINSTALL	Digital Video Group Installation Services both On and Off Site as detailed in the Project Statement of Work	12.0%
DVGPROJECTMGR	Digital Video Group On-Site Project Management Services	12.0%
DVGTRAINING	Digital Video Group Onsite Operational System Training as detailed in the Project Statement of Work	12.0%
DVGDRAWINGS	DVGDRAWINGS CAD A/V, Control Drawings "As Built" as required by the Project Statement of Work	12.0%
DVGPROGRAMMING	Digital Video Group Programming. Includes creating custom instruction sets of control codes for A/V or Broadcast Video Devices. May include creation of custom Graphical Symbols and Pictures as detailed in the Project Statement of Work	12.0%
DVGDATAMOVE	Digital Video Group Data migration to include moving all A/V data assets, project files, and configuration to new system as detailed in the Project Statement of Work	12.0%
DVGCOMMISSION	Digital Video Group Assembly, Commissioning and Testing Services as detailed in the Project Statement of Work	12.0%



DVGMATERIALS	Digital Video Group Miscellaneous Installation Materials (Consumables) May include Non-itemized Enclosures, Conduits, Wire-ways and Trays, Blank Panels, Screws, Nuts, Bolts, Grommets, Cable Ties, Lacing Braces, Labels, Engraved I/O Panels, Rental Equipment, Electrical Outlet Boxes, Cover Plates, Cables, Connectors, Wire, Disposable Items, Special Tools, Lightning and Surge Protection if Required and Determined by the System Specification	10.0%
DVGLIFELINE	Digital Video Group offers Extended Operational System Warranties for DVG installed Systems. These Extended System Warranty Programs are custom configured with the client to provide a range of Warranty and Support Services.	12.0%
DVGTRAVEL	Digital Video Group Travel Expenses for DVG Project Installation Personnel. These expenses are calculated against the current Geographical Local Rates and are passed thru to the Client.	0.0%
DVGCUSTOMCONSOLE	Digital Video Group Custom Designed Equipment Consoles, Furniture, Lecterns etc.	10.0%

**Table 10 Satellite Transmitting and Receiving Equipment**

Manufacturer		Discount from Manufacture's Published List Price
American Power Conversion (Schneider Electric)	UPS Systems	22.0%
Apantac	Video Multiviewers	15.0%
C2G (Cables to Go)	Cabling Infrastructure Products	19.0%
C2G-Adaptor Products		12.0%
C2G-Power Products		12.0%
C2G-Retail Products		12.0%
Complex (Tec nec)	Cabling Infrastructure Products	10.0%
Cobalt	Broadcast Signal Management Products	12.0%
Dbx (Harman)	Audio Processing Products	25.0%
EEG Enterprises Inc	Closed Captioned Encoders	5.0%
Ensemble Designs	Professional Signal Management Products	14.0%
Evertz	Professional Broadcast Signal Management and Processing Products	14.0%
Grass Valley	Main Models Only	15.0%
Grass Valley	Accessories	10.0%
Grass Valley	Services and travel costs	0.0%
Haivision	Encoders/Decoders	7.0%
Harmonic	Main Models Only	17.0%
Harmonic	Services Excludes travel costs	10.0%
Hewlett Packard	Computer/Servers	7.0%
Hewlett Packard	Monitors and peripherals	7.0%
Imagine Communications	Main Models Only	22.0%
Imagine Communications	Accessories	10.0%
Imagine Communications	Services and travel costs	0.0%
Leader Instruments	Test and Measurement Equipment	
	Phabrix Line	7.0%
	Phabrix Extended Warranties	5.0%
	Leader Test and Measurement	10.0%
	Leader Test and Measurement Warranties	5.0%
Lexicon (Harman)	Audio Signal Processing Equipment	20.0%
Link Electronics	Automated Captioning Servers	5.0%
Link Electronics	Encoders, Decoders, Video Processing Distribution Models	15.0%





Master Clock	Precision Time and Signal Distribution Equipment	10.0%
Middle Atlantic (Legrand)	Equipment Enclosures and Accessories	28.0%
Nickless Schrimmer & Co	Satellite and RF Products	5.0%
Osprey Video	Encoders, Decoders and Capture Devices	10.0%
Radio Design Labs	Signal Management Products	22.0%
Rane	Signal Management Products	12.0%
Rokinon	Lens	10.0%
Roland	Video Production Products	12.0%
Sencore	Television, Satellite and RF Products	5.0%
Sencore WELLS AV	Television, Satellite and RF Products	5.0%
Sierra Video Systems (Kramer)	Signal Management Systems	17.0%
TecNec	AV Accessories and Integration Products	12.0%
TecNec	OEM Branded Products	7.0%
TecNec	Pre-made and Bulk Cables	19.0%
Tektronix (Telestream)	Parts and Accessories	4.0%
Tektronix (Telestream)	Extended Warranty, Service Contracts	10.0%
Tektronix (Telestream)	Test and Measurement Equipment-Base Models and Options	10.0%
Telecast (Grass Valley)	Main Models	20.0%
Telecast (Grass Valley)	Accessories	5.0%
Telestream	Main Hardware and Software Models Excludes Services	5.0%
Tripp Lite	Communications and Data Equipment u	
	Tripp Lite Cables including Fiber, USB	25.0%
	Tripp Lite Corded Power Outlet Strips	18.0%
	Tripp Lite Display Mounts	18.0%
	Tripp Lite Extended Warranty for Select Products	15.0%
	Tripp Lite Full Size Rack Enclosures	20.0%
	Tripp Lite KVM Switches	20.0%
	Tripp Lite Power Cords, Power Cord Adapters	40.0%
	Tripp Lite UPS systems	25.0%
	Tripp Lite Wall Mount Rack Enclosures	22.0%
TV Logic	Precision Video Displays	10.0%
Whirlwind	Cable Assemblies	18.0%
Wohler	Audio Measurement Products	12.0%
ZeeVee	AV Distribution and RF Modulation Products	12.0%
DVG Professional Services		
	DVGENGINEERING Digital Video Group Engineering: Design, Development and Solution Planning	12.0%
	DVGINSTALL Digital Video Group Installation Services both On and Off Site as detailed in the Project Statement of Work	12.0%
	DVGPROJECTMGR Digital Video Group On-Site Project Management Services	12.0%
	DVGTRAINING Digital Video Group Onsite Operational System Training as detailed in the Project Statement of Work	12.0%
	DVGDRAWINGS DVGDRAWINGS CAD A/V, Control Drawings "As Built" as required by the Project Statement of Work	12.0%
	DVGPROGRAMMING Digital Video Group Programming. Includes creating custom instruction sets of control codes for A/V or Broadcast Video Devices. May include creation of custom Graphical Symbols and Pictures as detailed in the Project Statement of Work	12.0%
	DVGDATAMOVE Digital Video Group Data migration to include moving all A/V data assets, project files, and configuration to new system as detailed in the Project Statement of Work	12.0%



DVGCOMMISSION	Digital Video Group Assembly, Commissioning and Testing Services as detailed in the Project Statement of Work	12.0%
DVGMATERIALS	Digital Video Group Miscellaneous Installation Materials (Consumables) May include Non-itemized Enclosures, Conduits, Wire-ways and Trays, Blank Panels, Screws, Nuts, Bolts, Grommets, Cable Ties, Lacing Braces, Labels, Engraved I/O Panels, Rental Equipment, Electrical Outlet Boxes, Cover Plates, Cables, Connectors, Wire, Disposable Items, Special Tools, Lightning and Surge Protection if Required and Determined by the System Specification	10.0%
DVGLIFELINE	Digital Video Group offers Extended Operational System Warranties for DVG installed Systems. These Extended System Warranty Programs are custom configured with the client to provide a range of Warranty and Support Services.	12.0%
DVGTRAVEL	Digital Video Group Travel Expenses for DVG Project Installation Personnel. These expenses are calculated against the current Geographical Local Rates and are passed thru to the Client.	0.0%
DVGCUSTOMCONSOLE	Digital Video Group Custom Designed Equipment Consoles, Furniture, Lecterns etc.	10.0%

**Table 11 Teleconferencing and Communication Equipment**

Manufacturer		Discount from Manufacture's Published List Price
AKG (Harmon)		
AKG (Harmon)	Handheld Vocal Microphones	25.0%
AKG (Harmon)	Headphones	25.0%
AKG (Harmon)	Installation Products	20.0%
AKG (Harmon)	Wired Microphones	25.0%
AKG (Harmon)	Wireless Microphones	25.0%
AKG (Harmon)	Accessories	15.0%
Allen&Heath		
Allen&Heath	Avantis Series	25.0%
Allen&Heath	dLive Series	15.0%
Allen&Heath	Flight Cases	10.0%
Allen&Heath	GL Series	30.0%
Allen&Heath	Installation Mixers	15.0%
Allen&Heath	Network Cards	20.0%
Allen&Heath	Personal Monitoring	30.0%
Allen&Heath	Remote Audio	20.0%
Allen&Heath	ZED Series	30.0%
Allen&Heath	Accessories	20.0%
Anton Bauer	Battery Systems	12.0%
Apantac	Video Multiviewers	15.0%
Audio Technica	Professional Audio Products	
Audio Technica	Audio Technica Pro 88W	17.0%
Audio Technica	Audio Technica ProPoint	17.0%
Audio Technica	Audio Technica Series 40	17.0%
Audio Technica	Audio Technica Shotgun Mics	17.0%
Audio Technica	Audio Technica UniPoint	17.0%
Audio Technica		27.0%
Autoscript	Teleprompter Systems	
Autoscript	Main Hardware Models Excludes Software	18.0%
Autoscript	Software Modules	12.0%





Azden	Professional Audio Products	22.0%
BirdDog	Cameras and Video over IP Products	10.0%
Black Magic Design	Professional Video and Audio Products	7.0%
Broadcast Pix Inc	Professional Video and Audio Products	10.0%
C2G (Cables to Go)	Cabling Infrastructure Products	19.0%
C2G-Adaptor Products		12.0%
C2G-Power Products		12.0%
C2G-Retail Products		12.0%
Calrec Audio	Professional Audio Mixing Consoles	7.0%
Canon Broadcast	Camera Lens	12.0%
Canon Camcorders	Professional Video Camera	7.0%
Canon Cine EOS Cameras	Professional C-Series Still Image Cameras	20.0%
Canon Consumer EOS Cameras	Consumer 35MM Cameras/Lens Bundles	50.0%
Canon Projectors LV		12.0%
Canon Projectors-Realis		20.0%
Carl Zeiss	Still Image and Video Camera Lens	9.0%
Cartoni	Camera Support Products	20.0%
Chief (Legrand)	Display Mounts, both fixed and mobile	22.0%
Christie Digital	Projectors, LCD/LED Displays and Video Walls	
Christie Digital	Christie M Series WX, DS+, HD, WU Main Models	30.0%
Christie Digital	Christie M Series WX, DS+, HD, WU Lens, Lamps, Accessories	15.0%
Christie Digital	Christie Crimson Models	25.0%
Christie Digital	Christie Crimson Models Lens, Lamps, Accessories	15.0%
Christie Digital	Christie D4K	20.0%
Christie Digital	Christie D4K Lens, Lamps Accessories	15.0%
Christie Digital	Christie 1DLP XGA, WX, HD, WU	30.0%
Christie Digital	Christie 1DLP XGA, WX, HD, WU Lens, Lamps, Accessories	15.0%
Christie Digital	Christie 3LCD - XGA, WXGA, HD, WUXGA, 2K Excludes LWU530/650	30.0%
Christie Digital	Christie 3LCD - XGA, WXGA, HD, WUXGA, 2K Lens, Lamps Accessories	15.0%
Christie Digital	Professional Flat Panels	25.0%
Christie Digital	Christie Brio and Terra products	15.0%
Cisco	Network Switches	20.0%
Clearcom (an HME Company)	Intercom Products	17.0%
Crown (Harman)	Audio Amplifiers	22.0%
Cuescript	Teleprompting Solutions	12.0%
Davis and Sandford	Camera Support Products (Tripods)	12.0%
DataVideo	Professional Video Switching Products	10.0%
Dbx (Harman)	Audio Processing Products	25.0%
Decimator	Video Multiviewer Products	10.0%
Denon-Marantz	Profession Audio Products	12.0%
EEG Enterprises Inc	Closed Captioned Encoders	5.0%
Ensemble Designs	Professional Signal Management Products	14.0%
Ergotron (Synnex)	Display mounts	25.0%
ESE	Up/Down Timers, Clocks and Time Code Readers	12.0%





Fujinon	Camera Lens	15.0%
Genelec	Critical Audio Monitoring Products	17.0%
Grass Valley	Main Models Only	15.0%
Grass Valley	Accessories	10.0%
Grass Valley	Services and travel costs	0.0%
Haivision	Encoders/Decoders	7.0%
Hewlett Packard	Computer/Servers	7.0%
Hewlett Packard	Monitors and peripherals	7.0%
JBL (Harmon)	Audio Speaker Systems	30.0%
JBL Commercial (Harman)	Audio Speaker Systems	35.0%
JVC	Professional Camera Equipment and Display Monitors	12.0%
Kramer Electronics	Signal Switching and Processing Products	19.0%
Leader Instruments	Test and Measurement Equipment	
	Phabrix Line	7.0%
	Phabrix Extended Warranties	5.0%
	Leader Test and Measurement	10.0%
	Leader Test and Measurement Warranties	5.0%
Lectrosonics	Wireless Microphone Systems	10.0%
Lexicon (Harman)	Audio Signal Processing Equipment	20.0%
	LG USA Clearance Models excluded	
	LG USA Commercial LED Displays * Clearance Models excluded	18.0%
	LG USA Commercial LED Displays Thin Bezel (3.5mm) Monitor Wall Models	8.0%
	LG USA Prosumer LED TV Displays	18.0%
	LG USA Prosumer LED TV Displays up to and including 49 Inches	8.0%
	LG USA Prosumer LED TV with Super Sign Displays up to and including 49 Inches	8.0%
Litepanels (VITEC)	Portable and Fixed Installation Studio Lighting Fixtures	12.0%
Link Electronics	Automated Captioning Servers	5.0%
Link Electronics	Encoders, Decoders, Video Processing Distribution Models	15.0%
LIVEU	Main Models- Excludes Data Plans / Rentals/ Service Renewals	15.0%
Mackie	Audio Mixers	15.0%
Magewell	Video Capture Devices	12.0%
Manfrotto	Camera Support Equipment (Tripod Systems)	17.0%
Marshall Electronics	IP Cameras	17.0%
Marshall Electronics	Monitors	17.0%
Master Clock	Precision Time and Signal Distribution Equipment	10.0%
Middle Atlantic (Legrand)	Equipment Enclosures and Accessories	28.0%
Miller	Camera Support Equipment (Tripod Systems)	12.0%
Mustang	Display Mounting Solutions	25.0%
NEC- See SHARP/NEC		
Netgear	Network Switches	28.0%
Newtek	Professional Video Switching and Camera Solutions	5.0%
O'Conner Engineering	Camera Tripods and Support Equipment	15.0%
Omnimount	Equipment Mounting Solutions	30.0%
Omnirax	Technical Furniture and Consoles	25.0%
Osprey Video	Encoders. Decoders and Capture Devices	10.0%
Panasonic	Professional Video, Audio and Display Products	
	Panasonic AV Conferencing Camera Systems	18.0%
	Panasonic AV Projectors	29.0%
	Panasonic Broadcast and Professional Cameras	12.0%





	Panasonic	Broadcast and Professional Cameras-Varicam	7.0%
	Panasonic	Broadcast and Professional Recording Products and Broadcast Displays	12.0%
	Panasonic	Professional Displays AV Monitors-Large	10.0%
Peerless Industries		Display Mounting Solutions	19.0%
Philips Professional Displays		Commercial Displays - Clearance Models Excluded	
	Philips Professional Displays	B-Line Professional TV	25.0%
	Philips Professional Displays	Q-Line Prosumer-Grade 4K SoC	25.0%
	Philips Professional Displays	D-Line Commercial Grade	25.0%
	Philips Professional Displays	H-Line Ultra Hi Bright	30.0%
	Philips Professional Displays	X-Line Ultra Narrow Video Walls	25.0%
	Philips Professional Displays	X-Line Video Wall Bundles	25.0%
	Philips Professional Displays	P-Line Commercial Grade	25.0%
	Philips Professional Displays	C-Line Corporate Touch	25.0%
	Philips Professional Displays	T-Line Integrated Touch	25.0%
	Philips Bundled Software Solutions	T-Line Educational Touch	30.0%
	Philips Bundled Software Solutions	NAVORI Labs	25.0%
	Philips Bundled Software Solutions	SKYKIT	25.0%
Planar		Clearance Models excluded	
	Planar	LED Video Wall*	15.0%
	Planar	LCD Video Wall*	15.0%
	Planar	Large Format LCD*	15.0%
	Planar	Transparent OLED	15.0%
	Planar	Desktop and Touch	5.0%
Presonus		Audio Mixers	22.0%
Q-TV (Autocue by VITEC)		Teleprompting Products	12.0%
Radio Design Labs		Signal Management Products	22.0%
Rane		Signal Management Products	12.0%
Rokinon		Lens	10.0%
Roland		Video Production Products	12.0%
Ross Video Educational		Software Applications for News and Graphics	EDU
Ross Video Main Models		Excludes Optional Software Modules	12.0%
Ross Video Main Models		Optional Software Modules	5.0%
Ross Video Services		Services and travel costs excluded	0.0%
RTS		Intercom Products	8.0%
Sachtler (VITEC)		Camera Support Equipment	15.0%
Samsung * Clearance Models excluded		Commercial Displays	17.0%
Sencore		Television, Satellite and RF Products	5.0%
Sencore WELLS AV		Television, Satellite and RF Products	5.0%
Sennheiser		Professional Audio Products	27.0%
Sharp/NEC		* Clearance Models excluded	
	Sharp/NEC Displays	A Series dvLED	25.0%
	Sharp/NEC Displays	AccuSync Series	10.0%
	Sharp/NEC Displays	Collaboration Series	40.0%
	Sharp/NEC Displays	E Series	20.0%
	Sharp/NEC Displays	E Series dvLED	5.0%
	Sharp/NEC Displays	FA Series dvLED	5.0%
	Sharp/NEC Displays	FE Series dvLED	5.0%
	Sharp/NEC Displays	MultiSync C Series	30.0%
	Sharp/NEC Displays	MultiSync E Series	9.0%



Sharp/NEC Displays	MultiSync EA Series	15.0%
Sharp/NEC Displays	MultiSync EX Series	15.0%
Sharp/NEC Displays	MultiSync M Series	22.0%
Sharp/NEC Displays	MultiSync MA Series	22.0%
Sharp/NEC Displays	MultiSync ME Series	30.0%
Sharp/NEC Displays	MultiSync P Series	40.0%
Sharp/NEC Displays	MultiSync PA Series	5.0%
Sharp/NEC Displays	MultiSync UN Series	48.0%
Sharp/NEC Displays	MultiSync V Series	22.0%
Sharp/NEC Displays	MultiSync WD Series	40.0%
Sharp/NEC Displays	MultiSync X Series	48.0%
Sharp/NEC Displays	SpectraView Series	20.0%
Sharp/NEC Displays	Stretch Signage Series	25.0%
Sharp/NEC Displays	PN Series	25.0%
Sharp/NEC Displays	8M-B Series	35.0%
Sharp/NEC Displays	4T-B Series	35.0%
Sharp/NEC Displays	LL-B series	25.0%
Sharp/NEC Displays	Accessories	20.0%
Sharp/NEC Projectors	M Series	25.0%
Sharp/NEC Projectors	MC Series	35.0%
Sharp/NEC Projectors	ME Series	35.0%
Sharp/NEC Projectors	P Series	50.0%
Sharp/NEC Projectors	PA Series	30.0%
Sharp/NEC Projectors	PE Series	50.0%
Sharp/NEC Projectors	PH Series	20.0%
Sharp/NEC Projectors	PX Series	40.0%
Sharp/NEC Projectors	UM Series	20.0%
Shure	Audio Products	27.0%
Sierra Video Systems (Kramer)	Signal Management Systems	17.0%
Sony	Professional Video and Audio Products	
	Sony AV Projectors	29.0%
	Sony Cine/4K Projectors	5.0%
	Sony Commercial Displays	15.0%
	Sony Professional Audio	22.0%
	Sony Professional Broadcast Displays	17.0%
	Sony Professional Video Products *	17.0%
	Sony * Excluding Sony Program Priced Models	
Soundcraft (Harman)	Main Models	30.0%
	Accessories/Spares/Panels	10.0%
TecNec	AV Accessories and Integration Products	12.0%
TecNec	OEM Branded Products	7.0%
TecNec	Pre-made and Bulk Cables	19.0%
Tektronix (Telestream)	Parts and Accessories	4.0%
Tektronix (Telestream)	Extended Warranty, Service Contracts	10.0%
Tektronix (Telestream)	Test and Measurement Equipment-Base Models and Options	10.0%
Telestream	Main Hardware and Software Models Excludes Services	5.0%
Telex	Intercom Products	15.0%
Telos Alliance	Telephony Hybrid Products	10.0%
Teradek (VITEC)	Wireless Video and Audio Transmission Equipment	7.0%
Tripp Lite	Communications and Data Equipment u	
	Tripp Lite Cables including Fiber, USB	25.0%



	Tripp Lite	Corded Power Outlet Strips	18.0%
	Tripp Lite	Display Mounts	18.0%
	Tripp Lite	Extended Warranty for Select Products	15.0%
	Tripp Lite	Full Size Rack Enclosures	20.0%
	Tripp Lite	KVM Switches	20.0%
	Tripp Lite	Power Cords, Power Cord Adapters	40.0%
	Tripp Lite	UPS systems	25.0%
	Tripp Lite	Wall Mount Rack Enclosures	22.0%
TV Logic		Precision Video Displays	10.0%
Vaddio (Legrand)		Video Cameras and Switching Products	21.0%
Vinten (VITEC)		Camera Support Products (Tripods)	17.0%
Vizrt		Main Hardware and Software Models-Excludes Factory Service	15.0%
Whirlwind		Cable Assemblies	18.0%
Winsted		Technical Furniture and Consoles	12.0%
Wohler		Audio Measurement Products	12.0%
Yamaha		Professional Audio Products	
	Yamaha	Analog Audio Console/Mixers-Base Models	22.0%
	Yamaha	BR Series Loudspeakers	27.0%
	Yamaha	BR Series Loudspeakers Accessories	22.0%
	Yamaha	Club Series Loudspeaker Accessories	22.0%
	Yamaha	Club Series Loudspeakers	27.0%
	Yamaha	Compact Disc Players	22.0%
	Yamaha	Digital Audio consoles excluding DM2000	17.0%
	Yamaha	Digital Audio Workstations	0.0%
	Yamaha	DSP Processors	17.0%
	Yamaha	Headphones	27.0%
	Yamaha	Installation Loudspeakers and Accessories	22.0%
	Yamaha	Portable PA Systems	22.0%
	Yamaha	Portable Recorders	27.0%
	Yamaha	Power Amplifiers	22.0%
	Yamaha	Powered Loudspeaker Accessories	22.0%
	Yamaha	Powered Loudspeakers	27.0%
	Yamaha	Powered Mixer Accessories	12.0%
	Yamaha	Powered Mixers-Base models	22.0%
	Yamaha	Powered Monitor Speakers and Accessories	22.0%
	Yamaha	Signal Processor Cables	17.0%
	Yamaha	Signal Processor Interfaces	17.0%
	Yamaha	Signal Processors	17.0%
DVG Professional Services			
	DVGENGINEERING	Digital Video Group Engineering: Design, Development and Solution Planning	12.0%
	DVGINSTALL	Digital Video Group Installation Services both On and Off Site as detailed in the Project Statement of Work	12.0%
	DVGPROJECTMGR	Digital Video Group On-Site Project Management Services	12.0%
	DVGTRAINING	Digital Video Group Onsite Operational System Training as detailed in the Project Statement of Work	12.0%
	DVGDRAWINGS	DVGDRAWINGS CAD A/V, Control Drawings "As Built" as required by the Project Statement of Work	12.0%
	DVGPROGRAMMING	Digital Video Group Programming. Includes creating custom instruction sets of control codes for A/V or Broadcast Video Devices. May include creation of custom Graphical Symbols and Pictures as detailed in the Project Statement of Work	12.0%



DVGDATA MOVE	Digital Video Group Data migration to include moving all A/V data assets, project files, and configuration to new system as detailed in the Project Statement of Work	12.0%
DVG COMMISSION	Digital Video Group Assembly, Commissioning and Testing Services as detailed in the Project Statement of Work	12.0%
DVG MATERIALS	Digital Video Group Miscellaneous Installation Materials (Consumables) May include Non-itemized Enclosures, Conduits, Wire-ways and Trays, Blank Panels, Screws, Nuts, Bolts, Grommets, Cable Ties, Lacing Braces, Labels, Engraved I/O Panels, Rental Equipment, Electrical Outlet Boxes, Cover Plates, Cables, Connectors, Wire, Disposable Items, Special Tools, Lightning and Surge Protection if Required and Determined by the System Specification	10.0%
DVGLIFELINE	Digital Video Group offers Extended Operational System Warranties for DVG installed Systems. These Extended System Warranty Programs are custom configured with the client to provide a range of Warranty and Support Services.	12.0%
DVG TRAVEL	Digital Video Group Travel Expenses for DVG Project Installation Personnel. These expenses are calculated against the current Geographical Local Rates and are passed thru to the Client.	0.0%
DVGCUSTOM CONSOLE	Digital Video Group Custom Designed Equipment Consoles, Furniture, Lecterns etc.	10.0%

**Table 12 Computer Presentation Equipment Streaming and Webcasting**

Manufacturer	Discount from Manufacturer's Published List Price	
AJA	Video Production and Streaming Products	12.0%
AVID	Professional Editing Software and Storage Products	
AVID - Support Renewals	Support Renewals Client must have Support in-forces at time of renewal	10.0%
AVID -Hardware	AVID Advanced Storage Products- Base Models	10.0%
AVID -Hardware	AVID Advanced Storage Products-Accessories	10.0%
AVID -Hardware	AVID supplied CPU's	10.0%
AVID -Hardware	Standard Video Hardware Accessories excluding AVID supplied CPU's	10.0%
AVID -Software	Media Composer, Floating License with Support (5-20-50 Seats)	10.0%
AVID -Software	Media Composer, Single License with Support-No Dongle	10.0%
AVID -Software	Media Composer, Single License with Support-with Dongle	10.0%
BirdDog	Cameras and Video over IP Products	10.0%
Black Magic Design	Professional Video and Audio Products	7.0%
Broadcast Pix Inc	Professional Video and Audio Products	10.0%
Cobalt	Broadcast Signal Management Products	12.0%
DataVideo	Professional Video Switching Products	10.0%
Dell	Computers	7.0%
Dell	Monitors	13.0%
Ensemble Designs	Professional Signal Management Products	14.0%
Haivision	Encoders/Decoders	7.0%
Hewlett Packard	Computer/Servers	7.0%
Hewlett Packard	Monitors and peripherals	7.0%
JVC	Professional Camera Equipment and Display Monitors	12.0%
Leightronics	Video Playout Servers and PEG Channel Automation Products	10.0%
LG USA	Clearance Models excluded	
LG USA	Commercial LED Displays * Clearance Models excluded	18.0%
LG USA	Commercial LED Displays Thin Bezel (3.5mm) Monitor Wall Models	8.0%
LG USA	Prosumer LED TV Displays	18.0%
LG USA	Prosumer LED TV Displays up to and including 49 Inches	8.0%







	LG USA	Prosumer LED TV with Super Sign Displays up to and including 49 Inches	8.0%
Link Electronics		Automated Captioning Servers	5.0%
Link Electronics		Encoders, Decoders, Video Processing Distribution Models	15.0%
LIVEU		Main Models- Excludes Data Plans / Rentals/ Service Renewals	15.0%
Magewell		Video Capture Devices	12.0%
NEC- See SHARP/NEC			
Netgear		Network Switches	28.0%
Newtek		Professional Video Switching and Camera Solutions	5.0%
Osprey Video		Encoders. Decoders and Capture Devices	10.0%
Panasonic		Professional Video, Audio and Display Products	
	Panasonic	AV Conferencing Camera Systems	18.0%
	Panasonic	AV Projectors	29.0%
	Panasonic	Broadcast and Professional Cameras	12.0%
	Panasonic	Broadcast and Professional Cameras-Varicam	7.0%
	Panasonic	Broadcast and Professional Recording Products and Broadcast Displays	12.0%
	Panasonic	Professional Displays AV Monitors-Large	10.0%
Philips Professional Displays		Commercial Displays - Clearance Models Excluded	
Philips Professional Displays		B-Line Professional TV	25.0%
Philips Professional Displays		Q-Line Prosumer-Grade 4K SoC	25.0%
Philips Professional Displays		D-Line Commercial Grade	25.0%
Philips Professional Displays		H-Line Ultra Hi Bright	30.0%
Philips Professional Displays		X-Line Ultra Narrow Video Walls	25.0%
Philips Professional Displays		X-Line Video Wall Bundles	25.0%
Philips Professional Displays		P-Line Commercial Grade	25.0%
Philips Professional Displays		C-Line Corporate Touch	25.0%
Philips Professional Displays		T-Line Integrated Touch	25.0%
Philips Bundled Software Solutions		T-Line Educational Touch	30.0%
Philips Bundled Software Solutions		NAVORI Labs	25.0%
Philips Bundled Software Solutions		SKYKIT	25.0%
Planar		Clearance Models excluded	
	Planar	LED Video Wall*	15.0%
	Planar	LCD Video Wall*	15.0%
	Planar	Large Format LCD*	15.0%
	Planar	Transparent OLED	15.0%
	Planar	Desktop and Touch	5.0%
Roland		Video Production Products	12.0%
Samsung * Clearance Models excluded		Commercial Displays	17.0%
Sharp/NEC		* Clearance Models excluded	
Sharp/NEC Displays		A Series dvLED	25.0%
Sharp/NEC Displays		AccuSync Series	10.0%
Sharp/NEC Displays		Collaboration Series	40.0%
Sharp/NEC Displays		E Series	20.0%
Sharp/NEC Displays		E Series dvLED	5.0%
Sharp/NEC Displays		FA Series dvLED	5.0%
Sharp/NEC Displays		FE Series dvLED	5.0%
Sharp/NEC Displays		MultiSync C Series	30.0%
Sharp/NEC Displays		MultiSync E Series	9.0%
Sharp/NEC Displays		MultiSync EA Series	15.0%





Sharp/NEC Displays	MultiSync EX Series	15.0%
Sharp/NEC Displays	MultiSync M Series	22.0%
Sharp/NEC Displays	MultiSync MA Series	22.0%
Sharp/NEC Displays	MultiSync ME Series	30.0%
Sharp/NEC Displays	MultiSync P Series	40.0%
Sharp/NEC Displays	MultiSync PA Series	5.0%
Sharp/NEC Displays	MultiSync UN Series	48.0%
Sharp/NEC Displays	MultiSync V Series	22.0%
Sharp/NEC Displays	MultiSync WD Series	40.0%
Sharp/NEC Displays	MultiSync X Series	48.0%
Sharp/NEC Displays	SpectraView Series	20.0%
Sharp/NEC Displays	Stretch Signage Series	25.0%
Sharp/NEC Displays	PN Series	25.0%
Sharp/NEC Displays	8M-B Series	35.0%
Sharp/NEC Displays	4T-B Series	35.0%
Sharp/NEC Displays	LL-B series	25.0%
Sharp/NEC Displays	Accessories	20.0%
Sharp/NEC Projectors	M Series	25.0%
Sharp/NEC Projectors	MC Series	35.0%
Sharp/NEC Projectors	ME Series	35.0%
Sharp/NEC Projectors	P Series	50.0%
Sharp/NEC Projectors	PA Series	30.0%
Sharp/NEC Projectors	PE Series	50.0%
Sharp/NEC Projectors	PH Series	20.0%
Sharp/NEC Projectors	PX Series	40.0%
Sharp/NEC Projectors	UM Series	20.0%
Sony	Professional Video and Audio Products	
Sony	AV Projectors	29.0%
Sony	Cine/4K Projectors	5.0%
Sony	Commercial Displays	15.0%
Sony	Professional Audio	22.0%
Sony	Professional Broadcast Displays	17.0%
Sony	Professional Video Products *	17.0%
Sony	* Excluding Sony Program Priced Models	
Teletream	Main Hardware and Software Models Excludes Services	5.0%
Vizrt	Main Hardware and Software Models-Excludes Factory Service	15.0%
VITEC (Video Innovations)	IPTV Hardware and Software	10.0%
VITEC (Video Innovations)	Professional Services	0.0%
DVG Professional Services		
DVGENGINEERING	Digital Video Group Engineering: Design, Development and Solution Planning	12.0%
DVGINSTALL	Digital Video Group Installation Services both On and Off Site as detailed in the Project Statement of Work	12.0%
DVGPROJECTMGR	Digital Video Group On-Site Project Management Services	12.0%
DVGTRAINING	Digital Video Group Onsite Operational System Training as detailed in the Project Statement of Work	12.0%
DVGDRAWINGS	DVGDRAWINGS CAD A/V, Control Drawings "As Built" as required by the Project Statement of Work	12.0%
DVGPROGRAMMING	Digital Video Group Programming. Includes creating custom instruction sets of control codes for A/V or Broadcast Video Devices. May include creation of custom Graphical Symbols and Pictures as detailed in the Project Statement of Work	12.0%



DVGDATAMOVE	Digital Video Group Data migration to include moving all A/V data assets, project files, and configuration to new system as detailed in the Project Statement of Work	12.0%
DVGCOMMISSION	Digital Video Group Assembly, Commissioning and Testing Services as detailed in the Project Statement of Work	12.0%
DVGMATERIALS	Digital Video Group Miscellaneous Installation Materials (Consumables) May include Non-itemized Enclosures, Conduits, Wire-ways and Trays, Blank Panels, Screws, Nuts, Bolts, Grommets, Cable Ties, Lacing Braces, Labels, Engraved I/O Panels, Rental Equipment, Electrical Outlet Boxes, Cover Plates, Cables, Connectors, Wire, Disposable Items, Special Tools, Lightning and Surge Protection if Required and Determined by the System Specification	10.0%
DVGLIFELINE	Digital Video Group offers Extended Operational System Warranties for DVG installed Systems. These Extended System Warranty Programs are custom configured with the client to provide a range of Warranty and Support Services.	12.0%
DVGTRAVEL	Digital Video Group Travel Expenses for DVG Project Installation Personnel. These expenses are calculated against the current Geographical Local Rates and are passed thru to the Client.	0.0%
DVGCUSTOMCONSOLE	Digital Video Group Custom Designed Equipment Consoles, Furniture, Lecterns etc.	10.0%

**Table 13 Broadband Distribution Equipment**

Manufacturer		Discount from Manufacture's Published List Price
American Power Conversion (Schneider Electric)	UPS Systems	22.0%
C2G (Cables to Go)	Cabling Infrastructure Products	19.0%
C2G-Adaptor Products		12.0%
C2G-Power Products		12.0%
C2G-Retail Products		12.0%
Camplex (TecNec)	Cabling Infrastructure Products	10.0%
Cobalt	Broadcast Signal Management Products	12.0%
EEG Enterprises Inc	Closed Captioned Encoders	5.0%
Evertz	Professional Broadcast Signal Management and Processing Products	14.0%
Grass Valley	Main Models Only	15.0%
Grass Valley	Accessories	10.0%
Grass Valley	Services and travel costs	0.0%
Harmonic	Main Models Only	17.0%
Harmonic	Services Excludes travel costs	10.0%
Imagine Communications	Main Models Only	22.0%
Imagine Communications	Accessories	10.0%
Imagine Communications	Services and travel costs	0.0%
Link Electronics	Automated Captioning Servers	5.0%
Link Electronics	Encoders, Decoders, Video Processing Distribution Models	15.0%
Nickless Schrimmer & Co	Satellite and RF Products	5.0%
Radio Design Labs	Signal Management Products	22.0%
Rane	Signal Management Products	12.0%
Sencore	Television, Satellite and RF Products	5.0%
Sencore WELLS AV	Television, Satellite and RF Products	5.0%
TecNec	AV Accessories and Integration Products	12.0%
TecNec	OEM Branded Products	7.0%
TecNec	Pre-made and Bulk Cables	19.0%
Tektronix (Telestream)	Parts and Accessories	4.0%
Tektronix (Telestream)	Extended Warranty, Service Contracts	10.0%





Tektronix (Telestream)	Test and Measurement Equipment-Base Models and Options	10.0%
Telecast (Grass Valley)	Main Models	20.0%
Telecast (Grass Valley)	Accessories	5.0%
Vizrt	Main Hardware and Software Models-Excludes Factory Service	15.0%
VITEC (Video Innovations)	IPTV Hardware and Software	10.0%
VITEC (Video Innovations)	Professional Services	0.0%
Whirlwind	Cable Assemblies	18.0%
ZeeVee	AV Distribution and RF Modulation Products	12.0%
DVG Professional Services		
DVGENGINEERING	Digital Video Group Engineering: Design, Development and Solution Planning	12.0%
DVGINSTALL	Digital Video Group Installation Services both On and Off Site as detailed in the Project Statement of Work	12.0%
DVGPROJECTMGR	Digital Video Group On-Site Project Management Services	12.0%
DVGTRAINING	Digital Video Group Onsite Operational System Training as detailed in the Project Statement of Work	12.0%
DVGDRAWINGS	DVGDRAWINGS CAD A/V, Control Drawings "As Built" as required by the Project Statement of Work	12.0%
DVGPROGRAMMING	Digital Video Group Programming. Includes creating custom instruction sets of control codes for A/V or Broadcast Video Devices. May include creation of custom Graphical Symbols and Pictures as detailed in the Project Statement of Work	12.0%
DVGDATAMOVE	Digital Video Group Data migration to include moving all A/V data assets, project files, and configuration to new system as detailed in the Project Statement of Work	12.0%
DVGCOMMISSION	Digital Video Group Assembly, Commissioning and Testing Services as detailed in the Project Statement of Work	12.0%
DVGMATERIALS	Digital Video Group Miscellaneous Installation Materials (Consumables) May include Non-itemized Enclosures, Conduits, Wire-ways and Trays, Blank Panels, Screws, Nuts, Bolts, Grommets, Cable Ties, Lacing Braces, Labels, Engraved I/O Panels, Rental Equipment, Electrical Outlet Boxes, Cover Plates, Cables, Connectors, Wire, Disposable Items, Special Tools, Lightning and Surge Protection if Required and Determined by the System Specification	10.0%
DVGLIFELINE	Digital Video Group offers Extended Operational System Warranties for DVG installed Systems. These Extended System Warranty Programs are custom configured with the client to provide a range of Warranty and Support Services.	12.0%
DVGTRAVEL	Digital Video Group Travel Expenses for DVG Project Installation Personnel. These expenses are calculated against the current Geographical Local Rates and are passed thru to the Client.	0.0%
DVGCUSTOMCONSOLE	Digital Video Group Custom Designed Equipment Consoles, Furniture, Lecterns etc.	10.0%

**Table 14 Multimedia Furniture**

Manufacturer	Discount from Manufacture's Published List Price	
Ergotron (Synnex)	Display mounts	25.0%
FX Design	Custom Studio Set Designs	9.0%
Middle Atlantic (Legrand)	Equipment Enclosures and Accessories	28.0%
Omnimount	Equipment Mounting Solutions	30.0%
Omnirax	Technical Furniture and Consoles	25.0%
Peerless Industries	Display Mounting Solutions	19.0%
TecNec	AV Accessories and Integration Products	12.0%
TecNec	OEM Branded Products	7.0%
TecNec	Pre-made and Bulk Cables	19.0%



Winsted	Technical Furniture and Consoles	12.0%
DVG Professional Services		
DVGENGINEERING	Digital Video Group Engineering: Design, Development and Solution Planning	12.0%
DVGINSTALL	Digital Video Group Installation Services both On and Off Site as detailed in the Project Statement of Work	12.0%
DVGPROJECTMGR	Digital Video Group On-Site Project Management Services	12.0%
DVGTRAINING	Digital Video Group Onsite Operational System Training as detailed in the Project Statement of Work	12.0%
DVGDRAWINGS	DVGDRAWINGS CAD A/V, Control Drawings "As Built" as required by the Project Statement of Work	12.0%
DVGPROGRAMMING	Digital Video Group Programming. Includes creating custom instruction sets of control codes for A/V or Broadcast Video Devices. May include creation of custom Graphical Symbols and Pictures as detailed in the Project Statement of Work	12.0%
DVGDATAMOVE	Digital Video Group Data migration to include moving all A/V data assets, project files, and configuration to new system as detailed in the Project Statement of Work	12.0%
DVGCOMMISSION	Digital Video Group Assembly, Commissioning and Testing Services as detailed in the Project Statement of Work	12.0%
DVGMATERIALS	Digital Video Group Miscellaneous Installation Materials (Consumables) May include Non-itemized Enclosures, Conduits, Wire-ways and Trays, Blank Panels, Screws, Nuts, Bolts, Grommets, Cable Ties, Lacing Braces, Labels, Engraved I/O Panels, Rental Equipment, Electrical Outlet Boxes, Cover Plates, Cables, Connectors, Wire, Disposable Items, Special Tools, Lightning and Surge Protection if Required and Determined by the System Specification	10.0%
DVGLIFELINE	Digital Video Group offers Extended Operational System Warranties for DVG installed Systems. These Extended System Warranty Programs are custom configured with the client to provide a range of Warranty and Support Services.	12.0%
DVGTRAVEL	Digital Video Group Travel Expenses for DVG Project Installation Personnel. These expenses are calculated against the current Geographical Local Rates and are passed thru to the Client.	0.0%
DVGCUSTOMCONSOLE	Digital Video Group Custom Designed Equipment Consoles, Furniture, Lecterns etc.	10.0%

### 6.2.2 Proposed Pricing for Maintenance After Warranty

DVG can provide System Maintenance after the initial warranty period. DVG calls this service Lifeline. These services are custom tailored to each individual installation project and quoted on a case-by-case basis. We extend a twelve percent discount from the Commercial Price List for VASCUPP member organizations.

LifeLine has four options available for each specific equipment item or system designed and installed by DVG. Those options are a tiered level of maintenance, support, and service.

- Tier 1: Unlimited phone and email support. No terms of service. Hardware replacement liaison.
- Tier 2: All of Tier 1 plus: Remote Troubleshooting and Support. Guaranteed 24-hour response time via phone or email. Drive imaging services for backup and recovery.





- Tier 3: All of Tier 2 plus: Priority access to all technical services. Guaranteed 72-hour on-site response time. Additional 2 on-site support or training days.
- Tier 4: All of Tier 3 plus: Guaranteed 24-hour on-site response time. Additional 4 on-site support or training days. For large installed systems, 25% of support contract available for hardware replacement budget.

We extend a twelve percent discount from the Commercial Price List for VASCUPP member organizations. DVG also provides these additional Professional Services of which System Installation and Implementation are included. We extend a twelve percent discount from the Commercial Price List for VASCUPP member organizations.

**Table 15 DVG Professional Services**

DVG Professional Services	Description	Standard Rate	VASCUPP Discount
DVGENGINEERING	Digital Video Group Engineering: Design, Development and Solution Planning	\$187.50	12.0%
DVGINSTALL	Digital Video Group Installation Services both On and Off Site as detailed in the Project Statement of Work	\$187.50	12.0%
DVGPROJECTMGR	Digital Video Group On-Site Project Management Services	\$187.50	120%
DVGTRAINING	Digital Video Group Onsite Operational System Training as detailed in the Project Statement of Work	\$187.50	12.0%
DVGDRAWINGS	DVGDRAWINGS CAD A/V, Control Drawings "As Built" as required by the Project Statement of Work	\$187.50	12.0%
DVGPROGRAMMING	Digital Video Group Programming. Includes creating custom instruction sets of control codes for A/V or Broadcast Video Devices. May include creation of custom Graphical Symbols and Pictures as detailed in the Project Statement of Work	\$187.50	12.0%
DVGDATA MOVE	Digital Video Group Data migration to include moving all A/V data assets, project files, and configuration to new system as detailed in the Project Statement of Work	\$187.50	12.0%
DVGCOMMISSION	Digital Video Group Assembly, Commissioning and Testing Services as detailed in the Project Statement of Work	\$187.50	10.0%





DVG Professional Services	Description	Standard Rate	VASCUPP Discount
DVGMATERIALS	Digital Video Group Miscellaneous Installation Materials (Consumables) May include Non-itemized Enclosures, Conduits, Wire-ways and Trays, Blank Panels, Screws, Nuts, Bolts, Grommets, Cable Ties, Lacing Braces, Labels, Engraved I/O Panels, Rental Equipment, Electrical Outlet Boxes, Cover Plates, Cables, Connectors, Wire, Disposable Items, Special Tools, Lightning and Surge Protection if Required and Determined by the System Specification		10.0%
DVGLIFELINE	Digital Video Group offers Extended Operational System Warranties for DVG installed Systems. These Extended System Warranty Programs are custom configured with the client to provide a range of Warranty and Support Services.		12.0%
DVGTRAVEL	Digital Video Group Travel Expenses for DVG Project Installation Personnel. These expenses are calculated against the current Geographical Local Rates and are passed thru to the Client.		0.0%
DVGCUSTOMCONSOLE	Digital Video Group Custom Designed Equipment Consoles, Furniture, Lecterns etc.		10.0%

### 6.2.3 Rental Equipment

DVG offers our customers equipment rentals both short and long term, subject to equipment ability.

<https://digitalvideogroup.com/equipment-rental/>

We also extend a ten percent discount from the Commercial Price List for VASCUPP member organizations as shown in the table below.

**Table 16 Rental Equipment**

Rental Equipment	Standard Rate	VASCUPP Discount
Projector -Portable 5K Lumens	\$779/Day	10%
Projection Screen-Portable	\$259/Day	10%
Digital SLR with Lens	\$270/Day	10%
USB Microphone	\$45/Day	10%
Shoe Mounted Shotgun Microphone for DSLR	\$60/Day	10%
Wireless Microphone System	\$180/Day	10%
2-Stage Tripod System	\$60/Day	10%
Portable Lighting Kit	\$389/Day	10%
55 Inch Display	\$315/Day	10%
75 Inch Display	\$650/Day	10%



<b>Rental Equipment</b>	<b>Standard Rate</b>	<b>VASCUPP Discount</b>
Portable Video Camcorder	\$400/Day	10%
Conferencing Camera	\$200/Day	10%
12 Input Analog Audio Mixer	\$150/Day	10%
Hardware Streaming Encoder	\$75/Day	10%
2 Speaker PA System with Stands	\$300/Day	10%
4 Input HDMI Production Switcher	\$200/Day	10%

**AGREEMENT  
PUBLICLY ACCESSIBLE CONTRACT (PAC)**

This Agreement, effective the date the last signature is affixed below, is by and between the Virginia Commonwealth University (the “University”), on behalf of the Virginia Higher Education Procurement Consortium (the “Consortium”) (collectively the "University"), and Digital Video Group Inc., (“Vendor”).

**TERM**

The term of this Agreement coincides with the Primary Agreement’s end date.

**WITNESS**

WHEREAS, the University and Digital Video Group Inc. have executed an agreement, C0002291, (the “Primary Agreement”), and included in the Primary Agreement is a third party access / cooperative clause. Now therefore, the University and Digital Video Group Inc. wish to express in this Agreement the specific terms that will allow third party access to the Primary Agreement.

Accordingly, and in consideration of the mutual premises and provisions hereof, the parties hereby agree as follows:

- I. Digital Video Group Inc. will:
  - A. Pay the University 1% of all sales to accessing entities outside of the Consortium membership associated with the Primary Agreement (as the “PAC Annual Fee”). The PAC Annual Fee will be paid in exchange for marketing services provided by the University and the Consortium described below in Section II.
  - B. Fully support this marketing relationship by promoting the availability of the Primary Agreement to non-Consortium entities;
  - C. Provide quarterly sales reports detailing the amount of sales to each non-Consortium accessing entity; and
  
- II. The University/Consortium will:
  - A. Promote the Primary Agreement on its website and through other channels (e.g., conferences) to non-Consortium members
  - B. Maintain an approved version of Digital Video Group Inc.’s logo on the Consortium website

III. Payment

- A. Payment of PAC Annual Fee will arrive at the University no later than October 31<sup>st</sup> of each year. The University and Consortium will share the payments equally and allocate payments to the appropriate accounts.

In the event of early termination of the Primary Agreement, this residual payment will arrive at the University no later than 45 calendar days from termination date of the Primary Agreement.

- B. Payment of PAC Annual Fee will take the form of a check. Checks will be made payable to the **Virginia Commonwealth University** and sent to:

Alex McWhorter, Office Manager  
Procurement Services  
Virginia Commonwealth University  
912 West grace Street, 5<sup>th</sup> Floor  
Box 980327  
Richmond, VA 23298

IV. Notices

Any notice required or permitted to be given under this Agreement will be in writing and will be deemed duly given: (1) if delivered personally, when received; (2) if sent by recognized overnight courier service, on the date of the receipt provided by such courier service; (3) if sent by registered mail, postage prepaid, return receipt requested, on the date shown on the signed receipt: or (4) if sent by electronic mail, when received (as verified by the email date and time) if delivered no later than 4:00 p.m. (receiver's time) on a business day or on the next business day if delivered (as verified by sender's machine) after 4:00 p.m. (receiver's time) on a business day or on a non-business day. All such notices will be addressed to a party at such party's address or facsimile number as shown below.

If to the University:

John McHugh, Director  
Virginia Commonwealth University  
912 West grace Street, 5th Floor  
Box 980327  
Richmond, VA 23298  
Email: [mchughj2@vcu.edu](mailto:mchughj2@vcu.edu)

If to Digital Video Group Inc.:

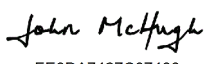
David B. Thomas, Director, Contract Sales


105 Sylvania Road  
Ashland, VA 23005  
Email: sales@digitalvideogroup.com  
Fax: (804) 559-0017

**ACCEPTANCE**

**Virginia Commonwealth University**

**Digital Video Group Inc.**

DocuSigned by:  
  
EE6DA7427C67468...  
\_\_\_\_\_  
John McHugh  
Director, Procurement Services  
6/6/2022  
\_\_\_\_\_  
Date

  
\_\_\_\_\_  
David B. Thomas  
Director, Contract Sales  
5/24/2022  
\_\_\_\_\_  
Date

Agreement #: C0002291-PAC