



The Source for Audio Visual Solutions!®



## GSS15745-AV\_EQPTCONF Audio Visual Equipment & A/V Web Conferencing

Manufacturer	Brief Product Offering	"Minimum" Discount off List Price
AMX	Control Systems for A/V, Projection, Screens, and Lighting	25%
ANCHOR AUDIO - Speakers ANCHOR AUDIO – Audio Equipment	Portable Sound Systems for Small-Large Audience Size	20% 22%
ATLAS SOUND	Loudspeakers, Microphone, Equipment Stands, and Enclosure Systems	20%
AUDIO-TECHNICA	Wired & Wireless Microphone Systems, Headphones, and Accessories	17%
AVFI	Display Carts, Video Conference and Huddle Room Tables & Accessories	25%
BIAMP – Audio Amplifiers BIAMP – Audio Mixers	DSP Processing, Signal Processing, Paging Systems, & Mixer Amps	25% 30%
BOSE – Wall Mount Speakers BOSE – Free Standing Speakers	Loudspeakers and Sound systems for Music and Speech	30% 32%
BRETFORD	Technology Furniture, Store & Charge Carts, Tables, Desks, Mobile Carts	15%
C2G	Computer, HDMI, VGA, USB, Ethernet, Audio, Video, and Coax Cables and more	5-32%
CHIEF	Professional Mounting Solutions for TV, Projectors, Plasma & LCD Displays	15%
CISCO CISCO – Accessories	Videoconferencing Products and Accessories	15% 3%
CLEARONE	Audio and Video Conferencing, Unified Communications, & Digital Signage	5-15%
COMMUNITY	Professional Loudspeaker and Loudspeaker Systems	30-40%
COMPREHENSIVE	Audio/Video Lights, Cables, Connectors, Batteries, Switchers & more	5-32%
COPERNICUS	Teaching Easels, Storage Solutions, Interactive Whiteboard & Flat Panel Carts	10%
CRESTRON	Control Systems for A/V, Projection, Screens, and Lighting	25%
CROWN	Amplifiers, Microphones and System Solutions	18%
DA-LITE	Audio Visual & Video Projection Screens and more...	17%
DBX	Digital Processors, Noise Reduction, and EQ Equipment	20%
DENON-MARANTZ	Professional Audio Products CD/Cassette/Digital Recording and more	10%
DRAPER	Audio Visual & Video Projection Screens and more...	17-25%
EIKI	LCD & DLP Data Video Projectors	20%
ELECTROBOARD (Prowise)	Audio Visual Presentation Technology Solutions and Video Conferencing	11%
ELMO	Digital/Analog Visual Presenters, Video, Conferencing Cameras	20%
EPSON	Multimedia and Interactive LCD Projectors	5-20%
EXACT FURNITURE	Podiums, Lecterns, Multi-Media Carts, Instructor Stations, A/V Racks and more	15%
EXTERITY	Broadcast Quality Digital TV and Video Streaming	5%
EXTRON – Control Systems EXTRON – Signal Management	Video & Computer Interfacing, Switching, and Signal Distribution	20-30% 25%
EYEVIS	Video Walls, Screen Rooms, and Visual Display Solutions	20%
FSR	Scalers, Switchers, Floor-Wall-Table Boxes, Cat-5 Solutions	20%
GATOR CASES	Professional Audio/Video, Microphone, Rack, and Mixer Cases	25%
HITACHI	LCD & DLP Data Video Projectors	15%
INFOCUS – Projection Systems INFOCUS – Monitors	LCD and DLP Projection, MondoPad Products, and Accessories	10-36% 5-10%

Headquarters - 485 Park Way, Broomall, PA 19008  
Phone#: (610) 544-8700 or 800-523-7525 Fax (610) 544-3385

Harrisburg Regional Office  
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JBL	Commercial Audio Products including Speakers and Accessories	30-40%
KRAMER	Distribution Amps, Switchers, Processors, and Interfaces	10%
LG ELECTRONICS	Commercial Plasma and LCD Displays, Blu-Ray Players, DVD and DVD-R	10%
LIBERTY AV SOLUTIONS	Bulk Wire, Connectors, Wall Plates, Panels, and More...	10-45%
LISTEN TECHNOLOGIES	Assistive Listening Systems, Classroom Audio, and Conferencing Products	11-23%
LUXOR / H. WILSON	Mobile A/V & Plastic Carts, Presentation Stations, Tablet Charging Carts	25%
MACKIE	Mixing Consoles, Loudspeakers, Studio Monitors, and DAW Control Surfaces	20%
MARSHALL FURNITURE	Custom Lecterns and Presentation Furniture	15-30%
MEDIA CAST	Digital Content Management and Video Streaming Solution	5%
MERSIVE	Display and Collaboration Software for Wireless Connections to Any Screen	8%
MIDDLE ATLANTIC	Equipment Racks & Enclosures, Electronic Protection Products, & AV Furniture	27%
NEC – Projection Systems NEC – Monitors	LCD & DLP Data Video Projectors, Plasma & LCD Displays and Accessories	14% 10%
NEWTEK	Live and Post Production Video Tools and Visual Imaging Software	5-10%
PANASONIC – Projection Systems PANASONIC – Monitors	Televisions, Projectors, Camcorders, and Portable Audio & Video Products	15% 10%
PEERLES-AV	TV and Projection Mounts, Digital Signage, Wireless Audio Systems, & Kiosks	15%
POLYCOM POLYCOM – Accessories	Video and Audio Conferencing Solutions	10% 3%
QSC	Power Amplifiers, Loudspeakers, Signal Processing, Digital Mixers	15-20%
SATALIGHT	Interactive Assistive Learning Stations	5%
SHARP	Professional LCD Displays and Accessories	10-20%
SHURE	Wired and Wireless Audio, Microphones, Mixers, Audio Processors	20%
SMART Technologies SMART Technologies - Accessories	Interactive Whiteboards and Group Collaboration Tools	20% 3-15%
SOUNDCRAFT	Professional Audio Mixing Consoles for Live Sound/Theater/Broadcast Events	10-20%
VADDIO	Camera Control Systems and Accessories	15%
V-BRICK	On-Line Networked Video Solutions	10%
VISIX	Digital Signage Software to Create, Manage, and Deliver Messages	3-11%
VISUAL SOUND	Video Wall Processor & Audio/Visual Rental Equipment	25%

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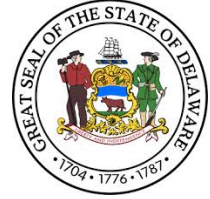
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## GSS15745-AV\_EQPTCONF Audio Visual Equipment & A/V Web Conferencing Labor-Related and Other Charges

Description of Charge	Increment (per minute, monthly, annually, one-time, etc.)	Rate
Installation	Per Hour	\$81.25
Project Management	Per Hour	\$100.00
Engineering	Per Hour	\$118.75
Programming	Per Hour	\$118.75
Fabrication	Per Hour	\$81.25
Commissioning	Per Hour	\$100.00
Installation Materials	One Time	TBD by Project
Training	One Time	TBD by Project
Enhanced Warranty Service	One Time	TBD by Project
General & Administrative (G&A)	One Time	TBD by Project

### Rental, Staging, & Video Production

Rental Labor (First 8 Hours)	Per Hour	\$65.00
Rental Labor (Next 4 Hours)	Per Hour	\$97.50
Rental Labor (Over 12 Hours)	Per Hour	\$130.00
Streaming Services	One Time	TBD by Project

### Service & Repair

Depot Repair (8:30am-5:00pm EST)	Per Hour	\$85.00
Diagnostic Estimate Fee (In-House / Bench Check)	Per Hour	\$85.00
On-Site Support	Per Hour	\$110.50
Field Programming (Modification of AV Control Systems)	Per Hour	\$127.50
After-Hours / Emergency (Outside of Normal Business Hours) On-Site	Per Hour	\$165.75
After-Hours / Emergency (Outside of Normal Business Hours) Depot/Bench	Per Hour	\$127.50
After-Hours / Emergency (Outside of Normal Business Hours) Program	Per Hour	\$191.25
Weekends & Holidays On-Site	Per Hour	\$221.00
Weekends & Holidays Program	Per Hour	\$255.00
Travel	One Time	TBD by Project
Loaner Equipment (Short-Term Rental of Critical Audio Visual Components)	One Time	TBD by Project

### Training & Professional Development

On-Line and On-Site Professional Development	One Time	TBD by Project
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