



Contract Facts 2016

- ✓ Competitively bid by Maryland Education Enterprise Consortium (MEEC)
- ✓ Awarded in 2013 at \$1.25M aggregated value and now measured at more than \$3.75 M
- ✓ Extensions available through 2018
- ✓ Pricing covers full catalog assortment by manufacturer.
- ✓ ***Pricing on the back of this Fact Sheet shows special "regional" pricing that further discounts MEEC award pricing.***
- ✓ Annual savings measured against competitive pricing is estimated at \$1.5M
- ✓ Current users include:

All Maryland School Districts

Note: Through the State of Maryland DoIT Contract #060B2490022, design, engineering, equipment service, installation and training services can be provided as needed.



Mid-Atlantic Purchasing Team

A Partnership Between the Baltimore Metropolitan Council
and the Metropolitan Washington Council of Governments

Category	MFG	OLD % Discount	NEW 09/14/2016 Percentage Discount off list price MAPT OFFER
1	Atlas sound	0.235	0.235
1	Califone Int'l	0.49	0.5
1	Community	0.365	0.37
1	Diamond	0.455	0.5
1	Eiki	0.4	0.41
1	Raxxess	0.435	0.44
1	Yamaha	0.315	0.32
2	Advanced/Da-lite carts	0.225	0.23
2	Bretford	0.46	0.46
2	Da-Lite screens	0.395	0.4
2	Draper	0.395	0.4
2	Epson-America	0.36	0.37
2	Exact Furniture	0.305	0.35
2	H Wilson	0.415	0.42
2	Haier	0.145	0.15
2	Kramer Electronics	0.315	0.38
2	Luxor	0.325	0.34
2	Sharp	0.21	0.21
2	Sony	0.165	0.17
2	Toshiba	0.06	0.065
3	Aver Doc Cameras	0.235	0.24
3	Chief	0.445	0.45
3	Eiki Pro AV projectors	0.395	0.4
3	Epson-America	0.36	0.37
3	Sanus	0.41	0.42
3	Peerless A/V	0.375	0.38
4	Califone Int'l	0.49	0.5
4	Haier	0.145	0.15
4	Sharp	0.3	0.3
4	Sony	0.21	0.25
4	Toshiba	0.2	0.2
7	Aver VTC	0.265	0.27



Sent Via USPS and Electronic Mail to spipino@pipinoinc.com

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October 24, 2016

Stephen Pipino
Nicholas P. Pipino Associates, Inc.
9139-C Red Branch Road
Columbia, MD 21045

Procurement
Towson University
8000 York Road
Towson, MD 21252-0001

RE: Option Renewal 2 for Contract TU-1350, Audiovisual Equipment for the MEEC Agreement

t. 410 704-2171
f. 410 704-8233

Dear Mr. Pipino:

In accordance with the section entitled "Contract Period" in the subject solicitation, please accept this letter as notice of the University's intent to exercise option year two (2) of your contract.

The term of this contract renewal will be from 10/24/16 through 10/23/17, with the University having the sole option to exercise up to one additional one-year term.

The terms, conditions, and pricing of the contract executed 10/23/13 remain in effect.

If you have questions about the renewal option, please contact Jeff Sutton, 410-704-4453.

Sincerely,

Jeffery Sutton
Associate Director, Procurement

JS:vn

cc: Lucy Light Slaich, Director

Category 1 - Audio Equipment:

Microphones, Speakers, Amplifiers, Sound Systems, Racks-Multimedia, Antennas, Assisted Listening Devices, Audio Cassette Players/Recorders, CD Players/Recorders

Category	Manufacturer	Supplier/Offeror	% Discount
Category 1	AKG	Visual Sound	33.0% - 72.0%
Category 1	AKG	Lee Hartman & Sons	25.0%
Category 1	AKG	Human Circuit	20.0%
Category 1	AKG	CCS Presentation Systems	28.0%
Category 1	AKG	Bridges System Integration	05.0% - 50.0%
Category 1	AKG	Audio Visual Innovations (AVI)	35.0%
Category 1	Alesis	Lee Hartman & Sons	38.0%
Category 1	Allen & Heath – GL and QU Series	Nelson White	25.0%
Category 1	Allen & Heath – iLive and MixWizard Series	Nelson White	15.0%
Category 1	Allen & Heath – GLD and ME-1 Series	Nelson White	20.0%
Category 1	Altinex	CCS Presentation Systems	24.0%
Category 1	AMK	CCS Presentation Systems	35.0%
Category 1	AMX	CCS Presentation Systems	33.0%
Category 1	Anchor Audio	Visual Sound	34.5%
Category 1	Anchor Audio	Nelson White	24.0%
Category 1	Anchor Audio	MD Sound & Image	27.0%
Category 1	Anchor Audio	Lee Hartman & Sons	19.0%
Category 1	Anchor Audio	CCS Presentation Systems	25.0%
Category 1	Anchor Audio (all items except replacement batteries)	Audio Visual Innovations (AVI)	35.0%
Category 1	Anchor Audio Replacement Batteries	Audio Visual Innovations (AVI)	15.0%
Category 1	APC	Daly Computers	35.0%
Category 1	Ashly Audio	Nelson White	34.0%
Category 1	Ationa	CCS Presentation Systems	8.0%
Category 1	Atlas Sound	Visual Sound	42.0%
Category 1	Atlas Sound	Nicholas P Pipino	23.5%
Category 1	Atlas Sound	Nelson White	30.0%
Category 1	Atlas Sound	Design & Integration	15.0%
Category 1	Atlas Sound	CCS Presentation Systems	18.0%
Category 1	Atlas Soundolier	MD Sound & Image	35.0%
Category 1	Atlas Soundolier 1 to 9 Units	NET-AV	30.0%
Category 1	Atlas Soundolier 10 to 24 Units	NET-AV	33.0%
Category 1	Atlas Soundolier 25+ Units	NET-AV	36.0%
Category 1	Atlas Technologies	Lee Hartman & Sons	19.0%
Category 1	Audio Enhancement	Audio Enhancement	10.0%
Category 1	Audio Enhancement	CCS Presentation Systems	35.0%
Category 1	Audio Enhancement	Daly Computers	10.0%
Category 1	Audio-Technica	Visual Sound	41.5%
Category 1	Audio-Technica	Nelson White	30.0%
Category 1	Audio-Technica	Lee Hartman & Sons	38.0%

Category 1 - Audio Equipment:

Microphones, Speakers, Amplifiers, Sound Systems, Racks-Multimedia, Antennas, Assisted Listening Devices, Audio Cassette Players/Recorders, CD Players/Recorders

Category	Manufacturer	Supplier/Offorer	% Discount
Category 1	Audio-Technica	Human Circuit	15.0%
Category 1	Audio-Technica	Design & Integration	15.0%
Category 1	Audio-Technica	Communications Engineering	15.7% - 53.4%
Category 1	Audio-Technica	CCS Presentation Systems	23.0%
Category 1	Audio-Technica Professional Products	Audio Visual Innovations (AVI)	45.0%
Category 1	Audix	Daly Computers	10.0%
Category 1	Audix	Lee Hartman & Sons	15.0%
Category 1	Audix	Nelson White	25.0%
Category 1	Audix	NET-AV	25.0%
Category 1	Audix	Innoface Systems	33.0%
Category 1	Aviom	Nelson White	23.0%
Category 1	Bag End	Nelson White	25.0%
Category 1	Beyerdynamic	Nelson White	20.0%
Category 1	Beyerdynamic	CCS Presentation Systems	23.0%
Category 1	BIAMP	Visual Sound	45.0%
Category 1	BIAMP	Nelson White	38.0%
Category 1	BIAMP	NET-AV	35.0%
Category 1	BIAMP	Lee Hartman & Sons	12.0%
Category 1	BIAMP	Innoface Systems	33.0%
Category 1	BIAMP	Human Circuit	13.0%
Category 1	BIAMP	e-Plus Technologies	42.0%
Category 1	BIAMP	Bridges System Integration	5.0% - 40.0%
Category 1	BIAMP	CCS Presentation Systems	23.0%
Category 1	BMS	CCS Presentation Systems	33.0%
Category 1	Bogen	Nelson White	40.0%
Category 1	Bosch	Nelson White	40.0%
Category 1	Bose – Professional	Nelson White	40.0%
Category 1	Bose	Visual Sound	44.5%
Category 1	Brahler	Nelson White	29.0%
Category 1	BSS	Human Circuit	10.0%
Category 1	BSS	Bridges System Integration	15.0% - 20.0%
Category 1	BTX	Nelson White	10.0%
Category 1	Cables to Go	HCGI Hartford	15.0%
Category 1	Cables to Go	CCS Presentation Systems	8.0%
Category 1	Califone	Nelson White	15.0%
Category 1	Califone	CCS Presentation Systems	24.0%
Category 1	Califone Int'l	Nicholas P Pipino	49.0%
Category 1	Cambridge Sound Management	CCS Presentation Systems	15.0%
Category 1	Chief Manufacturing	System Source	41.0%

TU-1350 MEEC AV Equipment Suppliers

Category 1 - Audio Equipment:

Microphones, Speakers, Amplifiers, Sound Systems, Racks-Multimedia, Antennas, Assisted Listening Devices, Audio Cassette Players/Recorders, CD Players/Recorders

Category	Manufacturer	Supplier/Offeror	% Discount
Category 1	Clearcom	Nelson White	20.0%
Category 1	Clearcom	Human Circuit	15.0%
Category 1	Clearone	Nelson White	20.0%
Category 1	Clearone	Human Circuit	20.0%
Category 1	Clearone	Visual Sound	5.0% - 15.0%
Category 1	Clock Audio	NET-AV	35.0%
Category 1	Clock Audio	Nelson White	30.0%
Category 1	Clock Audio	e-Plus Technologies	30.0%
Category 1	Community	Visual Sound	34.5%
Category 1	Community	Nicholas P Pipino	36.5%
Category 1	Community	Nelson White	32.0%
Category 1	Community	CCS Presentation Systems	15.0%
Category 1	Community Loudspeakers	Lee Hartman & Sons	25.0%
Category 1	Community Pro	Design & Integration	15.0%
Category 1	Community Speakers	Audio Visual Innovations (AVI)	35.0%
Category 1	Comprehensive	Bridges System Integration	1.0% - 47.0%
Category 1	Comprehensive	CCS Presentation Systems	18.0%
Category 1	Contemporary Research	Human Circuit	15.0%
Category 1	Crestron	System Source	46.0%
Category 1	Crestron	Design & Integration	15.0%
Category 1	Crestron	CCS Presentation Systems	24.0%
Category 1	Crestron	NET-AV	35.0%
Category 1	Crestron (all other products)	Audio Visual Innovations (AVI)	45.0%
Category 1	Crestron Aspire & Essence Speakers	Audio Visual Innovations (AVI)	62.0%
Category 1	Crown	Visual Sound	25.0% - 57.0%
Category 1	Crown	System Source	42.0%
Category 1	Crown	MD Sound & Image	30.0%
Category 1	Crown	Innoface Systems	33.0%
Category 1	Crown	Human Circuit	20.0%
Category 1	Crown	Communications Engineering	23.9% - 61.7%
Category 1	Crown	CCS Presentation Systems	26.0%
Category 1	Crown	Bridges System Integration	20.0% - 50.0%
Category 1	Crown (Commercial series only)	Nelson White	25.0%
Category 1	Crown (except Commercial series)	Nelson White	42.0%
Category 1	Crown (off Amplifier Products except "Commercial Audio")	Audio Visual Innovations (AVI)	45.0%
Category 1	Crown Commercial Audio Amplifier Products	Audio Visual Innovations (AVI)	25.0%
Category 1	Crown International	Lee Hartman & Sons	21.0%
Category 1	Crown Microphones	Audio Visual Innovations (AVI)	45.0%
Category 1	DB Technologies	Nelson White	30.0%

Category 1 - Audio Equipment:

Microphones, Speakers, Amplifiers, Sound Systems, Racks-Multimedia, Antennas, Assisted Listening Devices, Audio Cassette Players/Recorders, CD Players/Recorders

Category	Manufacturer	Supplier/Offeror	% Discount
Category 1	DBX	Visual Sound	33.0% - 52.5%
Category 1	DBX	Human Circuit	30.0%
Category 1	DBX	CCS Presentation Systems	19.0%
Category 1	Dell	Applied Technology Services	15.0% - 30.0%
Category 1	Denon	Lee Hartman & Sons	10.0%
Category 1	Denon-Marantz	Visual Sound	15.0% - 45.5%
Category 1	Denon-Marantz	Communications Engineering	10.1% - 48.2%
Category 1	Diamond	Nicholas P Pipino	45.5%
Category 1	Eastern Acoustic Works	CCS Presentation Systems	20.0%
Category 1	EAW	Nelson White	30.0%
Category 1	Eiki Int'l AV	Nicholas P Pipino	40.0%
Category 1	Extron	Extron Electronics	42.0%
Category 1	Extron	Communications Engineering	28.6% - 48.2%
Category 1	Extron	Audio Visual Innovations (AVI)	45.0%
Category 1	Fender Audio	Lee Hartman & Sons	37.0%
Category 1	FrontRow	CCS Presentation Systems	18.0%
Category 1	FrontRow	Audio Visual Innovations (AVI)	28.0%
Category 1	FSR	Bridges System Integration	5.0% - 25.0%
Category 1	FSR	CCS Presentation Systems	20.0%
Category 1	Furman	CCS Presentation Systems	26.0%
Category 1	Galaxy Audio	Lee Hartman & Sons	28.0%
Category 1	Gator Cases	Lee Hartman & Sons	50.0%
Category 1	Hall Research	CCS Presentation Systems	20.0%
Category 1	Hamilton Buhl	Daly Computers	20.0% - 55.0%
Category 1	Hamilton Buhl	CCS Presentation Systems	20.0%
Category 1	Integra	Lee Hartman & Sons	25.0%
Category 1	JBL	Visual Sound	24.0% - 34.0%
Category 1	JBL	System Source	35.0%
Category 1	JBL	Nelson White	32.0%
Category 1	JBL	MD Sound & Image	30.0%
Category 1	JBL	Innoface Systems	33.0%
Category 1	JBL	Human Circuit	20.0%
Category 1	JBL	Communications Engineering	06.8% - 52.3%
Category 1	JBL	CCS Presentation Systems	21.0%
Category 1	JBL	Bridges System Integration	05.0% - 45.0%
Category 1	JBL Professional	Lee Hartman & Sons	25.0%
Category 1	JBL Professional Speakers	Audio Visual Innovations (AVI)	40.0%
Category 1	JBL Speakers	HCGI Hartford	20.0%
Category 1	Ken a vision	Innoface Systems	33.0%

Category 1 - Audio Equipment:

Microphones, Speakers, Amplifiers, Sound Systems, Racks-Multimedia, Antennas, Assisted Listening Devices, Audio Cassette Players/Recorders, CD Players/Recorders

Category	Manufacturer	Supplier/Offeror	% Discount
Category 1	Klipsch	Lee Hartman & Sons	20.0%
Category 1	Klipsch	Nelson White	35.0%
Category 1	Kramer	Innoface Systems	33.0%
Category 1	Kramer	Daly Computers	35.0%
Category 1	Kramer	CCS Presentation Systems	31.0%
Category 1	KSI	Nelson White	40.0%
Category 1	KSI	CCS Presentation Systems	8.0%
Category 1	KSI Professional	Lee Hartman & Sons	38.0%
Category 1	Lab Gruppen	Nelson White	25.0%
Category 1	Lab Gruppen	CCS Presentation Systems	20.0%
Category 1	Lexicon	Human Circuit	30.0%
Category 1	Lexicon	CCS Presentation Systems	10.0%
Category 1	Lightspeed	Visual Sound	27.5%
Category 1	Lightspeed	MD Sound & Image	14.0%
Category 1	Lightspeed	Lightspeed Technologies	22.0%
Category 1	Lightspeed	Daly Computers	25.0%
Category 1	Listen Technologies	NET-AV	34.0%
Category 1	Listen Technologies	Nelson White	25.0%
Category 1	Listen Technologies	Lee Hartman & Sons	19.0%
Category 1	Intelix	CCS Presentation Systems	20.0%
Category 1	Logitech	Daly Computers	02.0% - 15.0%
Category 1	Lowell	e-Plus Technologies	42.0%
Category 1	Luxor	CCS Presentation Systems	20.0%
Category 1	Mackie	Nelson White	28.0%
Category 1	Mackie	CCS Presentation Systems	20.0%
Category 1	Mackie	Visual Sound	5.0% - 20.0%
Category 1	Marshall	Nelson White	10.0%
Category 1	Marshall	Daly Computers	13.0% - 50.0%
Category 1	Marshall	CCS Presentation Systems	16.0%
Category 1	Media Vision (Taiden)	Nelson White	23.0%
Category 1	Mid-Atlantic	MD Sound & Image	25.0%
Category 1	Mid-Atlantic	Design & Integration	15.0%
Category 1	Middle Atlantic	Visual Sound	47.5%
Category 1	Middle Atlantic	System Source	28.0%
Category 1	Middle Atlantic	NET-AV	15.0%
Category 1	Middle Atlantic	Innoface Systems	33.0%
Category 1	Middle Atlantic	Communications Engineering	35.7% - 53.4%
Category 1	Middle Atlantic	CCS Presentation Systems	22.0%
Category 1	Middle Atlantic	Audio Visual Innovations (AVI)	35.0%

Category 1 - Audio Equipment:

Microphones, Speakers, Amplifiers, Sound Systems, Racks-Multimedia, Antennas, Assisted Listening Devices, Audio Cassette Players/Recorders, CD Players/Recorders

Category	Manufacturer	Supplier/Offeror	% Discount
Category 1	Miller's Millworks	CCS Presentation Systems	28.0%
Category 1	NCAST	Daly Computers	20.0%
Category 1	Oenon-Marantz	CCS Presentation Systems	23.0%
Category 1	Onkyo Professional Products	Lee Hartman & Sons	10.0%
Category 1	OWI	CCS Presentation Systems	23.0%
Category 1	Point Source Audio	Nelson White	30.0%
Category 1	Polycom	e-Plus Technologies	28.0%
Category 1	Premier Mounts	CCS Presentation Systems	24.0%
Category 1	QSC	Visual Sound	10.0% - 25.0%
Category 1	QSCAudio	Lee Hartman & Sons	25.0%
Category 1	QSCAudio	e-Plus Technologies	20.0%
Category 1	Rane	Nicholas P Pipino	41.0%
Category 1	Rane	Lee Hartman & Sons	20.0%
Category 1	Rane	CCS Presentation Systems	23.0%
Category 1	Raxxess	Nicholas P Pipino	43.5%
Category 1	RCF	CCS Presentation Systems	15.0%
Category 1	RDL	Nelson White	27.0%
Category 1	Renkus-Heinz	Lee Hartman & Sons	25.0%
Category 1	Renkuz-Heinz	Nelson White	30.0%
Category 1	Revolabs	Lee Hartman & Sons	10.0%
Category 1	Revolabs	CCS Presentation Systems	13.0%
Category 1	Roland Systems Group	Nelson White	15.0%
Category 1	Roland Systems Group	CCS Presentation Systems	23.0%
Category 1	SAFARI Montage	Audio Enhancement	10.0%
Category 1	Samson Technologies	Lee Hartman & Sons	50.0%
Category 1	Sennheiser	Lee Hartman & Sons	16.0%
Category 1	Sennheiser	Human Circuit	10.0%
Category 1	Sennheisier	Communications Engineering	02.1% - 58.5%
Category 1	Sennheisier	Nelson White	35.0%
Category 1	Sennheiser	Visual Sound	10.0% - 20.0%
Category 1	Sennheisier (Accessories)	Nelson White	15.0%
Category 1	Shure wired microphone products and ULX-S, ULX-P, SLX and PGX series wireless products	Audio Visual Innovations (AVI)	40%
Category 1	Shure on all other products	Audio Visual Innovations (AVI)	35%
Category 1	Shure	Visual Sound	07.0% - 47.0%
Category 1	Shure	System Source	28.0%
Category 1	Shure	Nicholas P Pipino	35.5%
Category 1	Shure	NET-AV	27.0%
Category 1	Shure	Nelson White	27.0%
Category 1	Shure	MD Sound & Image	25.0%

TU-1350 MEEC AV Equipment Suppliers

Category 1 - Audio Equipment:

Microphones, Speakers, Amplifiers, Sound Systems, Racks-Multimedia, Antennas, Assisted Listening Devices, Audio Cassette Players/Recorders, CD Players/Recorders

Category	Manufacturer	Supplier/Offeror	% Discount
Category 1	Shure	Lee Hartman & Sons	26.0%
Category 1	Shure	Innoface Systems	33.0%
Category 1	Shure	e-Plus Technologies	19.0%
Category 1	Shure	Design & Integration	15.0%
Category 1	Shure	Communications Engineering	25.6% - 50.3%
Category 1	Shure	CCS Presentation Systems	28.0%
Category 1	SMART Technologies	Daly Computers	18.0%
Category 1	Sony	e-Plus Technologies	3.0%
Category 1	Sony	CCS Presentation Systems	10.0%
Category 1	Sony Microphones	HCGI Hartford	22.0%
Category 1	Sound Craft	Daly Computers	35.0%
Category 1	Sound Craft	CCS Presentation Systems	18.0%
Category 1	Sound Projections	Audio Enhancement	10.0%
Category 1	Soundcraft	Nelson White	30.0%
Category 1	Soundcraft	Lee Hartman & Sons	25.0%
Category 1	Soundcraft	Human Circuit	25.0%
Category 1	Soundcraft	Communications Engineering	14.8% - 37.8%
Category 1	SoundTube	Lee Hartman & Sons	31.0%
Category 1	Soundtube	CCS Presentation Systems	18.0%
Category 1	StarTech.com	Applied Technology Services	10.0% - 20.0%
Category 1	Stewart Audio	CCS Presentation Systems	13.0%
Category 1	Symetrix	Nelson White	25.0%
Category 1	Symetrix	Lee Hartman & Sons	24.0%
Category 1	Symetrix	Human Circuit	15.0%
Category 1	Taiden (Media Vision)	Nelson White	23.0%
Category 1	Tannoy	Nelson White	26.0%
Category 1	Tannoy	Human Circuit	15.0%
Category 1	Tannoy	e-Plus Technologies	30.0%
Category 1	Tannoy	Communications Engineering	10.1% - 53.4%
Category 1	Tannoy	CCS Presentation Systems	15.0%
Category 1	Tascam	Nelson White	30.0%
Category 1	Tascam	Communications Engineering	10.1% - 68.9%
Category 1	Teachlogic	Lee Hartman & Sons	25.0%
Category 1	Technomand	CCS Presentation Systems	23.0%
Category 1	Tripp Lite	Daly Computers	35.0%
Category 1	Wheatstone – Audio Mixing Consoles	Communications Engineering	20.0%
Category 1	Whirlwind	Nelson White	22.0%
Category 1	Williams Sound	Visual Sound	34.5%
Category 1	Williams Sound	Nelson White	32.0%

Category 1 - Audio Equipment:

Microphones, Speakers, Amplifiers, Sound Systems, Racks-Multimedia, Antennas, Assisted Listening Devices, Audio Cassette Players/Recorders, CD Players/Recorders

Category	Manufacturer	Supplier/Offeror	% Discount
Category 1	Williams Sound	MD Sound & Image	42.0%
Category 1	Williams Sound	Lee Hartman & Sons	25.0%
Category 1	Williams Sound	Design & Integration	15.0%
Category 1	Williams Sound	Communications Engineering	03.4% - 58.5%
Category 1	Williams Sound	CCS Presentation Systems	23.0%
Category 1	Williams Sound	Audio Visual Innovations (AVI)	45.0%
Category 1	Wohler	Communications Engineering	14.8% - 27.5%
Category 1	Yamaha	Nicholas P Pipino	31.5%
Category 1	Yamaha	Communications Engineering	03.4% - 48.2%

END

TU-1350 MEEC AV Equipment Suppliers

Category 2 - Presentation Equipment: Multimedia Control Systems, Easels, Screens-Projection, Whiteboards-Electronic & Copy Boards, Markerboards, Bulletin Boards, Carts-A/V & Stands-AV, Stage/ Event Lighting, Presentation & Training Aids, Laser Pointers, Lecterns/ Podiums, Power Point Advancers & Teaching Stations			
Category	Manufacturer	Supplier/Offeror	% Discount
Category 2	ADC	Human Circuit	11.0%
Category 2	Advance/Da-Lite (carts & stands)	Nicholas P Pipino	22.5%
Category 2	Altinex	Nelson White	24.0%
Category 2	Altinex	Lee Hartman & Sons	13.0%
Category 2	AMX	Visual Sound	45.0%
Category 2	AMX	Nelson White	42.0%
Category 2	AMX	Lee Hartman & Sons	38.0%
Category 2	AMX	Human Circuit	27.0%
Category 2	AMX	Communications Engineering	46.7 - 58.5%
Category 2	AMX	CCS Presentation Systems	35.0%
Category 2	AMX	Bridges System Integration	50.0%
Category 2	AMX (on all items)	Audio Visual Innovations (AVI)	55.0%
Category 2	Analog Way	Nelson White	18.0%
Category 2	Analog Way	Lee Hartman & Sons	10.0%
Category 2	Anchor Audio	CCS Presentation Systems	25.0%
Category 2	Atlona	Human Circuit	10.0%
Category 2	Atlona	Lee Hartman & Sons	19.0%
Category 2	Atlona	NET-AV	25.0%
Category 2	Atlona (entire line except Linkcast)	Nelson White	32.0%
Category 2	Atlona (Linkcast line only)	Nelson White	10.0%
Category 2	Audio Enhancement	Daly Computers	10.0%
Category 2	Audio Visual Furniture International	Daly Computers	15.0%
Category 2	Aurora	CCS Presentation Systems	15.0%
Category 2	Aurora Multimedia	Lee Hartman & Sons	30.0%
Category 2	Aurora Multimedia	Nelson White	32.0%
Category 2	Aurora Multimedia	Human Circuit	15.0%
Category 2	Aurora Multimedia	CCS Presentation Systems	15.0%
Category 2	Aver Information (Document Cameras)	Nicholas P Pipino	23.5%
Category 2	AVFI	Visual Sound	10.0 - 35.0%
Category 2	Avteq	e-Plus Technologies	30.0%
Category 2	Barco	Visual Sound	5.0 - 10.0%
Category 2	Belkin	Daly Computers	5.0 - 35.0%
Category 2	Beyerdynamic	CCS Presentation Systems	23.0%
Category 2	Black Magic Design	Human Circuit	10.0%
Category 2	Boxlight	Innoface Systems	33.0%
Category 2	Bretford	Nicholas P Pipino	46.0%
Category 2	Bretford	Nelson White	50.0%
Category 2	Bretford	HCGI Hartford	29.0%
Category 2	Bretford	Daly Computers	45.0%
Category 2	Bretford	CCS Presentation Systems	29.0%

Category 2 - Presentation Equipment: Multimedia Control Systems, Easels, Screens-Projection, Whiteboards-Electronic & Copy Boards, Markerboards, Bulletin Boards, Carts-AV & Stands-AV, Stage/ Event Lighting, Presentation & Training Aids, Laser Pointers, Lecterns/ Podiums, Power Point Advancers & Teaching Stations			
Category	Manufacturer	Supplier/Offendor	% Discount
Category 2	Bretford	Applied Technology Services	15.0 - 40.0%
Category 2	Bretford Basics	Visual Sound	58.0%
Category 2	Bretford Store & Charged	Visual Sound	50.0%
Category 2	BTX	Bridges System Integration	5.0% - 20.0%
Category 2	BTX	Nelson White	10.0%
Category 2	Califone	Nelson White	15.0%
Category 2	Califone	CCS Presentation Systems	24.0%
Category 2	Chauvet	Visual Sound	5.0 – 10.0%
Category 2	Chief	CCS Presentation Systems	28.0%
Category 2	Chief (off list price)	Audio Visual Innovations (AVI)	42.0%
Category 2	Chief Manufacturing	System Source	41.0%
Category 2	Christie	Human Circuit	20.0%
Category 2	Christie	CCS Presentation Systems	10.0%
Category 2	Christie Digital	Bridges System Integration	1 - 60%
Category 2	Cisco	Human Circuit	10.0%
Category 2	Claridge	Nelson White	50.0%
Category 2	Clary Icon	Daly Computers	10.0%
Category 2	Clearone	Nelson White	20.0%
Category 2	Conen	Daly Computers	10.0%
Category 2	Contemporary Research	Lee Hartman & Sons	16.0%
Category 2	Contemporary Research	Human Circuit	15.0%
Category 2	Contemporary Research	Visual Sound	5.0 – 20.0%
Category 2	Copernicus	CCS Presentation Systems	15.0%
Category 2	Copernicus	Visual Sound	5.0 – 10.0%
Category 2	Copernicus Carts & Technology Tubs	Audio Visual Innovations (AVI)	15.0%
Category 2	Crestron	Visual Sound	45.0%
Category 2	Crestron	System Source	46.0%
Category 2	Crestron	Nelson White	42.0%
Category 2	Crestron	MD Sound & Image	40.0%
Category 2	Crestron	Lee Hartman & Sons	38.0%
Category 2	Crestron	Innoface Systems	43.0%
Category 2	Crestron	Human Circuit	27.0%
Category 2	Crestron	e-Plus Technologies	45.0%
Category 2	Crestron	Design & Integration	15.0%
Category 2	Crestron	Communications Engineering	28.6 - 48.2%
Category 2	Crestron	CCS Presentation Systems	24.0%
Category 2	Crestron (except Aspire and Essence)	NET-AV	45.0%
Category 2	Crestron (on all items)	Audio Visual Innovations (AVI)	45.0%
Category 2	Crestron (speakers only)	Nelson White	50.0%
Category 2	Crestron Aspire and Essence Lines	NET-AV	57.0%

TU-1350 MEEC AV Equipment Suppliers

Category 2 - Presentation Equipment: Multimedia Control Systems, Easels, Screens-Projection, Whiteboards-Electronic & Copy Boards, Markerboards, Bulletin Boards, Carts-A/V & Stands-AV, Stage/ Event Lighting, Presentation & Training Aids, Laser Pointers, Lecterns/ Podiums, Power Point Advancers & Teaching Stations			
Category	Manufacturer	Supplier/Offeror	% Discount
Category 2	Da Lite Screens	HCGI Hartford	32.0%
Category 2	Da-Lite	Daly Computers	15.0%
Category 2	Da-Lite	Visual Sound	34.5%
Category 2	Da-Lite	Nelson White	32.0%
Category 2	Da-Lite	Lee Hartman & Sons	25.0%
Category 2	Da-Lite	Innoface Systems	33.0%
Category 2	Da-Lite	Design & Integration	15.0%
Category 2	Da-Lite	Communications Engineering	15.7 - 55.4 %
Category 2	Da-Lite	CCS Presentation Systems	28.0%
Category 2	Da-Lite (Electric ceiling screens)	System Source	46.0%
Category 2	Da-Lite (Electric wall screens)	System Source	35.0%
Category 2	Da-Lite (Manual screens)	System Source	46.0%
Category 2	Da-Lite (Mounting hardware)	System Source	46.0%
Category 2	Da-Lite (on items except those listed below)	Audio Visual Innovations (AVI)	35.0%
Category 2	Da-Lite (Screens)	Nicholas P Pipino	39.5%
Category 2	Da-Lite Designer Manual, Designer Model B, Delux Model B, Model B w CSR, Model C, Model C w CSR	Audio Visual Innovations (AVI)	45.0%
Category 2	Draper	Daly Computers	27.0% - 45.0%
Category 2	Draper	Visual Sound	27.0% - 45.5%
Category 2	Draper	Nicholas P Pipino	39.5%
Category 2	Draper	Nelson White	30.0%
Category 2	Draper	Lee Hartman & Sons	29.0%
Category 2	Draper Screens - Electric Screens & Lifts, Acc	NET-AV	40.0%
Category 2	Draper Screens- Manual Screens	NET-AV	50.0%
Category 2	Earthwalk	Daly Computers	40.0%
Category 2	EBeam	Innoface Systems	33.0%
Category 2	Elmo USA	Visual Sound	10%-31.5%
Category 2	Elmo USA	Daly Computers	5.0%
Category 2	Elmo USA	Lee Hartman & Sons	11.0%
Category 2	Elmo USA	Audio Visual Innovations (AVI)	25.0%
Category 2	Epson	Daly Computers	8.0%
Category 2	Epson America	Nicholas P Pipino	36.0%
Category 2	Epson Brighter Futures - Accessories	System Source	22.0%
Category 2	Epson Brightlink Projectors	System Source	8.0%
Category 2	Epson Document Cameras	System Source	9.0%
Category 2	Epson Projector Lenses	System Source	14.0%
Category 2	Epson Projectors - Brighter Futures Program (under \$1200)	System Source	8.0%
Category 2	Epson Projectors- Brighter Futures Program (over \$1200)	System Source	13.0%
Category 2	Epson Whiteboard	HCGI Hartford	10.0%
Category 2	Ergotron	Daly Computers	10.0%

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Category 2 - Presentation Equipment: Multimedia Control Systems, Easels, Screens-Projection, Whiteboards-Electronic & Copy Boards, Markerboards, Bulletin Boards, Carts-A/V & Stands-A/V, Stage/ Event Lighting, Presentation & Training Aids, Laser Pointers, Lecterns/ Podiums, Power Point Advancers & Teaching Stations			
Category	Manufacturer	Supplier/Offeor	% Discount
Category 2	Evertz	Human Circuit	10.0%
Category 2	Evoko	Nelson White	20.0%
Category 2	Exact Furniture	Visual Sound	17%-46%
Category 2	Exact Furniture	Nicholas P Pipino	30.5%
Category 2	Exact Furniture	Nelson White	31.0%
Category 2	Exact Furniture	Lee Hartman & Sons	33.0%
Category 2	Exact Furniture	Daly Computers	30.0%
Category 2	Extron	Extron Electronics	42.0%
Category 2	Extron	Communications Engineering	23.1 - 48.2%
Category 2	Extron	Audio Visual Innovations (AVI)	45.0%
Category 2	Focal Point	e-Plus Technologies	6.0%
Category 2	Folsom Research	Communications Engineering	11.1 - 27.5%
Category 2	FrontRow	CCS Presentation Systems	18.0%
Category 2	FSR	Bridges System Integration	3.0% - 25.0%
Category 2	FSR	CCS Presentation Systems	20.0%
Category 2	FSR	NET-AV	15.0%
Category 2	FSR (all, except Encore series which is 10%)	Nelson White	23.0%
Category 2	FSR Video Products	Visual Sound	18%-34.5%
Category 2	Gefen	Nelson White	32.0%
Category 2	Gefen	Visual Sound	5.0 – 45.0%
Category 2	Global Cache	NET-AV	20.0%
Category 2	H.Wilson	Nicholas P Pipino	41.5%
Category 2	Haier	Nicholas P Pipino	14.5%
Category 2	Haivision	Human Circuit	10.0%
Category 2	Hall Research	Visual Sound	23.0%
Category 2	Hall Research	Nelson White	31.0%
Category 2	Hewlett Packard	Daly Computers	05.0%
Category 2	ICS Technologies	NET-AV	20.0%
Category 2	InFocus	CCS Presentation Systems	23.0%
Category 2	InFocus	Daly Computers	10.0%
Category 2	InFocus	HCGI Hartford	20.0%
Category 2	Interactive Mounts	Daly Computers	15.0%
Category 2	Jar Systems	HCGI Hartford	10.0%
Category 2	Jelco	CCS Presentation Systems	19.0%
Category 2	Kensington	Daly Computers	12.0 - 30.0%
Category 2	Kensington Pointer	HCGI Hartford	20.0%
Category 2	Keypan Pointer	HCGI Hartford	20.0%
Category 2	KOH	MD Sound & Image	25.0%
Category 2	Kramer	Visual Sound	40%-51%
Category 2	Kramer	Innoface Systems	33.0%

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Category 2 - Presentation Equipment: Multimedia Control Systems, Easels, Screens-Projection, Whiteboards-Electronic & Copy Boards, Markerboards, Bulletin Boards, Carts-A/V & Stands-AV, Stage/ Event Lighting, Presentation & Training Aids, Laser Pointers, Lecterns/ Podiums, Power Point Advancers & Teaching Stations			
Category	Manufacturer	Supplier/Offeror	% Discount
Category 2	Kramer	Design & Integration	15.0%
Category 2	Kramer	Daly Computers	35.0%
Category 2	Kramer	CCS Presentation Systems	31.0%
Category 2	Kramer Electronics	Nicholas P Pipino	31.5%
Category 2	Kramer Electronics	Nelson White	35.0%
Category 2	Kramer Electronics	Lee Hartman & Sons	30.0%
Category 2	KSI	Nelson White	40.0%
Category 2	KSI	CCS Presentation Systems	8.0%
Category 2	KSI Furniture (Lecturns, Speakers)	Human Circuit	20.0%
Category 2	KSI Professional	MD Sound & Image	40.0%
Category 2	Logitech	Daly Computers	15.0%
Category 2	Lumens	Lee Hartman & Sons	16.0%
Category 2	Lutron	NET-AV	20.0%
Category 2	Luxor	Visual Sound	37%-52%
Category 2	Luxor	Nicholas P Pipino	32.5%
Category 2	Luxor	CCS Presentation Systems	20.0%
Category 2	Magenta Research	Nelson White	25.0%
Category 2	Magic Box	Lee Hartman & Sons	11.0%
Category 2	Magic Box (Clearone)	Nelson White	15.0%
Category 2	Marshall	Nelson White	10.0%
Category 2	Marshall	Daly Computers	13.0 - 50.0%
Category 2	Marshall	CCS Presentation Systems	16.0%
Category 2	Marshall Electronics	Visual Sound	7.5%-45.5%
Category 2	Marshall Electronics	Design & Integration	15.0%
Category 2	Marshall Electronics	Communications Engineering	5.6 - 58.5%
Category 2	Marshall Furniture	Visual Sound	49.0%
Category 2	Marshall Furniture	System Source	38.0%
Category 2	Marshall Furniture	Lee Hartman & Sons	5.0%
Category 2	Marshall Furniture	Design & Integration	15.0%
Category 2	Marshall Furniture (on all other items)	Audio Visual Innovations (AVI)	45.0%
Category 2	Marshall Furniture off ELCO 25, ELCO 32 & ELCO 35 "Quick Ship" lecterns in any Marshall Standard M	Audio Visual Innovations (AVI)	50.0%
Category 2	Media Site (Sonic Foundry)	Communications Engineering	0.0 - 6.7%
Category 2	Mersive	Human Circuit	14.0%
Category 2	Mersive	Visual Sound	5.0%
Category 2	Mid-Atlantic	MD Sound & Image	25.0%
Category 2	Mid-Atlantic	Design & Integration	15.0%
Category 2	Middle Atlantic	Visual Sound	47.5%
Category 2	Middle Atlantic	System Source	28.0%
Category 2	Middle Atlantic	Nelson White	42.0%

Category 2 - Presentation Equipment: Multimedia Control Systems, Easels, Screens-Projection, Whiteboards-Electronic & Copy Boards, Markerboards, Bulletin Boards, Carts-A/V & Stands-AV, Stage/ Event Lighting, Presentation & Training Aids, Laser Pointers, Lecterns/ Podiums, Power Point Advancers & Teaching Stations			
Category	Manufacturer	Supplier/Offeror	% Discount
Category 2	Middle Atlantic	Lee Hartman & Sons	35.0%
Category 2	Middle Atlantic	Innoface Systems	33.0%
Category 2	Middle Atlantic	CCS Presentation Systems	22.0%
Category 2	Middle Atlantic	Audio Visual Innovations (AVI)	35.0%
Category 2	Middle Atlantic Products	Communications Engineering	35.7 - 53.4%
Category 2	Middle Atlantic & Middle Atlantic C2G	NET-AV	35.0%
Category 2	Miller's Millworks	CCS Presentation Systems	25.0%
Category 2	Mimio	CCS Presentation Systems	19.0%
Category 2	Mooreco	CCS Presentation Systems	33.0%
Category 2	Mustang	Innoface Systems	33.0%
Category 2	Nady Podiums	HCGI Hartford	20.0%
Category 2	NCast	CCS Presentation Systems	20.0%
Category 2	nCast	Visual Sound	5.0 – 20.0%
Category 2	Nookbook Advantage Classroom (1-500+)	Audio Visual Innovations (AVI)	55.0%
Category 2	Omnivex	Nelson White	15.0%
Category 2	Pakedge	Lee Hartman & Sons	20.0%
Category 2	Pakedge	Visual Sound	5.0 – 10.0%
Category 2	Panasonic	Human Circuit	12.0%
Category 2	Panasonic	Daly Computers	25.0 - 35.0%
Category 2	Panasonic	Communications Engineering	18.2 - 29.5 %
Category 2	Panasonic Whiteboard	HCGI Hartford	20.0%
Category 2	PDR Mounts	CCS Presentation Systems	33.0%
Category 2	Peerless	Daly Computers	10.0%
Category 2	Peerless	MD Sound & Image	35.0%
Category 2	Peerless	CCS Presentation Systems	28.0%
Category 2	Planar	Nelson White	15.0%
Category 2	Polycom	e-Plus Technologies	28.0%
Category 2	Polycom	Communications Engineering	10.1 - 33.7%
Category 2	Polycom	CCS Presentation Systems	
Category 2	Premier (all specialty products)	Audio Visual Innovations (AVI)	25.0%
Category 2	Premier (all standard product items)	Audio Visual Innovations (AVI)	40.0%
Category 2	Premier Mounts	Daly Computers	25.0%
Category 2	Premier Mounts	CCS Presentation Systems	24.0%
Category 2	PRO Mounts	CCS Presentation Systems	33.0%
Category 2	Promethean	Applied Technology Services	15.0 - 35.0%
Category 2	QOMO	Nelson White	10.0%
Category 2	QOMO HiteVision	Lee Hartman & Sons	25.0%
Category 2	Raxxess	Nelson White	46.0%
Category 2	RDL	Nelson White	27.0%
Category 2	Recordex	Nelson White	40.0%

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Category 2 - Presentation Equipment: Multimedia Control Systems, Easels, Screens-Projection, Whiteboards-Electronic & Copy Boards, Markerboards, Bulletin Boards, Carts-A/V & Stands-AV, Stage/ Event Lighting, Presentation & Training Aids, Laser Pointers, Lecterns/ Podiums, Power Point Advancers & Teaching Stations			
Category	Manufacturer	Supplier/Offeror	% Discount
Category 2	Recordex	CCS Presentation Systems	38.0%
Category 2	Recordex USA	Lee Hartman & Sons	38.0%
Category 2	RGB Spectrum	Nelson White	20.0%
Category 2	RGB Spectrum	CCS Presentation Systems	13.0%
Category 2	Roland Systems Group	Nelson White	10.0%
Category 2	Ross Video	Human Circuit	10.0%
Category 2	RWH	CCS Presentation Systems	30.0%
Category 2	Scala (Software and Maintenance)	Nelson White	20.0%
Category 2	Samsung	HCGI Hartford	5.0%
Category 2	Savant	Human Circuit	25.0%
Category 2	ScreenLine	NET-AV	20.0%
Category 2	Secure-It	Daly Computers	5.0%
Category 2	Sharp	Nicholas P Pipino	10.0%
Category 2	Sharp	Human Circuit	13.0%
Category 2	Sharp	Communications Engineering	20.0 - 48.2%
Category 2	SMART all interactive whiteboard items except those listed below:	Audio Visual Innovations (AVI)	45%
Category 2	SMART SB640CT, SBID8055i, SBID8055i-SMP, SLR60wi	Audio Visual Innovations (AVI)	25%
Category 2	SMART SBX885ix, SLR60wi, SDC-450, SP518-SMP, SP524-SMP and projector retrofit kits	Audio Visual Innovations (AVI)	32%
Category 2	SMART Extended Warranties	Audio Visual Innovations (AVI)	20%
Category 2	SMART Response, Brigit Software, SMART Classroom Suite, SMART Sync and SMART VE	Audio Visual Innovations (AVI)	45%
Category 2	SMART Document Camera	Audio Visual Innovations (AVI)	30%
Category 2	SMART Table	Audio Visual Innovations (AVI)	25%
Category 2	SMART Table 442i	Audio Visual Innovations (AVI)	30.0%
Category 2	SMART Notebook Classroom (1-500+)	Audio Visual Innovations (AVI)	55.0%
Category 2	SMART Notebook and Advantage Site Licenses Years 1, 2, & 3	Audio Visual Innovations (AVI)	10.0%
Category 2	SMART Podiums	Audio Visual Innovations (AVI)	40%
Category 2	SMART Technologies	Lee Hartman & Sons	6.0%
Category 2	SMART Technologies	e-Plus Technologies	19.0%
Category 2	SMART Technologies	Daly Computers	35.0 - 50.0%
Category 2	SMART Technologies	Communications Engineering	20.5 - 32.6%
Category 2	SMART Technologies (18% Discount off of List or Published Education Pricing, whichever is lower)	CCS Presentation Systems	18.0%
Category 2	SMART Technologies (remainder of line)	Nelson White	15.0%
Category 2	SMART Technologies (select list only)	Nelson White	37.0%
Category 2	Sony	Nicholas P Pipino	16.5%
Category 2	Sony	e-Plus Technologies	3.0%
Category 2	Sony	Daly Computers	5.0 - 10.0%
Category 2	Sony	Communications Engineering	10.1 - 43.0%
Category 2	SP Controls	Lee Hartman & Sons	19.0%

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Category 2 - Presentation Equipment: Multimedia Control Systems, Easels, Screens-Projection, Whiteboards-Electronic & Copy Boards, Markerboards, Bulletin Boards, Carts-A/V & Stands-AV, Stage/ Event Lighting, Presentation & Training Aids, Laser Pointers, Lecterns/ Podiums, Power Point Advancers & Teaching Stations			
Category	Manufacturer	Supplier/Offeror	% Discount
Category 2	SP Controls	CCS Presentation Systems	25.0%
Category 2	SP Controls (entire line except Doceri line)	Nelson White	23.0%
Category 2	Spectrum Furniture	CCS Presentation Systems	35.0%
Category 2	Spectrum Industries	Lee Hartman & Sons	38.0%
Category 2	Tec Nec	Visual Sound	5.0 - 25.0%
Category 2	Tecom	Nelson White	26.0%
Category 2	Teq Online Professional Development for SMART, Apple, Google, Promethean and Microsoft	Audio Visual Innovations (AVI)	10.0%
Category 2	Toshiba	Nicholas P Pipino	6.0%
Category 2	Tote Vision	Nelson White	32.0%
Category 2	TV One	Nelson White	32.0%
Category 2	TV One	Lee Hartman & Sons	19.0%
Category 2	Utelogy	NET-AV	5.0%
Category 2	Vaddio	Communications Engineering	0.0 - 73.1%
Category 2	V-Brick	Daly Computers	10.0% - 25.0%
Category 2	V-Brick	e-Plus Technologies	22.0%
Category 2	Video Furniture International (VFI)	Lee Hartman & Sons	38.0%
Category 2	Video Furniture International (VFI)	Innoface Systems	33.0%
Category 2	Video Furniture International (VFI)	e-Plus Technologies	42.0%
Category 2	Video Furniture International (VFI)	CCS Presentation Systems	23.0%
Category 2	ViewSonic	Daly Computers	17.0%
Category 2	ViewSonic	e-Plus Technologies	17.0%
Category 2	Visix	Lee Hartman & Sons	11.0%
Category 2	Vivitek	Daly Computers	10.0%
Category 2	Wolfvision (accessories only)	Nelson White	15.0%
Category 2	Wolfvision (except accessories)	Nelson White	20.0%
Category 2	Wolfvision on Lightboxes	Audio Visual Innovations (AVI)	20.0%
Category 2	Wolfvision Visualizers	Lee Hartman & Sons	14.0%
Category 2	Wolfvision Visualizers & Accessories	Audio Visual Innovations (AVI)	25.0%
Category 2	ZeeVee	Visual Sound	5.0 - 10.0%

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Category 2a – Presentation Equipment Supplies/Accessories			
Category	Manufacturer	Supplier/Offeror	% Discount
Category 2a	ADC	Human Circuit	11.0%
Category 2a	AMX	CCS Presentation Systems	35.0%
Category 2a	AMX	Communications Engineering	46.7 - 58.5%
Category 2a	AMX	Human Circuit	27.0%
Category 2a	Anchor Audio	CCS Presentation Systems	10.0%
Category 2a	Atlona	Human Circuit	10.0%
Category 2a	Audio Enhancement	Daly Computers	10.0%
Category 2a	Audio Technica	Nelson White	30.0%
Category 2a	Audix	Nelson White	25.0%
Category 2a	Aurora Multimedia	CCS Presentation Systems	10.0%
Category 2a	Aurora Multimedia	Human Circuit	15.0%
Category 2a	AVTeq	Nelson White	25.0%
Category 2a	Axis	Daly Computers	8.0%
Category 2a	Beyerdynamic	CCS Presentation Systems	10.0%
Category 2a	Beyerdynamic	Nelson White	20.0%
Category 2a	Black Magic Design	Human Circuit	10.0%
Category 2a	Bretford	Daly Computers	10.0%
Category 2a	Bretford	CCS Presentation Systems	10.0%
Category 2a	BTX	Bridges System Integration	5.0% - 20.0%
Category 2a	BTX	Nelson White	10.0%
Category 2a	Califone	CCS Presentation Systems	10.0%
Category 2a	Chief	Bridges System Integration	5.0 - 65%
Category 2a	Chief	Daly Computers	25.0%
Category 2a	Chief	CCS Presentation Systems	10.0%
Category 2a	Chief	Lee Hartman & Sons	37.0%
Category 2a	Chief	Nelson White	33.0%
Category 2a	Christie	CCS Presentation Systems	10.0%
Category 2a	Christie	Human Circuit	20.0%
Category 2a	Cisco	e-Plus Technologies	40.0%
Category 2a	Cisco	Human Circuit	10.0%
Category 2a	Cisco	Innoface Systems	33.0%
Category 2a	Clearone	Nelson White	20.0%
Category 2a	Clock Audio	Bridges System Integration	5.0% - 30.0%
Category 2a	Clock Audio	Nelson White	30.0%
Category 2a	Conen Mounts	Lee Hartman & Sons	15.0%
Category 2a	Contemporary Research	Human Circuit	15.0%
Category 2a	Copernicus	CCS Presentation Systems	10.0%
Category 2a	Crestron	CCS Presentation Systems	10.0%
Category 2a	Crestron	Communications Engineering	28.6 - 48.2%
Category 2a	Crestron	Human Circuit	27.0%
Category 2a	Da-Lite	CCS Presentation Systems	10.0%
Category 2a	Da-Lite	Communications Engineering	15.7 - 55.4 %

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Category 2a – Presentation Equipment Supplies/Accessories			
Category	Manufacturer	Supplier/Offeror	% Discount
Category 2a	Da-Lite	Daly Computers	10.0%
Category 2a	Da-Lite	Visual Sound	18.0%
Category 2a	Evertz	Human Circuit	10.0%
Category 2a	Extron	Communications Engineering	23.1 - 48.2%
Category 2a	Extron	Extron Electronics	42.0%
Category 2a	Folsom Research	Communications Engineering	11.1 - 27.5%
Category 2a	Front Row	CCS Presentation Systems	10.0%
Category 2a	FSR	Bridges System Integration	3.0% - 25.0%
Category 2a	FSR	CCS Presentation Systems	10.0%
Category 2a	FSR	Lee Hartman & Sons	19.0%
Category 2a	Furman	Lee Hartman & Sons	38.0%
Category 2a	Furman (all except voltage regulators/batteries)	Nelson White	40.0%
Category 2a	Gefen	Nelson White	32.0%
Category 2a	Haivision	Human Circuit	10.0%
Category 2a	Hamilton Buhl	Daly Computers	20.0 - 55.0%
Category 2a	Hewlett Packard	Daly Computers	5.0 - 20.0%
Category 2a	IHSE	Human Circuit	7.0%
Category 2a	InFocus	Daly Computers	5.0 - 38.0%
Category 2a	Jelco	CCS Presentation Systems	10.0%
Category 2a	Juice Goose	Lee Hartman & Sons	8.0%
Category 2a	Juice Goose	Nelson White	20.0%
Category 2a	Ken a Vision	Innoface Systems	33.0%
Category 2a	Kensington	Daly Computers	12.0 - 30.0%
Category 2a	Kramer	CCS Presentation Systems	10.0%
Category 2a	Kramer	Human Circuit	15.0%
Category 2a	KSI	CCS Presentation Systems	10.0%
Category 2a	Lifesize	HCGI Hartford	20.0%
Category 2a	Lifesize - Hardware - LifeSize Endpoint - Icon 720p w/10x Camera (part # 1000-0000-1158)	System Source	40.0%
Category 2a	Lifesize - Hardware - LifeSize Endpoint - Icon 720p w/4x Camera (part# 1000-0000-1162)	System Source	35.0%
Category 2a	Lifesize - Hardware - LifeSize Endpoints- Unity 50, 220 & Icons w/1080p & Dual Display	System Source	51.0%
Category 2a	Lifesize- Assurance (Maintenance Agreements)	System Source	8.0%
Category 2a	Lifesize- Hardware - LifeSize Infrastructure - UVC Platform, ClearSea & Bridge 2200	System Source	51.0%
Category 2a	Infocus	CCS Presentation Systems	10.0%
Category 2a	Logitech	Daly Computers	5.0 - 15.0%
Category 2a	Logitech	Innoface Systems	33.0%
Category 2a	Logitech Webcams	HCGI Hartford	90.0%
Category 2a	Lutron	Nelson White	40.0%
Category 2a	Luxor	CCS Presentation Systems	10.0%
Category 2a	Marshall	CCS Presentation Systems	10.0%
Category 2a	Marshall Electronics	Communications Engineering	5.6 - 58.5%

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Category 2a – Presentation Equipment Supplies/Accessories			
Category	Manufacturer	Supplier/Offeror	% Discount
Category 2a	Marshall Electronics	Nelson White	10.0%
Category 2a	Media Site (Sonic Foundry)	Communications Engineering	0.0 - 6.7%
Category 2a	Mersive	Human Circuit	14.0%
Category 2a	Middle Atlantic	CCS Presentation Systems	10.0%
Category 2a	Middle Atlantic Products	Bridges System Integration	40.0%
Category 2a	Middle Atlantic Products	Communications Engineering	35.7 - 53.4%
Category 2a	Miller's Millworks	CCS Presentation Systems	10.0%
Category 2a	Mooreco	CCS Presentation Systems	10.0%
Category 2a	NCast	CCS Presentation Systems	10.0%
Category 2a	Panasonic	Communications Engineering	18.2 - 29.5 %
Category 2a	Panasonic	Daly Computers	32.0%
Category 2a	Panasonic	Human Circuit	12.0%
Category 2a	PDR Mounts	CCS Presentation Systems	10.0%
Category 2a	Peerless	CCS Presentation Systems	10.0%
Category 2a	Peerless	Daly Computers	10.0%
Category 2a	Peerless	Lee Hartman & Sons	44.0%
Category 2a	Peerless (all except small accessories which is 5%)	Nelson White	40.0%
Category 2a	Polycom	CCS Presentation Systems	10.0%
Category 2a	Polycom	Communications Engineering	10.1 - 33.7%
Category 2a	Polycom	e-Plus Technologies	28.0%
Category 2a	Polycom	Innoface Systems	33.0%
Category 2a	Polycom	Visual Sound	5 - 42%
Category 2a	Polycom - Hardware - Codec	System Source	33.0%
Category 2a	Polycom - Hardware- Infrastructure	System Source	33.0%
Category 2a	Polycom - Licenses	System Source	13.0%
Category 2a	Polycom - Maintenance (Premier, Premier On-site, Advanced Access & Advanced Access On-site)	System Source	3.0%
Category 2a	Polycom - Maintenance (total coverage)	System Source	17.0%
Category 2a	Polycom - Software	System Source	19.0%
Category 2a	Premier Mounts	CCS Presentation Systems	10.0%
Category 2a	Premier Mounts	Daly Computers	10.0%
Category 2a	Promethean	Applied Technologies	15.0 - 35.0%
Category 2a	RCI Custom	Human Circuit	20.0%
Category 2a	Recordex	CCS Presentation Systems	10.0%
Category 2a	RGB Spectrum	CCS Presentation Systems	10.0%
Category 2a	Ross Video	Human Circuit	10.0%
Category 2a	RWH	CCS Presentation Systems	10.0%
Category 2a	RWH Products	Visual Sound	44.5%
Category 2a	Savant	Human Circuit	25.0%
Category 2a	Sharp	Bridges System Integration	5.0% - 15.0%
Category 2a	Sharp	Communications Engineering	20.0 - 48.2%
Category 2a	Sharp	Human Circuit	13.0%
Category 2a	Shure	e-Plus Technologies	19.0%

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Category 2a – Presentation Equipment Supplies/Accessories			
Category	Manufacturer	Supplier/Offeror	% Discount
Category 2a	Shure	Nelson White	25.0%
Category 2a	Shure	System Source	28.0%
Category 2a	SMART FS-UX and all optional accessories	Audio Visual Innovations (AVI)	15%
Category 2a	SMART Replacement Lamps	Audio Visual Innovations (AVI)	10%
Category 2a	SMART	Communications Engineering	20.5 - 32.6%
Category 2a	SMART Technologies	Daly Computers	20.0 - 40.0%
Category 2a	SMART Technologies	Visual Sound	7 - 42.5%
Category 2a	SMART Technologies (10% Discount off of List/Published Education Pricing, whichever is lower)	CCS Presentation Systems	10.0%
Category 2a	Sony	Communications Engineering	10.1 - 43.0%
Category 2a	Sony	Daly Computers	30.0%
Category 2a	Sony	HCGI Hartford	22.0%
Category 2a	SP Controls	CCS Presentation Systems	10.0%
Category 2a	Spectrum Furniture	CCS Presentation Systems	10.0%
Category 2a	Surgex	Nelson White	20.0%
Category 2a	Tripp Lite	Lee Hartman & Sons	27.0%
Category 2a	Ultimate Support	Nelson White	32.0%
Category 2a	Vaddio	Communications Engineering	0.0 - 73.1%
Category 2a	Vaddio	Daly Computers	15.0%
Category 2a	Vaddio	e-Plus Technologies	15.0%
Category 2a	Vaddio	Innoface Systems	33.0%
Category 2a	Vaddio	Nelson White	23.0%
Category 2a	Vaddio	NET-AV	18.0%
Category 2a	Video Furniture International (VFI) except accessories-5%	Nelson White	35.0%
Category 2a	Video Furniture International (VFI)	CCS Presentation Systems	10.0%
Category 2a	Vivitek	Daly Computers	10.0%
Category 2a	Wiremold/Legrand	Human Circuit	20.0%

END

TU-1350 MEEC AV Equipment Suppliers

Category 3 - Projector Data Video: Home Theater, Blu-Ray Players/ Recorders, DVD Players/Recorders, Projectors, Projector Cases/Bulbs, & Document Cameras			
Category	Manufacturer	Supplier/Offeror	% Discount
Category 3	AMX	Bridges System Integration	50.0%
Category 3	ASK Proxima Projectors	CCS Presentation Systems	25.0%
Category 3	Aurora	CCS Presentation Systems	15.0%
Category 3	Aver	CCS Presentation Systems	18.0%
Category 3	Aver Doc Camera	HCGI Hartford	15.0%
Category 3	Aver Information document cameras	Nicholas P Pipino	23.5%
Category 3	Barco Projectors	CCS Presentation Systems	15.0%
Category 3	BenQ	CCS Presentation Systems	10.0%
Category 3	BenQ	Visual Sound	10.9 - 55.0%
Category 3	Bosch	Applied Technology Services	15.0 - 30.0%
Category 3	Boxlight	Communications Engineering	8.0 - 58.5%
Category 3	Canon	Daly Computers	10.0%
Category 3	Canon	Lee Hartman & Sons	9.0%
Category 3	Canon Document Cameras	CCS Presentation Systems	10.0%
Category 3	Canon Projectors	CCS Presentation Systems	10.0%
Category 3	Casio	Visual Sound	21.5 - 45%
Category 3	Chief	CCS Presentation Systems	28.0%
Category 3	Chief	Communications Engineering	10.1 - 74.1%
Category 3	Chief	Daly Computers	25.0%
Category 3	Chief	Design & Integration	15.0%
Category 3	Chief	Nicholas P Pipino	44.5%
Category 3	Chief	Visual Sound	37.5%
Category 3	Chief Manufacturing	System Source	41.0%
Category 3	Christie	CCS Presentation Systems	10.0%
Category 3	Christie	Communications Engineering	25.0 - 64.8%
Category 3	Christie	Lee Hartman & Sons	10.0%
Category 3	Christie Digital	Bridges System Integration	1.0 - 60.0%
Category 3	Christie Digital	e-Plus Technologies	24.0%
Category 3	Contemporary Research	NET-AV	20.0%
Category 3	Dell	Applied Technology Services	15.0 - 30.0%
Category 3	Diamond	Nicholas P Pipino	52.0%
Category 3	Digital Projection	CCS Presentation Systems	10.0%
Category 3	Digital Projection	Design & Integration	15.0%
Category 3	Digital Projection	Human Circuit	15.0%
Category 3	Digital Projection	NET-AV	15.0%
Category 3	Digital Projection (except accessories)	Nelson White	18.0%
Category 3	Dukane	Visual Sound	5.0 - 20.0%
Category 3	Eiki	Visual Sound	12.0 - 61.5%
Category 3	Eiki Int'l / ProAV (projectors)	Nicholas P Pipino	39.5%
Category 3	Elmo	Applied Technology Services	5.0 - 10.0%
Category 3	Elmo	Daly Computers	5.0%

Category 3 - Projector Data Video: Home Theater, Blu-Ray Players/ Recorders, DVD Players/Recorders, Projectors, Projector Cases/Bulbs, & Document Cameras

Category	Manufacturer	Supplier/Offeror	% Discount
Category 3	Elmo	Visual Sound	10.0 - 31.5%
Category 3	Epson	Applied Technology Services	5.0 - 10.0%
Category 3	Epson	Daly Computers	8.0 - 42.0%
Category 3	Epson	Lee Hartman & Sons	10.0%
Category 3	Epson	Visual Sound	5.0 - 20.0%
Category 3	Epson (Brighter Futures only)	Nelson White	30.0 - 60.0%
Category 3	Epson Accessories	Audio Visual Innovations (AVI)	10.0%
Category 3	Epson America	Nicholas P Pipino	36.0%
Category 3	Epson Brighter Futures- Accessories (lamps, etc)	System Source	22.0%
Category 3	Epson Brighter Futures Brightlink Projectors	System Source	8.0%
Category 3	Epson Brighter Futures Document Cameras	System Source	9.0%
Category 3	Epson Brighter Futures Projector Lenses	System Source	14.0%
Category 3	Epson Brightlink Projectors w/Ultrashort Throw Lenses	Audio Visual Innovations (AVI)	15.0%
Category 3	Epson Camera	HCGI Hartford	17.0%
Category 3	Epson ProG & ProZ Lenses	Audio Visual Innovations (AVI)	35.0%
Category 3	Epson ProG Series Projectors	Audio Visual Innovations (AVI)	30.0%
Category 3	Epson Projector Lamps	Audio Visual Innovations (AVI)	15.0%
Category 3	Epson Projectors (50% Discount off MSRP or published Brighter Futures pricing, whichever is lower)	CCS Presentation Systems	50.0%
Category 3	Epson Projectors- Brighter Futures Program (over \$1200)	System Source	13.0%
Category 3	Epson Projectors- Brighter Futures Program (under \$1200)	System Source	8.0%
Category 3	Epson Projectors vary by model - see attached	HCGI Hartford	23.0%
Category 3	Epson ProZ Series Projectors	Audio Visual Innovations (AVI)	35.0%
Category 3	Hamilton Buhl	Daly Computers	20.0 - 55.0%
Category 3	Hewlett Packard	Daly Computers	5.0%
Category 3	Hitachi Projectors	CCS Presentation Systems	35.0%
Category 3	Hitachi	Visual Sound	31% - 73.5%
Category 3	InFocus	Daly Computers	8.0 - 32.0%
Category 3	InFocus	Design & Integration	15.0%
Category 3	InFocus	Nelson White	32.0%
Category 3	InFocus	HCGI Hartford	5.0%
Category 3	InFocus	Visual Sound	3% - 46.0%
Category 3	InFocus	CCS Presentation Systems	23.0%
Category 3	Janus	Nicholas P Pipino	41.0%
Category 3	Jelco	CCS Presentation Systems	19.0%
Category 3	KOH	MD Sound & Image	25.0%
Category 3	LG	CCS Presentation Systems	14.0%
Category 3	Lumens Document Camera Line	Audio Visual Innovations (AVI)	35.0%
Category 3	Mimio	CCS Presentation Systems	7.0%
Category 3	Mitsubishi	CCS Presentation Systems	33.0%
Category 3	Mitsubishi	HCGI Hartford	16.0%

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Category 3 - Projector Data Video: Home Theater, Blu-Ray Players/ Recorders, DVD Players/Recorders, Projectors, Projector Cases/Bulbs, & Document Cameras			
Category	Manufacturer	Supplier/Offeror	% Discount
Category 3	Mitsubishi	Innoface Systems	33.0%
Category 3	Mitsubishi	Nelson White	20.0%
Category 3	Mitsubishi	Visual Sound	4%-64%
Category 3	Mitsubishi (all other items, including projector lamps)	Audio Visual Innovations (AVI)	15.0%
Category 3	Mitsubishi Electric	Lee Hartman & Sons	24.0%
Category 3	Mitsubishi Projectors & Lenses	Audio Visual Innovations (AVI)	30.0%
Category 3	NEC	Communications Engineering	1.1 - 80.3%
Category 3	NEC	Daly Computers	5.0 - 40.0%
Category 3	NEC	HCGI Hartford	25.0%
Category 3	NEC	Visual Sound	6% - 57.0%
Category 3	NEC (Installation series projectors)	Nelson White	47.0%
Category 3	NEC (on all projectors)	Audio Visual Innovations (AVI)	35.0%
Category 3	NEC (Remainder of projector series)	Nelson White	37.0%
Category 3	NEC- Projector (over \$1200)	System Source	38.0%
Category 3	NEC- Projector (under \$1200)	System Source	2.0%
Category 3	NEC Projector Accessories (includes lenses, lamps, travel cases, remotes)	Audio Visual Innovations (AVI)	15.0%
Category 3	Optoma	CCS Presentation Systems	38.0%
Category 3	Panasonic	Applied Technology Services	15.0 - 20.0%
Category 3	Panasonic	CCS Presentation Systems	18.0%
Category 3	Panasonic	Communications Engineering	18.2 - 29.5%
Category 3	Panasonic	Daly Computers	20.0 - 40.0%
Category 3	Panasonic	HCGI Hartford	20.0%
Category 3	Panasonic	Human Circuit	12.0%
Category 3	Panasonic	Nelson White	29.0%
Category 3	Panasonic	Visual Sound	15%-60.5%
Category 3	Panasonic (all other items, including projector lamps)	Audio Visual Innovations (AVI)	15.0%
Category 3	Panasonic Large Venue & Installation Projectors	Audio Visual Innovations (AVI)	45.0%
Category 3	Panasonic Portable & Short Throw Lens Projectors	Audio Visual Innovations (AVI)	50.0%
Category 3	Peerless	Communications Engineering	0.0 - 75.1%
Category 3	Peerless	Daly Computers	10.0%
Category 3	Peerless	Innoface Systems	33.0%
Category 3	Peerless	MD Sound & Image	35.0%
Category 3	Peerless	Visual Sound	5% - 77.5%
Category 3	Peerless-AV	Nicholas P Pipino	37.5%
Category 3	Premier Mounts	Daly Computers	30.0%
Category 3	Premier Mounts	NET-AV	48.0%
Category 3	Promethean	Applied Technology Services	15.0 - 35.0%
Category 3	QOMO	Nelson White	10.0%
Category 3	Recordex	CCS Presentation Systems	38.0%
Category 3	RGB Spectrum	Human Circuit	10.0%
Category 3	Samsung	Applied Technology Services	12.0 - 30.0%

Category 3 - Projector Data Video: Home Theater, Blu-Ray Players/ Recorders, DVD Players/Recorders, Projectors, Projector Cases/Bulbs, & Document Cameras			
Category	Manufacturer	Supplier/Offeror	% Discount
Category 3	Samsung	CCS Presentation Systems	15.0%
Category 3	Samsung	Daly Computers	5.0 - 35.0%
Category 3	Samsung	e-Plus Technologies	28.0%
Category 3	Sharp	CCS Presentation Systems	20.0%
Category 3	Sharp	Design & Integration	15.0%
Category 3	Sharp	e-Plus Technologies	35.0%
Category 3	Sharp	Nelson White	34.0%
Category 3	Sharp	Visual Sound	34.5%
Category 3	Sharp Projector (over \$1200)	System Source	41.0%
Category 3	Sharp Projector (under \$1200)	System Source	45.0%
Category 3	Smart Technologies	Daly Computers	25.0 - 35.0%
Category 3	SMART Technologies (18% Discount off of List or Published Education Pricing, whichever is lower)	CCS Presentation Systems	18.0%
Category 3	Sony	Communications Engineering	0.0 - 43.0%
Category 3	Sony	Daly Computers	30.0%
Category 3	Sony	e-Plus Technologies	3.0%
Category 3	Sony	HCGI Hartford	29.0%
Category 3	Sony	Human Circuit	15.0%
Category 3	Sony Electronics Inc.	Lee Hartman & Sons	29.0%
Category 3	Tec Nec	Visual Sound	5.0 - 25.0%
Category 3	Toshiba	Daly Computers	20.0 - 35.0%
Category 3	Viewsonic	Daly Computers	30.0%
Category 3	Viewsonic	e-Plus Technologies	17.0%
Category 3	Viewsonic	HCGI Hartford	20.0%
Category 3	Vivitek	Daly Computers	5.0% - 10.0%
Category 3	Vivitek	Nelson White	30.0%
Category 3	Vivitek Lamps	NET-AV	40.0%
Category 3	Vivitek Lenses	NET-AV	35.0%
Category 3	Vivitek Projectors (Except Qumi)	NET-AV	50.0%
Category 3	Vivitek Qumi	NET-AV	30.0%
Category 3	Vutec	e-Plus Technologies	30.0%
Category 3	Wolfvision	Nelson White	20.0%

END

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Category 3a - Projector Data Video Supplies/Accessories

Category	Manufacturer	Supplier/Offeror	% Discount
Category 3a	AMX	Bridges System Integration	50.0%
Category 3a	ASK Proxima Accessories	CCS Presentation Systems	20.0%
Category 3a	Aurora	CCS Presentation Systems	10.0%
Category 3a	Aver	CCS Presentation Systems	10.0%
Category 3a	Barco Accessories	CCS Presentation Systems	10.0
Category 3a	BenQ	CCS Presentation Systems	10.0%
Category 3a	BenQ	Visual Sound	9.5%
Category 3a	Bosch	Applied Technology Services	15.0 - 30.0%
Category 3a	Boxlight	Communications Engineering	08.0 - 58.5%
Category 3a	BTX	Nelson White	10.0%
Category 3a	Canon	CCS Presentation Systems	10.0%
Category 3a	Casio	Visual Sound	18.5%-34%
Category 3a	Chief	CCS Presentation Systems	10.0%
Category 3a	Chief	Communications Engineering	10.1 - 74.1%
Category 3a	Chief	Daly Computers	25.0%
Category 3a	Chief	HCGI Hartford	30.0%
Category 3a	Chief	Lee Hartman & Sons	42.0%
Category 3a	Chief	Nelson White	33.0%
Category 3a	Chief Manufacturing	System Source	41.0%
Category 3a	Chief (Discounts range from 5-65%)	Bridges System Integration	5.0% - 65.0%
Category 3a	Christie	CCS Presentation Systems	10.0%
Category 3a	Christie	Bridges System Integration	5.0% - 60.0%
Category 3a	Christie	Communications Engineering	25.0 - 64.8%
Category 3a	Christie Digital	e-Plus Technologies	24.0%
Category 3a	Crestron	System Source	46.0%
Category 3a	Dell	Applied Technology Services	15.0 - 30.0%
Category 3a	Digital Projection	Bridges System Integration	5.0 - 18.0%
Category 3a	Digital Projection	CCS Presentation Systems	10.0%
Category 3a	Digital Projection	Design & Integration	15.0%
Category 3a	Digital Projection	Human Circuit	15.0%
Category 3a	Dukane	Visual Sound	5.0 - 20.0%
Category 3a	Elmo	Applied Technology Services	05.0 - 10.0%
Category 3a	Elmo	Daly Computers	5.0%
Category 3a	Epson	Applied Technology Services	05.0 - 10.0%
Category 3a	Epson	Daly Computers	20.0%
Category 3a	Epson	Nelson White	10.0%
Category 3a	Epson	Visual Sound	5.0 - 20.0%
Category 3a	Epson Accessories (10% Discount off MSRP or published Brighter Futures pricing, whichever is lower)	CCS Presentation Systems	10.0%
Category 3a	Epson Brighter Futures- Accessories (lamps, etc.)	System Source	22.0%
Category 3a	Epson Brighter Futures- Projector Lenses	System Source	14.0%
Category 3a	Epson Lamps	HCGI Hartford	12.0%

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Category 3a - Projector Data Video Supplies/Accessories			
Category	Manufacturer	Supplier/Offeror	% Discount
Category 3a	Epson Brightlink Projectors	Audio Visual Innovations (AVI)	25.0%
Category 3a	Epson Pro G Series	Audio Visual Innovations (AVI)	30.0%
Category 3a	Epson Pro Z Series	Audio Visual Innovations (AVI)	35.0%
Category 3a	Epson Powerlite Projectors	Audio Visual Innovations (AVI)	20.0%
Category 3a	Gator Cases	Visual Sound	33.0% - 59.5%
Category 3a	Hamilton Buhl	Daly Computers	20.0% - 55.0%
Category 3a	Hitachi Accessories	CCS Presentation Systems	10.0%
Category 3a	Hitachi	Visual Sound	6.0% - 74.0%
Category 3a	InFocus	Bridges System Integration	4.0% - 36.0%
Category 3a	InFocus	Daly Computers	8.0% - 32.0%
Category 3a	InFocus	Design & Integration	15.0%
Category 3a	InFocus	Nelson White	10.0%
Category 3a	InFocus	Visual Sound	04%-49%
Category 3a	InFocus	CCS Presentation Systems	10.0%
Category 3a	InFocus Lamp	HCGI Hartford	5.0%
Category 3a	Jelco	CCS Presentation Systems	10.0%
Category 3a	LG	CCS Presentation Systems	10.0%
Category 3a	Lumens Accessories	Audio Visual Innovations (AVI)	10.0%
Category 3a	Marshall Furniture	Design & Integration	15.0%
Category 3a	Middle Atlantic	Bridges System Integration	40.0%
Category 3a	Middle Atlantic	System Source	28.0%
Category 3a	Mimio	CCS Presentation Systems	07.0%
Category 3a	Mitsubishi	CCS Presentation Systems	10.0%
Category 3a	Mitsubishi	HCGI Hartford	10.0%
Category 3a	Mitsubishi	Innoface Systems	33.0%
Category 3a	Mitsubishi	Nelson White	10.0%
Category 3a	Mitsubishi	Visual Sound	11.5%-69.5%
Category 3a	Navitar	CCS Presentation Systems	10.0%
Category 3a	NEC	CCS Presentation Systems	10.0%
Category 3a	NEC	Communications Engineering	01.1 - 80.3%
Category 3a	NEC	Daly Computers	05.0 - 15.0%
Category 3a	NEC	Nelson White	10.0%
Category 3a	NEC	Visual Sound	07.5%-79.5%
Category 3a	NEC Lamps	HCGI Hartford	10.0%
Category 3a	Optoma	CCS Presentation Systems	10.0%
Category 3a	Panasonic	Applied Technology Services	15.0 - 20.0%
Category 3a	Panasonic	CCS Presentation Systems	10.0%
Category 3a	Panasonic	Communications Engineering	18.2 - 29.5%
Category 3a	Panasonic	Daly Computers	15.0%
Category 3a	Panasonic	Human Circuit	12.0%
Category 3a	Panasonic	Nelson White	10.0%
Category 3a	Panasonic	Visual Sound	05% - 47.5%

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Category 3a - Projector Data Video Supplies/Accessories

Category	Manufacturer	Supplier/Offerrer	% Discount
Category 3a	Panasonic Lamps	HCGI Hartford	16.0%
Category 3a	Peerless	Communications Engineering	0.0 - 75.1%
Category 3a	Peerless (all except small accessories at 5%)	Nelson White	40.0%
Category 3a	Peerless Mounts	HCGI Hartford	45.0%
Category 3a	Premier Mounts	Daly Computers	30.0%
Category 3a	Premier Mounts	Lee Hartman & Sons	38.0%
Category 3a	Promethean	Applied Technology Services	15.0 - 35.0%
Category 3a	Recordex	CCS Presentation Systems	10.0%
Category 3a	RGB Spectrum	Human Circuit	10.0%
Category 3a	Samsung	Bridges System Integration	5.0% - 30.0%
Category 3a	Samsung	Applied Technology Services	12.0% - 30.0%
Category 3a	Samsung	CCS Presentation Systems	10.0%
Category 3a	Samsung	Daly Computers	5.0% - 35.0%
Category 3a	Samsung	e-Plus Technologies	28.0%
Category 3a	Sharp	Bridges System Integration	5.0% - 10.0%
Category 3a	Sharp	CCS Presentation Systems	10.0%
Category 3a	Sharp	e-Plus Technologies	35.0%
Category 3a	Sharp	Nelson White	10.0%
Category 3a	Sharp	Visual Sound	5% - 37.5%
Category 3a	SKB	Nelson White	52.0%
Category 3a	Smart Media Solutions (SMS)	Nelson White	20.0%
Category 3a	SMART Technologies	Daly Computers	08.0 - 15.0%
Category 3a	SMART Technologies (10% Discount off of List or Published Education Pricing, whichever is lower)	CCS Presentation Systems	10.0%
Category 3a	Sony	Communications Engineering	0.0 - 43.0%
Category 3a	Sony	Daly Computers	15.0%
Category 3a	Sony	e-Plus Technologies	3.0%
Category 3a	Sony	Human Circuit	15.0%
Category 3a	Sony Lamps	HCGI Hartford	16.0%
Category 3a	SurgeX	System Source	25.0%
Category 3a	Toshiba	Daly Computers	10.0 - 15.0%
Category 3a	Viewsonic	Daly Computers	30.0%
Category 3a	Viewsonic	e-Plus Technologies	17.0%
Category 3a	Viewsonic Lamp	HCGI Hartford	12.0%
Category 3a	Vivitek	Daly Computers	40.0%
Category 3a	Vivitek	Nelson White	10.0%
Category 3a	Vutec	e-Plus Technologies	30.0%

END

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Category 4 - A/V, DVD, TV/DVD Combo, LCD, Plasma, Symposium Writing Tablet, TV Monitors and Television. All monitors must be flat panels, LCD LED or Plasma TVs

Category	Manufacturer	Supplier/Offeror	% Discount
Category 4	Arthur Holm	Nelson White	26.0%
Category 4	Asus	HCGI Hartford	4.0%
Category 4	BenQ	CCS Presentation Systems	10.0%
Category 4	Califone	Nicholas P Pipino	49.0%
Category 4	Christie	CCS Presentation Systems	10.0%
Category 4	Christie Digital	Bridges System Integration	01.0 - 60.0%
Category 4	CueScript – Video Teleprompter	Communications Engineering	20.0%
Category 4	Dell	Applied Technology Services	15.0 - 30.0%
Category 4	Electroboard	Visual Sound	5.0 – 10.0%
Category 4	ELO Touch	HCGI Hartford	7.0%
Category 4	Evoko	Nelson White	20.0%
Category 4	Haier	Nicholas P Pipino	14.5%
Category 4	Hewlett Packard	Applied Technology Services	10.0 - 20.0%
Category 4	Hewlett Packard	Daly Computers	10.0%
Category 4	Hewlett Packard	HCGI Hartford	5.0%
Category 4	Hiperwall	CCS Presentation Systems	8.0%
Category 4	Hitachi	Innoface Systems	33.0%
Category 4	InFocus	Daly Computers	10.0%
Category 4	InFocus	Nelson White	32.0%
Category 4	InFocus	Visual Sound	09. - 42%
Category 4	Lenovo	Daly Computers	5.0%
Category 4	LG	Applied Technology Services	15.0 - 30.0%
Category 4	LG Prosumer Products and Professional Display Products	Audio Visual Innovations (AVI)	30.0%
Category 4	LG	CCS Presentation Systems	15.0%
Category 4	LG	Communications Engineering	33.3 - 68.9%
Category 4	LG	HCGI Hartford	20.0%
Category 4	InFocus	CCS Presentation Systems	23.0%
Category 4	Marshall	Communications Engineering	05.6 - 58.5 %
Category 4	Marshall Electronics	Lee Hartman & Sons	9.0%
Category 4	Microsoft	Daly Computers	05.0%
Category 4	Mimio	CCS Presentation Systems	07.0%
Category 4	Mitsubishi	CCS Presentation Systems	33.0%
Category 4	Mitsubishi	Nelson White	20.0%
Category 4	NEC	Applied Technology Services	05.0 - 10.0%
Category 4	NEC	Communications Engineering	01.1 - 80.3%
Category 4	NEC	Daly Computers	05.0 - 40.0%
Category 4	NEC	HCGI Hartford	9.0%
Category 4	NEC	Nelson White	37.0%
Category 4	NEC	System Source	10.0%

Category 4 - A/V, DVD, TV/DVD Combo, LCD, Plasma, Symposium Writing Tablet, TV Monitors and Television. All monitors must be flat panels, LCD LED or Plasma TVs

Category	Manufacturer	Supplier/Offeror	% Discount
Category 4	NEC	Visual Sound	06. - 32.5%
Category 4	NEC (E Series Products)	Audio Visual Innovations (AVI)	35.0%
Category 4	NEC (E-series LED)	Nelson White	27.0%
Category 4	NEC (EX Series Products)	Audio Visual Innovations (AVI)	5.0%
Category 4	NEC (P, X & V Series Products)	Audio Visual Innovations (AVI)	30.0%
Category 4	NEC (All Other LCD Displays and Accessories)	Audio Visual Innovations (AVI)	15.0%
Category 4	NEG Monitors	CCS Presentation Systems	28.0%
Category 4	Panasonic	Communications Engineering	20.5 - 58.5%
Category 4	Panasonic	Daly Computers	5.0 - 10.0%
Category 4	Panasonic	Human Circuit	12.0%
Category 4	Panasonic	Lee Hartman & Sons	11.0%
Category 4	Panasonic	Nelson White	15.0%
Category 4	Panasonic	Visual Sound	02.5 - 57.5%
Category 4	Planar	Daly Computers	05.0 - 10.0%
Category 4	Planar	Human Circuit	15.0%
Category 4	Planar	Nelson White	15.0%
Category 4	Planar	NET-AV	10.0%
Category 4	Promethean	Applied Technology Services	15.0 - 35.0%
Category 4	QOMO	Nelson White	10.0%
Category 4	Recordex	CCS Presentation Systems	38.0%
Category 4	RGB Spectrum	CCS Presentation Systems	13.0%
Category 4	Samsung	Applied Technology Services	15.0 - 25.0%
Category 4	Samsung	Communications Engineering	20.5 - 37.8%
Category 4	Samsung	Daly Computers	25.0%
Category 4	Samsung	e-Plus Technologies	28.0%
Category 4	Samsung	Lee Hartman & Sons	15.0%
Category 4	Secure-It	Daly Computers	5.0%
Category 4	Sharp Professional Display Products	Audio Visual Innovations (AVI)	35.0%
Category 4	Sharp	CCS Presentation Systems	12.0%
Category 4	Sharp	Communications Engineering	31.8 - 48.2%
Category 4	Sharp	Design & Integration	15.0%
Category 4	Sharp	e-Plus Technologies	35.0%
Category 4	Sharp	HCGI Hartford	29.0%
Category 4	Sharp	Lee Hartman & Sons	35.0%
Category 4	Sharp	Nelson White	32.0%
Category 4	Sharp	Nicholas P Pipino	10.0%
Category 4	Sharp	System Source	32.0%
Category 4	Sharp	Visual Sound	34%-58%
Category 4	SMART	Communications Engineering	20.5 - 32.6%

TU-1350 MEEC AV Equipment Suppliers

Category 4 - A/V, DVD, TV/DVD Combo, LCD, Plasma, Symposium Writing Tablet, TV Monitors and Television. All monitors must be flat panels, LCD LED or Plasma TVs

Category	Manufacturer	Supplier/Offeror	% Discount
Category 4	SMART (18% Discount off of List or Published Education Pricing, whichever is lower)	CCS Presentation Systems	18.0%
Category 4	SMART Technologies	Daly Computers	15.0 - 25.0%
Category 4	SMART Technologies	e-Plus Technologies	19.0%
Category 4	SMART Technologies	Visual Sound	17.0%
Category 4	SMART Technologies (select list only)	Nelson White	37.0%
Category 4	SMART Board 6065 Interactive Flat Panel	Audio Visual Innovations (AVI)	30.0%
Category 4	Sony	Communications Engineering	0.0 - 43.0%
Category 4	Sony	Daly Computers	28.0%
Category 4	Sony	e-Plus Technologies	3.0%
Category 4	Sony	HCGI Hartford	22.0%
Category 4	Sony	Human Circuit	15.0%
Category 4	Sony	Lee Hartman & Sons	10.0%
Category 4	Sony	Nicholas P Pipino	16.5%
Category 4	Toshiba	Applied Technology Services	05.0 - 15.0%
Category 4	Toshiba	Daly Computers	15.0 - 20.0%
Category 4	Toshiba	e-Plus Technologies	15.0%
Category 4	Toshiba	HCGI Hartford	10.0%
Category 4	Toshiba	Nicholas P Pipino	6.0%
Category 4	Toshiba Displays/IDT Technologies	Design & Integration	15.0%
Category 4	ToteVision	Lee Hartman & Sons	26.0%
Category 4	TV Logic	Human Circuit	12.0%
Category 4	Vaddio	CCS Presentation Systems	18.0%
Category 4	Viewsonic	Daly Computers	10.0 - 25.0%
Category 4	Viewsonic	e-Plus Technologies	17.0%
Category 4	Viewsonic	HCGI Hartford	12.0%

END

TU-1350 MEEC AV Equipment Suppliers

Category 7 - Videoconferencing Equipment:

Web-Casting & Capturing Equipment, Audio Conferencing Equipment (Phones)

Category	Manufacturer	Supplier/Offeror	% Discount
Category 7	Acana AVI-SPL's (entire product line)	Audio Visual Innovations (AVI)	12.0%
Category 7	Accordant Off All Other Items *Discount does not extend to "plus expenses" for on-site consulting	Audio Visual Innovations (AVI)	5.0%
Category 7	Accordant Off Maintenance & Support	Audio Visual Innovations (AVI)	20.0%
Category 7	Accordant Off Products	Audio Visual Innovations (AVI)	25.0%
Category 7	AMX	Lee Hartman & Sons	38.0%
Category 7	AMX	Bridges System Integration	50.0%
Category 7	Avaya Radvision Video Conferencing	Alliance Technology Group	25.0%
Category 7	Aver	CCS Presentation Systems	10.0%
Category 7	Aver Information (video Conferencing)	Nicholas P Pipino	26.5%
Category 7	AVI-SPL Customer Care Plus Preferred as an alternative to LifeSize Services	Audio Visual Innovations (AVI)	25.0%
Category 7	AVI-SPL Customer Care Plus Preferred as an alternative to Polycom Service (alternative to 4870 items)	Audio Visual Innovations (AVI)	25.0%
Category 7	Avteq	e-Plus Technologies	30.0%
Category 7	Axis	Daly Computers	10.0%
Category 7	Beyerdynamic	CCS Presentation Systems	23.0%
Category 7	Blonder Tongue	Lee Hartman & Sons	4.0%
Category 7	Blonder Tongue	Visual Sound	12.5%
Category 7	Blue Jeans (10% Discount off of List or Educational Pricing, whichever is lower)	CCS Presentation Systems	10.0%
Category 7	Bosch Public Address & Conferencing Systems	Lee Hartman & Sons	25.0%
Category 7	Cisco	Human Circuit	10.0%
Category 7	Cisco	Innoface Systems	33.0%
Category 7	Cisco (Tandberg)	Visual Sound	5.0%
Category 7	Cisco (Tandberg) - Integrator Packages, Codecs, VCS	NET-AV	40.0%
Category 7	Cisco (Tandberg) - MCU, Accessories	NET-AV	30.0%
Category 7	Cisco (Tandberg) Services	NET-AV	10.0%
Category 7	Cisco (video telepresence only)	Nelson White	28.0%
Category 7	Cisco/Tandberg	e-Plus Technologies	40.0%
Category 7	Clary Icon	Lee Hartman & Sons	15.0%
Category 7	ClearOne	Visual Sound	5.0 - 15.0%
Category 7	ClearOne Communications	Lee Hartman & Sons	15.0%
Category 7	Contemporary Research	Nelson White	24.0%
Category 7	Crestron	e-Plus Technologies	45.0%
Category 7	D-Link	Daly Computers	20.0%
Category 7	InFocus	HCGI Hartford	5.0%
Category 7	InFocus-Mondopad	CCS Presentation Systems	15.0%
Category 7	Kramer	Daly Computers	35.0%
Category 7	Lifesize	Communications Engineering	0.0 - 32.6%
Category 7	Lifesize	HCGI Hartford	4.0%
Category 7	Lifesize	CCS Presentation Systems	13.0%
Category 7	Lifesize (systems only)	Nelson White	32.0%

TU-1350 MEEC AV Equipment Suppliers

Category 7 - Videoconferencing Equipment: Web-Casting & Capturing Equipment, Audio Conferencing Equipment (Phones)			
Category	Manufacturer	Supplier/Offeror	% Discount
Category 7	Lifesize Assurance- LAMS One Year (Maintenance)	System Source	8.0%
Category 7	Lifesize Endpoint - Icon 720p w/4x Camera (part# 1000-0000-1162)	System Source	35.0%
Category 7	Lifesize Endpoint- Icon 720p w/10x Camera (part# 1000-0000-1158)	System Source	40.0%
Category 7	Lifesize Endpoints - Unity 50, 220 & Icons w/1080p & Dual Display	System Source	51.0%
Category 7	LifeSize Infrastructure- UVC Platform, ClearSea & BridQe 2200	System Source	51.0%
Category 7	Lifesize Off all Products	Audio Visual Innovations (AVI)	35.0%
Category 7	Lifesize Off Services (provided by Lifesize) * service reactivation fees are not discounted	Audio Visual Innovations (AVI)	25.0%
Category 7	Logitech	Daly Computers	15.0%
Category 7	Lowell	e-Plus Technologies	42.0%
Category 7	Lumens Video Conference Camera	Audio Visual Innovations (AVI)	20.0%
Category 7	Marshall	Daly Computers	10.0%
Category 7	Media Site / Sonic Foundry	Nelson White	15.0%
Category 7	Microsoft	Daly Computers	05.0%
Category 7	Ncast	Daly Computers	20.0%
Category 7	NewTek Tricaster	Communications Engineering	5.0% - 15.0%
Category 7	Nexus on Demand	e-Plus Technologies	5.0%
Category 7	Panasonic	Daly Computers	17.0%
Category 7	Ploycom off HDX Services (part no. starts w/4870) *service reactivation fees aren't discounted	Audio Visual Innovations (AVI)	15.0%
Category 7	Polycom	CCS Presentation Systems	18.0%
Category 7	Polycom	Lee Hartman & Sons	20.0%
Category 7	Polycom	e-Plus Technologies	28.0%
Category 7	Polycom	Innoface Systems	33.0%
Category 7	Polycom	Visual Sound	5.0 - 42.0%
Category 7	Polycom	Communications Engineering	9.1 - 33.7%
Category 7	Polycom - Licenses	System Source	13.0%
Category 7	Polycom - Hardware - Codec	System Source	33.0%
Category 7	Polycom - Hardware - Infrastructure	System Source	33.0%
Category 7	Polycom - Maintenance (Premier, Premier On-site, Advanced Access & Advanced Access On-site)	System Source	3.0%
Category 7	Polycom - Maintenance Agreements	System Source	0.0%
Category 7	Polycom - Software	System Source	19.0%
Category 7	Polycom- Maintenance (Total coverage)	System Source	17.0%
Category 7	Polycom off HDX Items (part no. starts w/7200)	Audio Visual Innovations (AVI)	35.0%
Category 7	Polycom off HDX Series Accessories, Cables & Software	Audio Visual Innovations (AVI)	20.0%
Category 7	Revolabs	CCS Presentation Systems	13.0%
Category 7	RGB Spectrum	CCS Presentation Systems	13.0%
Category 7	Scala (Software and Maintenance)	Nelson White	20.0%
Category 7	Smart Technologies	e-Plus Technologies	19.0%
Category 7	Smart Technologies	Daly Computers	21.0%

TU-1350 MEEC AV Equipment Suppliers

Category 7 - Videoconferencing Equipment:

Web-Casting & Capturing Equipment, Audio Conferencing Equipment (Phones)

Category	Manufacturer	Supplier/Offeror	% Discount
Category 7	Sonic Foundry	Visual Sound	12.5%
Category 7	Sonic Foundry	Audio Visual Innovations (AVI)	25.0%
Category 7	Sony	Daly Computers	20.0%
Category 7	Starleaf	Lee Hartman & Sons	15.0%
Category 7	Tandberg	CCS Presentation Systems	20.0%
Category 7	Tandberg-Cisco	Communications Engineering	3.4 - 35.8%
Category 7	Telestream	Communications Engineering	0.0% - 10.0%
Category 7	Vaddio	Daly Computers	3.0 - 72.5%
Category 7	Vaddio	Communications Engineering	0.0 - 73.1%
Category 7	Vaddio	Human Circuit	12.0%
Category 7	Vaddio	NET-AV	18.0%
Category 7	Vaddio	CCS Presentation Systems	18.0%
Category 7	Vaddio	Visual Sound	3.0 - 72.5%
Category 7	Vaddio/Sony	Innoface Systems	33.0%
Category 7	V-Brick	Daly Computers	10.0% - 25.0%
Category 7	V-Brick	Lee Hartman & Sons	10.0%
Category 7	V-Brick	Visual Sound	12.5%
Category 7	V-Brick	Audio Visual Innovations (AVI)	20.0%
Category 7	V-Brick	Nelson White	20.0%
Category 7	V-Brick	e-Plus Technologies	22.0%
Category 7	V-Brick	Communications Engineering	3.4 - 37.8%
Category 7	Video Furniture International (VFI)	e-Plus Technologies	42.0%
Category 7	Vivitek	Daly Computers	12.0%
Category 7	Vyopta	e-Plus Technologies	24.0%

END

TU-1350 MEEC AV Equipment Suppliers

Category 7a - Video Conferencing Supplies/Accessories			
Category	Manufacturer	Supplier/Offorer	% Discount
Category 7a	AMX	Bridges System Integration	50.0%
Category 7a	Avaya Radvision Video Conferencing	Alliance Technology Group	25.0%
Category 7a	Aver	CCS Presentation Systems	10.0%
Category 7a	Avteq	e-Plus Technologies	30.0%
Category 7a	Axis	Daly Computers	10.0%
Category 7a	Beyerdynamic	CCS Presentation Systems	10.0%
Category 7a	Blonder Tongue	Visual Sound	12.5%
Category 7a	Cisco	Human Circuit	10.0%
Category 7a	Cisco	Nelson White	28.0%
Category 7a	Cisco/Tandberg	e-Plus Technologies	40.0%
Category 7a	Cisco-Tandberg	Visual Sound	5.0%
Category 7a	ClearOne	Visual Sound	5.0 - 15.0%
Category 7a	ClearOne Communications	Lee Hartman & Sons	5.0%
Category 7a	Crestron	e-Plus Technologies	45.0%
Category 7a	D-Link	Daly Computers	20.0%
Category 7a	InFocus	Bridges System Integration	4.0% - 36.0%
Category 7a	InFocus	CCS Presentation Systems	10.0%
Category 7a	Kramer	Daly Computers	35.0%
Category 7a	Lifesize	Communications Engineering	0.0 - 32.6%
Category 7a	Lifesize	CCS Presentation Systems	10.0%
Category 7a	Lifesize (hardware)	System Source	29.0%
Category 7a	Lifesize (accessories)	Nelson White	15.0%
Category 7a	Logitech	Daly Computers	15.0%
Category 7a	Lowell	e-Plus Technologies	42.0%
Category 7a	Lumens Video Conference Camera Accessory	Audio Visual Innovations (AVI)	12.0%
Category 7a	Marshall	Daly Computers	10.0%
Category 7a	Ncast	Daly Computers	20.0%
Category 7a	Nexus on Demand	e-Plus Technologies	5.0%
Category 7a	Panasonic	Daly Computers	17.0%
Category 7a	Polycom	CCS Presentation Systems	10.0%
Category 7a	Polycom	Communications Engineering	9.1 - 33.7%
Category 7a	Polycom	e-Plus Technologies	28.0%
Category 7a	Polycom	Lee Hartman & Sons	6.0%
Category 7a	Polycom	Visual Sound	5%-42%
Category 7a	Polycom - Hardware Accessories	System Source	13.0%
Category 7a	Revolabs	CCS Presentation Systems	10.0%
Category 7a	RGB Spectrum	CCS Presentation Systems	10.0%
Category 7a	Shure	Bridges System Integration	10.0% - 42.0%
Category 7a	Shure	System Source	28.0%
Category 7a	Smart Technologies	Daly Computers	21.0%
Category 7a	Smart Technologies	e-Plus Technologies	19.0%
Category 7a	Sonic Foundry	Visual Sound	12.5%

Category 7a - Video Conferencing Supplies/Accessories			
Category	Manufacturer	Supplier/Offeror	% Discount
Category 7a	Sony	Daly Computers	20.0%
Category 7a	Tandberg	CCS Presentation Systems	10.0%
Category 7a	Tandberg-Cisco	Communications Engineering	3.4 - 35.8%
Category 7a	Vaddio	CCS Presentation Systems	10.0%
Category 7a	Vaddio	Communications Engineering	0.0 - 73.1%
Category 7a	Vaddio	Human Circuit	12.0%
Category 7a	Vaddio	Lee Hartman & Sons	17.0%
Category 7a	Vaddio	Nelson White	23.0%
Category 7a	Vaddio	NET-AV	18.0%
Category 7a	Vaddio	Visual Sound	3%-72.5%
Category 7a	V-Brick	Communications Engineering	3.4 - 37.8%
Category 7a	V-Brick	Daly Computers	10.0% - 25.0%
Category 7a	V-Brick	e-Plus Technologies	22.0%
Category 7a	V-Brick	Visual Sound	12.5%
Category 7a	Video Furniture Int'l (VFI)	e-Plus Technologies	42.0%
Category 7a	Vyopta	e-Plus Technologies	24.0%

END



Sent Via Email

September 1, 2016

RE: Annual Review of Updates for the Period Effective 10/24/16 Through 10/23/17: RFP TU-1350, University System of Maryland (USM) and Maryland Education Enterprise Consortium (MEEC) Purchase of Audio Visual Equipment

Procurement Greetings AV Equipment Suppliers:

Towson University
8000 York Road
Towson, MD
21252-0001

t. 410 704-2171
f. 410 704-8233

Section 43B of Addendum #3 to the subject contract allow annual reviews of awarded contracts and changes that serve the best interests of USM and MEEC. Accordingly, USM and MEEC will consider updates to contract offerings in cases where offeror product portfolios have changed during the past year.

If you wish to offer new equipment **not already on the contract**, please complete the corresponding contract update forms (attached), and return via email, to VNellis@towson.edu not later than the close of business on September 30, 2016. **Late submissions or adjustments will not be accepted.**

Use the **CONTRACT UPDATE FORMS** for the applicable equipment category to specify the manufacturer offered and the associated discount from list. Attach a letter, certificate, or other evidence that your company is an approved reseller of the listed equipment. If your firm proposes to resell multiple brands, provide evidence of approved reseller status for each brand or manufacturer proposed for addition. The USM reserves the right to confirm with any manufacturer that an offeror is authorized to resell the equipment and associated software.

Confirm that your additional offering includes the entire current product line for the brand or manufacturer proposed; it is not necessary to list each and every product in the current line. State any exceptions that will not be included or offered for sale under the MEEC contract.

All other contract terms and conditions will remain the same.

The USM reserves the right to add only those new product offerings changes that are advantageous to the MEEC membership.

Sincerely,

Jeffery Sutton
Procurement Officer Representative

Attachments: Contract Update Forms (15 pages total)

TOWSON UNIVERSITY

AUDIOVISUAL EQUIPMENT FOR THE MEEC AGREEMENT, TU-1350

Contract Update Form

Period Effective 10/24/16 Through 10/23/17

COMPANY NAME: _____

1.) **AUDIO EQUIPMENT**

Types of Multimedia In This Category: Microphones, Speakers, Amplifiers, Sound Systems, Racks-Multimedia, Antennas, Assisted Listening Devices, Audio Cassette Players/Recorders, CD Players/Recorders

Historically High Volume Manufacturers: Anchor, Atlas Sound, Audio-Technica, Community Cloud6, Extron, JBL, Mid-Atlantic, Shure, Williams Sound, LightSpeed, TEK, Crown

	Specify Manufacturer Offered	% Discount From List
1)		
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AUDIOVISUAL EQUIPMENT FOR THE MEEC AGREEMENT, TU-1350

Contract Update Form

Period Effective 10/24/16 Through 10/23/17

COMPANY NAME: _____

2.) **PRESENTATION EQUIPMENT**

Types Of Multimedia In This Category: Multimedia Control Systems, Easels, Screens-Projection, Whiteboards-Electronic & Copy Boards, Markerboards, Bulletin Boards, Carts-A/V & Stands-AV, Stage/ Event Lighting, Presentation & Training Aids, Laser Pointers, Lecterns/ Podiums, Power Point Advancers & Teaching Stations

Historically High Volume Manufacturers: Belkin, Crestron, Da-Lite, Electronic Theater Controls, Elmo, Extron, Folson, Kramer, Marshall, Mid-Atlantic, Promethean, Secure-It, Smart Technologies, Spectrum, Sony, Wolf Vision

	Specify Manufacturer Offered	% Discount From List
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AUDIOVISUAL EQUIPMENT FOR THE MEEC AGREEMENT, TU-1350
Contract Update Form
Period Effective 10/24/16 Through 10/23/17

COMPANY NAME: _____

2a.) PRESENTATION EQUIPMENT SUPPLIES/ACCESSORIES

Types Of Multimedia In This Category: Webcams, Microphones & Video Cameras

Historically High Volume Manufacturers: Logitech, Polycom, RWH

	Specify Manufacturer Offered	% Discount From List
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AUDIOVISUAL EQUIPMENT FOR THE MEEC AGREEMENT, TU-1350

Contract Update Form

Period Effective 10/24/16 Through 10/23/17

COMPANY NAME: _____

2a.) PRESENTATION EQUIPMENT SUPPLIES/ACCESSORIES

Types Of Multimedia In This Category: Webcams, Microphones & Video Cameras

Historically High Volume Manufacturers: Logitech, Polycom, RWH

	Specify Manufacturer Offered	% Discount From List
1)		
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AUDIOVISUAL EQUIPMENT FOR THE MEEC AGREEMENT, TU-1350

Contract Update Form

Period Effective 10/24/16 Through 10/23/17

COMPANY NAME: _____

3.) PROJECTOR DATA/VIDEO

Types Of Multimedia In This Category: Home Theater, Blu-Ray Players/ Recorders, DVD Players/Recorders, Projectors, Projector Cases/Bulbs, & Document Cameras

Historically High Volume Manufacturers: Chief, Elmo, Epson, NEC, Panasonic, Peerless, Samsung, Sony, Aver, Mitsubishi

	Specify Manufacturer Offered	% Discount From List
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AUDIOVISUAL EQUIPMENT FOR THE MEEC AGREEMENT, TU-1350

Contract Update Form

Period Effective 10/24/16 Through 10/23/17

COMPANY NAME: _____

5.) **MEDIA RECORDING/PLAYBACK PRODUCTS**

Types Of Multimedia In This Category: Tapes-Audio & Video, Analog & Digital, Optical Media, Hard Drive Devices, SD/HD Memory Cards-CDs, DVDs

Historically High Volume Manufacturers: Sony, Califone

	Specify Manufacturer Offered	% Discount From List
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AUDIOVISUAL EQUIPMENT FOR THE MEEC AGREEMENT, TU-1350
Contract Update Form
Period Effective 10/24/16 Through 10/23/17

COMPANY NAME: _____

5a.) MEDIA RECORDING/PLAYBACK PRODUCTS SUPPLIES/ACCESSORIES

	Specify Manufacturer Offered	% Discount From List
1)		
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AUDIOVISUAL EQUIPMENT FOR THE MEEC AGREEMENT, TU-1350

Contract Update Form

Period Effective 10/24/16 Through 10/23/17

COMPANY NAME: _____

6.) PHOTOGRAPHY EQUIPMENT

Types Of Multimedia In This Category: Camcorders, Digital Cameras, Digital Video Cameras, Camera Support Equipment, Document Camera, Camera Digital Still, Camera Lenses, Still Digital Cameras; Tripods; Monopods, Lighting

Historically High Volume Manufacturers: Canon, Nikon

	Specify Manufacturer Offered	% Discount From List
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AUDIOVISUAL EQUIPMENT FOR THE MEEC AGREEMENT, TU-1350

Contract Update Form

Period Effective 10/24/16 Through 10/23/17

COMPANY NAME: _____

6a.) PHOTOGRAPHY EQUIPMENT SUPPLIES/ACCESSORIES

	Specify Manufacturer Offered	% Discount From List
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AUDIOVISUAL EQUIPMENT FOR THE MEEC AGREEMENT, TU-1350

Contract Update Form

Period Effective 10/24/16 Through 10/23/17

COMPANY NAME: _____

7.) VIDEOCONFERENCING EQUIPMENT

Types Of Multimedia In This Category: Web-Casting & Capturing Equipment, Audio Conferencing Equipment (Phones)

Historically High Volume Manufacturers: Blonder Tongue, Accordant, Life Size, MediaSite, Tandberg, VBrick, PolyCom

	Specify Manufacturer Offered	% Discount From List
1)		
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AUDIOVISUAL EQUIPMENT FOR THE MEEC AGREEMENT, TU-1350

Contract Update Form

Period Effective 10/24/16 Through 10/23/17

COMPANY NAME: _____

7a. VIDEOCONFERENCING EQUIPMENT SUPPLIES/ACCESSORIES

	Specify Manufacturer Offered	% Discount From List
1)		
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AUDIOVISUAL EQUIPMENT FOR THE MEEC AGREEMENT, TU-1350

Contract Update Form

Period Effective 10/24/16 Through 10/23/17

COMPANY NAME: _____

8.) **CABLES**

	Specify Manufacturer Offered	% Discount From List
1)		
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AUDIOVISUAL EQUIPMENT FOR THE MEEC AGREEMENT, TU-1350

Contract Update Form

Period Effective 10/24/16 Through 10/23/17

COMPANY NAME: _____

9.) **LOCKING AND SECURITY DEVICES**

	Specify Manufacturer Offered	% Discount From List
1)		
2)		
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The undersigned affirms, and it is a condition precedent to acceptance of this update, that the bidder has not been a party to any agreement to bid a fixed or uniform price.

INDIVIDUAL PRINCIPAL

Firm Name: _____
Address: _____

Phone/Fax #: _____
Email Address: _____
FEIN or SSN: _____

Witness: _____ Signature: _____

CO-PARTNERSHIP PRINCIPAL

Address: _____

Phone/Fax #: _____
Email Address: _____
FEIN or SSN: _____
Phone/Fax #: _____

Witness: _____ By: _____
Witness: _____ By: _____
Witness: _____ By: _____

CORPORATE PRINCIPAL

Name of Corporation

Address: _____

Phone/Fax #: _____
Email Address: _____
FEIN or SSN: _____
Phone/Fax #: _____

By: _____
Signature of Officer or Authorized Agent
(Affix Corporate Seal)

Printed Name

Title

Witness: _____



REQUEST FOR PROPOSALS

FOR

**THE UNIVERSITY SYSTEM OF MARYLAND AND
THE MARYLAND EDUCATION ENTERPRISE CONSORTIUM (MEEC) FOR
PURCHASE OF AUDIO VISUAL EQUIPMENT**

TU-1350

PROSPECTIVE OFFERORS WHO OBTAINED THIS DOCUMENT FROM THE UNIVERSITY'S WEBSITE, eMarylandMarkeplace.com, OR ANY SOURCE OTHER THAN THE PROCUREMENT OFFICER, SHOULD IMMEDIATELY PROVIDE THEIR NAMES AND EMAIL ADDRESSES TO THE ISSUING OFFICE, TO ENSURE RECEIPT OF ADDENDA AND OTHER COMMUNICATIONS REGARDING THE SOLICITATION.

**PROCUREMENT DEPARTMENT
8000 YORK ROAD
TOWSON, MD 21252-0001
(410) 704-2171**

NOTE:

IF YOU PLAN TO HAND DELIVER YOUR PROPOSAL OR USE AN OVERNIGHT COURIER, DELIVER THE BID TO THE PROCUREMENT DEPARTMENT LOCATED AT:

**ADMINISTRATION BUILDING
7720 YORK ROAD, 4TH FLOOR**

FREE 20-MIN. PARKING METERS ARE AVAILABLE NEAR THE 1ST-FLOOR BUILDING ENTRANCE

DIRECTIONS TO THE UNIVERSITY AND A CAMPUS MAP

<http://www.towson.edu/main/maps/>

PARKING INFORMATION: <http://wwwnew.towson.edu/adminfinance/auxservices/parking/>

MINORITY BUSINESSES ARE ENCOURAGED TO RESPOND TO THIS SOLICITATION

KEY INFORMATION SUMMARY SHEET

**REQUEST FOR PROPOSALS
FOR**

**THE UNIVERSITY SYSTEM OF MARYLAND AND
THE MARYLAND EDUCATION ENTERPRISE CONSORTIUM (MEEC) FOR
PURCHASE OF AUDIO VISUAL EQUIPMENT
TU-1350**

RFP Issue Date: March 13, 2013

RFP Issuing Office: Towson University Procurement Department

Procurement Officer Representative: Jeffery Sutton
Office Phone: 410-704-4453
Fax: 410-704-8233
e-mail: jsutton@towson.edu

USPS Mail Address:
(allow extra time) Towson University
Procurement Department
8000 York Road
Towson, MD 21252
Attention: Jeffery Sutton

**Address for Overnight Mail and
Hand Delivery:**
(preferred) Towson University
Procurement Department
Administration Building, 4th Floor
7720 York Road
Towson, MD 21204

Pre-Proposal Conference: 4/4/13 – 10:00 AM
Administration Building, Room 424

Deadline for Questions: 4/12/13 – Close of business

Proposals Due: 4/23/13 – Close of business

Date of Award: 5/13/13

The University is committed to ensuring that persons with disabilities have equally effective opportunities to participate in and benefit from the University's programs and services. Persons who may require reasonable ADA accommodations should contact the Issuing Office at 410-704-2171 at least five (5) days prior to any meeting scheduled in connection with this solicitation.

**UNIVERSITY SYSTEM OF MARYLAND
TOWSON UNIVERSITY
NOTICE TO OFFERORS/CONTRACTORS**

To help improve the quality of bid and proposal solicitations and to make our procurement process more responsive and "business friendly," we ask that you provide comments and suggestions regarding the enclosed solicitation. Please return your comments with your bid, proposal or "no bid," response, as the case may be. Thank you for your assistance.

Bid/Proposal Number: TU-1350

Entitled: The University System of Maryland and The Maryland Education Enterprise Consortium (MEEC) for Purchase of Audio Visual Equipment

- I. If you have responded with a "no bid" please indicate the reasons below:
- ☐ Other commitments preclude our participation at this time.
 - ☐ The subject of the solicitation is not something we normally provide.
 - ☐ We are inexperienced in the work/commodities required.
 - ☐ The specifications are either unclear or too restrictive (Explain below).
 - ☐ The scope of work is beyond our current capacity.
 - ☐ Doing business with Maryland Government agencies is simply too complicated (Explain below).
 - ☐ We cannot be competitive (Explain below).
 - ☐ Time allotted for completion of the bid/proposal response is insufficient.
 - ☐ Startup time is insufficient.
 - ☐ Bonding/Insurance requirements are prohibitive (Explain below).
 - ☐ MBE requirements (Explain below)
 - ☐ Bid/Proposal requirements (other than specifications or scope) are unreasonable or too risky (Explain below).
 - ☐ Prior experience with Towson University contracts was unprofitable or otherwise unsatisfactory (Explain below).
 - ☐ Payment schedule too slow.
 - ☐ Other: _____

- II. If you have submitted a bid or proposal, but wish to offer suggestions or express concerns, please use the remarks section below.

Remarks: _____

Offeror Name: _____

Contact Person: _____

Signature: _____ Date: _____

Address: _____

E-Mail: _____

Telephone: _____ Fax: _____

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EXHIBITS

Exhibit A	–	Required Contract Provisions
Exhibit B	–	Bid/Proposal Affidavit
Exhibit C	–	Contract Affidavit
Exhibit D	–	Sample Master Agreement
Exhibit F	–	Company Profile
Exhibit G	–	Firm Experience
Exhibit K	–	Addenda Acknowledgment
Exhibit P	–	Pre-proposal Conference Response (<i>User Enabled</i>)
Exhibit S	–	Bid Price Proposal Form (<i>User Enabled</i>)
Exhibit S1	–	Bid Price Proposal Additional Manufacturers (<i>User Enabled</i>)
Exhibit T	–	Contract Volume Report
Exhibit U	–	Sample Report

SECTION I. INFORMATION FOR OFFERORS

A. SUMMARY STATEMENT

The purpose of this Request for Proposal (RFP) is to select audio visual equipment suppliers to meet the objectives of the University System of Maryland (USM) and the Maryland Educational Enterprise Consortium. It is our intent to select multiple firms capable of providing audio visual (AV) equipment and limited related services for MEEC member institutions including the University System of Maryland.

The Maryland Education Enterprise Consortium (MEEC) is an initiative of the University System of Maryland comprised of educational agencies throughout the State of Maryland, including:

- 6 education organizations/associations
- 49 higher education agencies
- 24 public K-12 school districts (1475 schools)
- 105 private k-12 schools
- 18 library systems

By combining requirements across all educational agencies in the state, MEEC expects that this RFP will achieve maximum productivity and effectiveness in the acquisition and delivery of Audio Visual equipment.

The MEEC Governance Statements, including the Vision, Mission, Goals, and Values can be found at www.meec-edu.org/governance

B. ISSUING OFFICE AND PROCUREMENT OFFICER

The sole point of contact in the State for purposes of this RFP is the Procurement Officer or his/her representative (hereinafter referred to as Procurement Officer) noted on the Key Information Summary Sheet. Only the information communicated by the Procurement Officer shall be deemed the official position of the University; no other State or University employee, official, or representative has authority to change the requirements of this solicitation. Attempts by Offeror to contact members of the evaluation committee or otherwise circumvent this procedure in any manner may be grounds for disqualification.

C. PRE-PROPOSAL CONFERENCE

A pre-proposal conference will be held as noted on the Key Information Summary Sheet. Offerors shall submit questions in writing to the Procurement Officer prior to the pre-proposal conference. Offerors are encouraged to attend.

To ensure adequate seating, all potential Offerors should confirm attendance by returning the Pre-Proposal Conference Response Form (Exhibit P), not less than 48 hours in advance of the conference.

The University is committed to ensuring that persons with disabilities have equally effective opportunities to participate in and benefit from the University's programs and services. Persons who may require reasonable ADA accommodations should contact the Issuing

Office at (410) 704-2171 at least five (5) days prior to any meeting scheduled in connection with this solicitation.

D. QUESTIONS AND INQUIRIES

Offerors shall direct all communications regarding this solicitation to the Procurement Officer. Submit questions to the Procurement Officer, in writing (email preferred) not later than the date indicated on the Key Information Summary Sheet. Addenda, if required, will be furnished to all potential Offerors known to have received the RFP.

E. PROPOSAL DUE DATE

Proposals must be received at the Issuing Office by the date and time indicated in the Key Information Summary Sheet. Requests for extensions will not be granted, nor will late proposals, late requests for modification, or late requests for withdrawal be considered. Unless specifically requested, proposals submitted electronically or by fax will not be accepted.

F. DURATION OF PROPOSAL OFFER

Proposals submitted in response to this RFP are irrevocable for 90 days following the closing date for proposals or, if requested, the due date for best and final offers (BAFO). This period may be extended by mutual written agreement between the Offeror and the University.

G. PROCUREMENT METHOD

This solicitation shall be conducted in accordance with the *University System of Maryland (USM) Board of Regents Procurement Policies and Procedures*. The procurement method is Competitive Sealed Proposals.

H. BASIS FOR AWARD

1. The University may classify a proposal as "not reasonably susceptible of being selected for award" if it is incomplete or does not meet minimum requirements. The University may also determine that an Offeror is non-responsible, i.e., does not have the capacity in all respects to perform the work required. Should a proposal be judged not reasonably susceptible of being selected for award, or an Offeror found not responsible, the proposal will not be considered further; Offeror will be notified accordingly.
2. Proposals will be evaluated by an evaluation committee. The committee will make a recommendation for award of this contract to the responsible Offeror(s) whose proposal(s) is/are determined to be the most advantageous, considering both technical and price factors as set forth in this RFP.
3. Award pursuant to this solicitation is final only upon approval by the appropriate office of the University System of Maryland (USM) and/or the State of Maryland, and contract execution on behalf of the University.

I. ALTERNATE PROPOSALS

Neither multiple nor alternate proposals will be accepted.

J. MINORITY BUSINESS ENTERPRISE UTILIZATION

Minority Business Enterprises are encouraged to respond.

SECTION II. GENERAL INFORMATION FOR OFFERORS

A. PURPOSE

The purpose of this solicitation is to provide information to Offerors interested in preparing and submitting proposals to meet the requirements contained herein. Offerors shall familiarize themselves with each section and subsection of this document.

B. ADDENDA TO THE RFP

The University reserves the right to amend this solicitation at any time prior to the proposal due date. If it becomes necessary to amend any part of this solicitation, the Procurement Officer will furnish addenda to all prospective Offerors known to the University to have received a copy of the RFP.

C. PRE-PROPOSAL MODIFICATION OR WITHDRAWAL OF OFFERS

Proposals may be modified or withdrawn by written notice received at the Issuing Office at any time before the proposal due date and time.

D. CANCELLATION OF SOLICITATION/REJECTION OF ALL PROPOSALS

The University reserves the right to cancel this RFP, to accept or reject any or all proposals, in whole or in part, received in response to this RFP, and to waive or permit cure of minor irregularities as its best interests may require.

E. DISCUSSIONS

The University reserves the right to conduct discussions with all qualified or potentially qualified Offerors, in any matter necessary to serve its best interests. The University also reserves the right to award a contract based upon written proposals received, without discussions or negotiations.

F. ORAL PRESENTATIONS

Offerors may be required to make oral presentations to University representatives. The Procurement Office will provide notice of the time and place for presentations.

G. INCURRED EXPENSES

The University assumes no responsibility for expenses incurred by Offeror in preparing and submitting a proposal, making an oral presentation, or participating in discussions or any other activity in response to this RFP.

H. ARREARAGES

By submitting a response to this RFP, Offeror represents that it is not in arrears in the payment of any obligation due and owing the State of Maryland, including the payment of

taxes and employee benefits, and that it shall not become so in arrears during the term of the contract if selected for award.

I. VERIFICATION OF REGISTRATION AND TAX PAYMENT

Each prospective Offeror is encouraged to ensure that it is appropriately registered to do business in the State of Maryland, and in good standing with respect to taxes, personal property returns, unemployment insurance, etc., before the closing date. Failure to complete registration with the State Department of Assessments and Taxation (SDAT) may disqualify an otherwise successful Offeror from recommendation for contract award.

J. ECONOMY OF PREPARATION

Proposals should be prepared simply and economically, providing a straight-forward, concise description of the Offeror's ability to fulfill the requirements of this solicitation.

K. PUBLIC INFORMATION ACT NOTICE

Offeror shall give specific attention to identification of those portions of its proposal considered confidential, or containing proprietary information or trade secrets. Upon request, Offeror shall provide justification why such material should not be disclosed by the University under the Access to Public Records Act, Title 10, Subtitle 6 of the State Government Article, Annotated Code of Maryland.

L. EXECUTION OF PROPOSALS

Proposals shall be typewritten or written legibly in ink, and signed in ink as follows, depending on the Offeror's form of business organization:

1. Sole Proprietorship. Proprietor shall sign full name, with address.
2. Partnership and Joint Venture. Submit the proposal in the name of the partnership or joint venture. Clearly state the partnership name and the identity of each general partner, and execute all affidavits and certificates on behalf of the partnership, or on behalf of each general partner. No provision of any agreement among partners will be binding on the University unless it is disclosed in the Offeror's proposal. Reasonable evidence satisfactory to the University of the authority of one partner to bind other purported partners is required. It is recommended that the proposal contain a copy of the partnership agreement, if one exists. If no partnership agreement exists, and if the number of general partners is reasonably small, each general partner should execute all required documents included in the proposal. At the University's option, all general partners may be required to sign the proposal. Failure to present the University with satisfactory information concerning a purported partnership or joint venture may be grounds for finding a proposal unacceptable.
3. Corporation. An officer or authorized agent of the corporation shall sign with full name, indicate title, and include the name and address of the corporation. In the case of an authorized agent, enclose a letter from an officer of the corporation authorizing said individual to act on behalf of the corporation.

M. DISCREPANCIES, EXPLANATIONS AND CLARIFICATIONS

Should Offeror find discrepancies in the specifications or other provisions included in this solicitation, or be in doubt as to the meaning or intent of any section or subsection herein, Offeror shall request clarification from the Procurement Officer. Failure to request clarification prior to the due date shall be a waiver of any claim by the Offeror for expenses made necessary by reason of later interpretation of the contract documents, and Offeror shall be bound to the University's interpretation. Request clarifications in accordance with the instructions above.

N. OFFEROR RESPONSIBILITIES

The successful Offeror shall be responsible for all products and services required by this RFP. Subcontractors, if any, must be identified and a complete description of their role relative to the project must be identified.

O. REQUIRED CONTRACT PROVISIONS

All proposals submitted, and the contracts executed by the successful Offeror(s), are subject to Exhibit A.

By submitting a proposal, Offeror is deemed to have accepted the terms of this RFP, including Exhibits. All exceptions must be clearly identified in the Transmittal Letter enclosed with the technical proposal; a proposal that takes exception to the terms of the RFP may be rejected.

P. FALSE STATEMENTS

Offerors are advised that the Annotated Code of Maryland provides that in connection with a procurement contract, a person may not willfully: Falsify, conceal or suppress a material fact by any scheme or device; make a false or fraudulent statement or representation of a material fact; use a false writing or document that contains a false or fraudulent statement or entry of a material fact; or aid or conspire with another person to commit any of the aforementioned acts. A person who violates these provisions is guilty of a felony, and on conviction is subject to a fine not exceeding \$20,000 or imprisonment not exceeding five (5) years, or both.

Q. PAYMENT TO THE CONTRACTOR; TAXES

Payment is governed by Title 15, Subtitle 1 of the State Finance and Procurement Article, Annotated Code of Maryland. The State of Maryland is exempt from Maryland Retail Sales Tax and Federal Excise Tax.

R. PRESS RELEASES

The successful Offeror shall issue no press release to any publication, including newspapers, with regard to work being conducted under this contract.

S. RECIPROCAL PREFERENCE

While Maryland law does not authorize state agencies to favor resident Offerors, some other states grant preferences to their residents over Maryland businesses. Therefore, a resident business preference may be given to a Maryland firm if: A responsible Offeror whose headquarters, principal base of operations, or principal site that will provide the services required by this RFP is located in another state submits the most advantageous offer; the other state gives a preference to its residents through law, policy, or practice; and the preference does not conflict with a Federal law or grant affecting the contract. The preference given shall be identical to the preference that the other state gives to its residents.

T. VENDOR ELECTRONIC FUNDS TRANSFER REGISTRATION

Contractors of the State are required to complete a COT/GAD Form X-10, *Vendor Electronic Funds Transfer (EFT) Registration Request Form*, for each new contract with a value greater than \$200,000. Vendors must register for EFT by submitting a completed COT/GAD Form X-10 to the Comptroller's General Accounting Division (GAD) or request an exemption from GAD. The revised form is on the Comptroller's Web site at [http://compnet.comp.state.md.us/General Accounting Division/Vendors/Electronic Funds Transfer/default.shtml](http://compnet.comp.state.md.us/General_Accounting_Division/Vendors/Electronic_Funds_Transfer/default.shtml) (double-click on link). The form will be provided to all successful bidders as part of the contract process.

U. NON-VISUAL ACCESS

The Contractor shall ensure compliance in any applicable contract with State of Maryland IT Non-Visual Access Standards. The standards should be incorporated to the fullest extent possible for information technology contracts. These standards/policies may be revised from time to time and the Contractor shall comply with all such revisions. The Non-visual Access Clause noted in COMAR 21.05.08.05 and referenced in this RFP is the basis for the standards that have been incorporated in the Maryland regulations.

V. PARKING

All vehicles parked on Towson University property must strictly observe University parking regulations. Each vehicle parked on campus between 6 am and 8 pm, Monday through Thursday, and from 6 am to 3 pm on Fridays, must display a valid University permit unless parked at a paid meter. Parking on sidewalks or unpaved areas is prohibited at all times. All fines for parking or other vehicle violations are the responsibility of the Contractor. This applies to vendors, salespersons, company vehicles, and Contractor employees' personal vehicles. Long- and short-term permits are available, at designated rates, for vendors with contracts that require them to park regularly on the campus; see the parking website at <http://wwwnew.towson.edu/adminfinance/auxservices/parking/> for permit rates and information to support preparation of Bid/Price Proposal. Parking Transportation phone: (410) 704-7275.
NOTE: INCLUDE PARKING FEES IN BID/PRICE PROPOSAL.

W. SMOKING

Smoking, defined as the burning of tobacco or any other material in any type of smoking equipment, including but not restricted to cigarettes, cigars or pipes, is prohibited on all property owned, leased or operated by the University. This consists of all buildings, including residence halls, leased restaurants and lodging facilities; all grounds, including exterior open spaces, parking lots and garages, on-campus sidewalks, streets, driveways, stadiums, recreational spaces and practice facilities; and in all University-owned or leased vehicles. The policy applies to all individuals on the University campus, including faculty, staff, students, parents, vendors and visitors. Contractor and its employees and subcontractors who violate the policy may be denied access to the University campus.

SECTION III. EVALUATION PROCEDURE

A. EVALUATION COMMITTEE

All technical proposals received by the closing deadline will be evaluated by a committee appointed by the Procurement Officer. The committee may request additional technical assistance from any source within the University System of Maryland, state government, or other sources deemed appropriate. Technical and price proposals will be evaluated independently.

B. QUALIFYING PROPOSALS

Proposals shall be initially reviewed for compliance with the solicitation requirements. Failure to comply with solicitation requirements may result in a proposal being classified as not reasonably susceptible of being selected for award. Minor irregularities in proposals that are immaterial or inconsequential in nature may be cured or waived whenever it is determined to be in the University's best interest.

C. TECHNICAL EVALUATION

1. After determining compliance with the RFP's minimum requirements, the evaluation committee will assess and rank technical merit of each proposal in accordance with the criteria below.
2. At the discretion of the Procurement Officer following recommendation by the evaluation committee, a shortlist of qualified proposals may be established during the technical evaluation. Only shortlisted Offerors would continue in the evaluation process; Offerors not short-listed shall be so advised.

D. FINANCIAL EVALUATION

Price proposals will be evaluated separately from Technical Proposals.

E. DISCUSSIONS - BEST AND FINAL OFFERS

1. The Procurement Officer may invite one or more qualified Offerors for oral presentations of their proposals. Discussions or negotiations may be conducted with qualified Offerors. The Procurement Officer reserves the right to make award without discussions or negotiations.
2. When in the best interest of the University, the Procurement Officer may request that qualified Offerors to revise their initial proposals by submitting best and final offers.

F. EVALUATION CRITERIA

1. Technical and financial merit shall be accorded equal importance.
2. The technical evaluation criteria are listed below, in descending order of importance:

- a. the extent to which Offeror's Proposal meets the RFP objectives;
- b. experience and references;
- c. breadth of offering.

G. FINAL RANKING AND SELECTION

Following evaluation of the technical and price proposals, the evaluation committee will recommend to the Procurement Officer award/awards to the responsible Offeror/Offerors whose proposals are determined to be the most advantageous to the University.

SECTION IV. INFORMATION REQUIRED IN ALL PROPOSALS

A. ORGANIZATION OF PROPOSAL SUBMISSION

1. Proposal Submittals

Offerors should submit one original hardcopy along with an electronic version of both their Technical and Price Proposals per the instructions below.

The original hardcopy and the electronic version of the Technical Proposal should be submitted in the same sealed envelope. The original hardcopy and the electronic version of the Price Proposal should be submitted in the same sealed envelope. Note: The Technical Proposal and the Price Proposal should be submitted in separate envelopes.

2. Two-Volume Submission - Hardcopy.

- a. Submit one (1) original hardcopy Technical Proposal in a sealed envelope or package, with the RFP number, due date, and Offeror's name on the outside of each package or envelope. The hardcopy Technical Proposal shall be sealed separate and apart from the hardcopy Price Proposal but submitted simultaneously.
- b. Submit one (1) original hardcopy Price Proposal in a sealed envelope or package, with the RFP number, due date, and Offeror's name on the outside of each package or envelope. The hardcopy Price Proposal shall be sealed separate and apart from the hardcopy Technical Proposal but submitted simultaneously.

3. Two-Volume Submission - Electronic.

- a. Enclose an electronic version of the Technical Proposal in MS Word or .pdf form and an electronic version of the Price Proposal, Exhibit S (and Exhibit S1 if necessary) in MS Word format, with the hardcopy of the technical and financial volumes, respectively. CD's or USB flash drives are acceptable and should be labeled on the outside with RFP number and title, Offeror name, and the volume description (Technical or Price) and sealed in the appropriate envelope or package.
- b. Submit two (2) CD's or two (2) USB flash drives, one containing the technical response, the other containing the financial response. **Do not include them both on one CD or flash drive or in the same envelope or package. Submission of price or cost information in the Technical Proposal may result in rejection of your proposal.**

B. TRANSMITTAL LETTER

Each technical proposal shall be covered by a transmittal letter, prepared on the Offeror's business stationery, signed by an individual who is authorized to bind the firm to all statements, proposed services, and prices offered. **Do not include price information in the transmittal letter.**

C. TECHNICAL PROPOSAL

1. Submit the technical proposal in a sealed envelope or package separate and apart from the financial proposal. Ensure that it is page-numbered and prepared in a clear and concise manner that addresses each part of the RFP. **Do not include price information in the technical proposal.**
2. Organize the technical proposal in the same sequence as Section IV, D. of this RFP, and address each separate item herein, confirming compliance and describing in detail how Offeror proposes to meet or exceed each requirement. All items listed below should be completed, signed (if required) and scanned to one (1) Adobe (.pdf) file. Please include a Table of Contents or index with sections labeled as described below.

D. TECHNICAL PROPOSAL CONTENTS

The Technical Proposal should be prepared in a clear and concise manner. It should address all appropriate points of this RFP except price information. The contents of this volume must address the following items as indicated below. Offerors must indicate page numbers of their proposal and are requested to provide tabs to separate responses to each of the technical criteria. Include the following in your technical proposal:

1. Executive Summary
A brief synopsis that demonstrates the Offeror's understanding of the contract's requirements highlighting Offeror's proposed solution.
2. Approach
 - A. Specifically address the manufacturers you represent and would like to offer. Each Offeror must provide a letter, certificate or other evidence that they are a recognized and approved reseller of the equipment and associated offerings in their proposal. If the Offeror proposes to resell multiple brands, they must provide a letter, certificate or other evidence that they are a recognized and approved reseller for each and every brand or manufacturer. Confirm that your proposal includes the entire current product line of the brand or manufacturer. It is not necessary to list each and every product in the current line. Stipulate any exceptions that will not be included or offered for sale under the MEEC contract. The USM reserves the right to contact any manufacturer to verify that the Offeror is authorized and approved by the manufacturer to resell the equipment and associated software. If such authorization is denied, the Procurement Official may consider the Offeror's proposal not susceptible of receiving an award and may reject the Offeror's proposal.
 - B. Discuss your ability to service MEEC members from all geographic regions of Maryland.
 - C. Provide a written description of the warranty that will be included in the prices quoted and/or discounts offered. The description of the warranty must include:

- a. the length of the warranty period
 - b. how the start date of the warranty is determined
 - c. items and services covered by the warranty
 - d. conspicuous items and/or services not covered by the warranty.
 - e. description of how repairs required after the warranty period will be handled.
- D. Describe your approach to product support and your ability to assist customers with product selection and warranty coordination. Discuss the expertise of your staff and how it is maintained.
- E. The successful contractors will have significant interactions with the Executive Director of MEEC during the life of this contract. Provide a résumé for the person who will serve as the main contact for the Executive Director of MEEC.
- F. Detail your administrative capabilities with specific attention to order entry and tracking, service order tracing, warranty coordination, recall notification, billing and reporting. Illustrate your capabilities by providing your current website information and describe how your website will be set up to meet the needs of the MEEC contract. Provide a description of the process to be used by ordering institution personnel when requesting quotes for equipment (for institution purchases, not personal purchases). Provide sample quotes, reports and invoices. Comment on your ability to provide an Asset Delivery Report similar in form and content to Exhibit U.
- G. Explain how your business policies, terms and conditions present the best value to our members. Specifically address your policies concerning returns, restocks, equipment which is defective upon delivery, and breakdowns of equipment while in service. Explain your extended warranty process.

Note: Offerors who propose terms and conditions inconsistent with the requirements of the RFP must state those terms and conditions in the Technical Proposal. Mutually agreeable modifications of the solicitation provisions, if allowed by law, will be documented by express identification in the final contract as superseding the pertinent provisions of the solicitation.

- H. Equipment suppliers often have multiple price lists and it is difficult for a using agency to determine which list is being used and what combination of list price and discount represents the best value.

Explain your pricing policy for this contract and how it ensures that our members receive the best possible pricing for their AV system needs. Specifically address what price list you intend to use.

Note: The MEEC expects to receive the best discount available from its supplier/contractor. If during the life of any resulting contract a better discount is offered to another customer then that discount shall be offered to MEEC members.

3. Company Profile

Complete the Company Profile form included with this RFP (Exhibit F), noting the website to be consulted for additional company information.

4. References

Contractors must provide not less than three references. Cited references must be able to confirm, without reservation, the contractor's ability to perform as mandated in this solicitation. The contractor must use these references to support its proposal's viability. Reference information must include, at a minimum, name and address of the reference firm to include a contact name, telephone number and e-mail address.

The University reserves the right to take any or all of the following actions: to reject a proposal based on an unsatisfactory reference, to contact any person or persons associated with the referenced site, to request additional references or contact any known organization using the services supplied by the contractor or the contractor's subcontractors, to contact independent consulting firms for additional information about the contractor or the contractor's subcontractors, to consider past performance with any USM institution even if not provided as a reference, and to have members of the Evaluation Committee visit any or all of the reference sites for demonstrations.

5. The University reserves the right to request Offeror to furnish its most recent annual financial statements or other financial report to confirm financial capacity and stability.

6. Bidder shall submit a State of Maryland Certificate of Good Standing or other filing verifying the bidder is in Good Standing with the Department of Assessments and Taxation of Maryland. Certificates of Status may be obtained on line at <http://www.dat.state.md.us>.

E. PRICE PROPOSAL

1. Use the Price Proposal Form, Exhibit S, included with this RFP, to submit your manufacturers and the associated discounts. All manufacturers will be considered and bidders may offer whatever manufacturers they choose. Bidders may offer a different discount in each product category listed on Exhibit S, but may not list a range of discounts within the product categories. Those responding to this solicitation (Offerors) may elect to respond to one or more of these Categories. Awards (possibly multiple awards) will be made in each Category and responding firms may be awarded in one or more Categories. As technology evolves, the USM and the MEEC member institution may add equipment to the Master Contract Awards, by written modification to the contracts.

The proposed discount from list will be the ceiling for prices paid by member institutions; better discounts may be offered at time of order, if available.

In order to facilitate your electronic submission, Exhibit S is offered as an MS Word electronic form. Exhibit S contains space for up to 15 manufacturers in each category. If you intend to offer more than 15 manufacturers, use Exhibit S1 to supplement your bid form.

2. Include on the Price Proposal form any charges that may be applicable to the work, but have not been requested. All prices and discounts offered shall be firm for the initial contract term.
3. Since the basis of pricing for any award resulting from this RFP will be based on a percentage discount from list price, price increases (reducing the percentage discount from list price) will not be permitted during the contract term or any of the renewal options. Attempts to reduce the base percentage discount from list price may result in termination of the Contractor's Master Contract.

The percentage discount from list price may be increased at any time or for a limited period of time, or in response to a specific Task Order Request for Proposal/Quotes.

4. Our intent is to preserve the discounts available to larger institutions while offering an umbrella of coverage for member institutions of every size.

Several of the larger participating institutions have standardized the equipment/manufacturers for the majority of their AV installations. We anticipate that this equipment will represent a significant portion of the contract volume. The manufacturers' equipment with the highest historical volume is identified on the Price Proposal form.

Bidders are encouraged to include their best discount from list for the frequently purchased items/manufacturers listed.

Note: The manufacturers listed in Exhibit S are for informational purposes meant to show historical usage. They are not the only acceptable manufacturers.

Submit the price proposal separately sealed, and apart from the technical proposal.

Bidders must also include their price list (showing the list prices) on a disk in PDF format, with their Price Proposal.

F. BID/PROPOSAL AFFIDAVIT

Complete the Bid/Proposal Affidavit (Exhibit B) and enclose with the technical proposal.

G. CONTRACT AFFIDAVIT

The Contract Affidavit included in this solicitation as Exhibit C is a sample, for information purposes only. If a contract is awarded as a result of this procurement, only the successful Offeror must complete the Contract Affidavit; do not enclose it with the technical proposal.

H. ADDENDA ACKNOWLEDGMENT FORM

Should one or more addenda be issued to this RFP, Offerors shall acknowledge receipt of each on the Addenda Acknowledgment Form (Exhibit K). Identify each addendum by number and date, sign the form, and enclose it with the technical proposal.

SECTION V – SPECIFICATIONS

A. SCOPE OF SERVICES

The general scope of work shall consist of the provision and delivery of new audio and visual equipment and supplies, as required, to the schools and offices of The University System of Maryland and members of The Maryland Education Enterprise Consortium (MEEC).

This Request for Proposals is intended to result in an **indefinite quantity, indefinite delivery award**. The USM makes no guarantee that any specific volume of purchases or dollar commitment that will be made after award of the contract. Contracts and/or purchase orders will be issued by participating institutions on an as needed basis. Each institution (USM or MEEC institution) will be responsible for payment resulting from purchase orders or contracts issued by the institution. The USM reserves the right to make multiple awards and/or split awards as a result of this RFP.

B. CONTRACT TERM

The initial contract term will be for a period of two years. The Contract term is expected to start in May 2013 and end in May 2015. The contracts awarded as a result of this RFP may be renewed for up to three, 12-month, separately executable, renewal option periods with the same terms, conditions, and basis of pricing, at the unilateral option of the University.

C. BACKGROUND SUMMARY FOR MEEC

The Maryland Education Enterprise Consortium (MEEC) is an initiative of the University System of Maryland comprised of educational agencies throughout the State of Maryland, including:

- 6 education organizations/associations
- 49 higher education agencies
- 24 public K-12 school districts (1475 schools)
- 105 private K-12 schools
- 18 library systems

By combining requirements across all educational agencies in the state, MEEC expects that this RFP will achieve maximum productivity and effectiveness in the acquisition and delivery of Audio Visual equipment.

The MEEC Governance Statements, including the Vision, Mission, Goals, and Values can be found at www.meec-edu.org/governance

D. ELIGIBILITY TO PURCHASE

The pricing, terms and conditions of any successful offeror's proposal and any contract that results from this RFP may be made available to other agencies for cooperative procurements. By submitting a proposal, the contractor agrees to extend the proposal price structure and discounts to all University System of Maryland campuses and facilities within the state of Maryland, and any member of The Maryland Educational Enterprise Consortium (MEEC).

All purchases under this contract by any entity which is not a unit or agency of the State of Maryland (1) shall constitute a purchase or contract between the Contractor and that entity only, (2) shall not constitute a purchase or contract of the State of Maryland, (3) shall not be binding or enforceable against the State of Maryland or any of its units or agencies, and (4) may be subject to other terms and conditions agreed to by the Contractor and the purchaser. Contractor bears the risk of determining whether or not any entity from which the Contractor receives an order under the contract is a unit or agency of the State of Maryland such that the contract may be enforced against the State of Maryland.

E. FORMATION OF AGREEMENT/CONTRACT WITH SUCCESSFUL CONTRACTOR

Towson University will administer the Master Contracts awarded as a result of this RFP. They will be similar in form to Exhibit D. Campuses using the Master Contracts will issue their own purchase orders/contracts as they order equipment. Invoices will be sent to the campus that issued the purchase order or contract in accordance with the invoicing instructions contained in the purchase order or contract. Disputes over the execution of any purchase order or contract shall be the responsibility of the participating jurisdiction or agency that issued the purchase order or contract. Disputes must be resolved solely between the participating agency and the Supplier.

All Contracts to be entered into as a result of this RFP, if any, shall incorporate the specifications, terms and conditions of this RFP and any amendments thereto, including Exhibit A, the Standard Contract Terms and Conditions, the Contract Affidavit, the Proposal Affidavit, the Forms for Price Proposals, and any other necessary forms or documents.

Any additional terms and conditions, including those for any contract a contractor proposes to use, must be submitted as part of the contractor's proposal by the RFP closing date. This RFP and any resulting contract shall be governed by the University System of Maryland Procurement Policies and Procedures. Those Policies and Procedures may be viewed at the following web site: <http://www.usmsc.edu/procurement/USMppp.pdf>

In the event of a discrepancy between the terms of any resulting contract, including amendments and modifications made thereto, and Contractor's proposal and amendments thereto, the discrepancy shall be resolved by giving precedence in the following order:

1. The institution's Contract.
2. The Master Contract including this Request for Proposal and amendments and modifications made thereto.
3. Contractor's proposal, including amendments and modifications made to the proposal.
4. Contractor's supplemental contract forms, license agreements, service(s) agreements, and other agreement forms.

Secondary Competition – Task Order Request for Quotes/Proposals

It is anticipated that from time to time participating institutions may have a large volume purchase for a specific delivery date and may want to seek secondary competition from contract holders. Any participating institution may issue a Task Order Request for Quotes or a Task Order Request for proposals to contract holders. Awards of Task Order Request for

Quotes/Proposals will be made in accordance with the terms and conditions of the specific Task Order Request for Quotes/Proposals.

F. PROGRESS PAYMENTS

The USM/MEEC has a strong preference for making a single payment to the contractor after acceptance of the equipment by the University or agency. The successful Contractor's proper invoice will be paid on a net 30 day basis.

At the Offeror's written request, the Contracting Official at each institution may consider a request to provide scheduled progress payments tied to deliverables.

G. DELIVERY REQUIREMENTS

1. All audio visual equipment and supplies shall be shipped F.O.B. destination.
2. A "Packing Slip" that clearly identifies the following shall accompany all deliveries:
 - a. The Purchase Order Number
 - b. A description of the equipment or supplies being delivered.
 - c. The quantity being delivered
 - d. Supplier
 - e. Serial Numbers

Shipments must be securely packed against damage and contain operating instructions. Deliveries to all sites must be signed for by the person receiving the equipment or supplies. Desktop delivery must be provided as requested.

When transportation charges are billed, a paid freight bill must accompany the invoice. Cartage, package or boxing charges will not be allowed unless specifically stated in the Purchase Order. All "drop shipments" (direct from a manufacturer or wholesaler) must adhere to the terms specified within this solicitation.

H. WARRANTY

Equipment ordered under this contract shall include the manufacturer's warranty or at least a one year warranty, whichever is longer, unless a longer period of warranty is specified in the ordering institution's quotation request. The Awardee(s) shall act as the manufacturer's agent for all warranty claims. Warranty replacements or repairs shall be made promptly, without cost and to the satisfaction of ordering institution.

I. MINIMUM ORDERS

Member institutions will not be subject to minimum order quantities and/or minimum order amounts.

J. PAYMENT VEHICLES

Awarded suppliers must accept purchase orders, credit cards (with no add-on fees allowed) and institutional checks.

K. REPORTING REQUIREMENTS

Awarded suppliers must provide a semiannual report in the form of Exhibit T, Contract Volume Report that summarizes sales between two dates to the University System of Maryland, sales to K-12 schools, and sales to other MEEC Participants.

L. INSTALLATION

Vendors who sell equipment off this contract agree that their equipment may be installed by another vendor, as required by the purchaser. Should equipment be found to be defective during installation or fail during the warranty period, the vendor who sold the equipment shall be responsible for warranty repair or replacement.

M. PRODUCT OFFERED BY THE BIDDER

The product offered by the Bidder shall be new, not used, and the latest version of the product. Should a product be discontinued and/or upgraded during the course of the contract, the Bidder shall offer to member institutions a new alternate product that meets and/or exceeds the established specifications, under the same terms, conditions, and discounts as the originally offered item. Items added to a manufacturer's catalog during the term of the contract shall be offered at the then current discount from list.

N. UNIT PRICES

Unit Prices for quotes must be rounded off to no more than two (2) decimal places.

O. RESPOND TO REQUESTS

Awarded Bidder(s) shall respond to every RFQ. If a contractor is unable to provide a quote for any reason, they must submit a "NO QUOTE"/"No Bid" response. Failure to respond may result in termination of the contract with that Award Bidder. All quotes should clearly state that the prices are per the MEEC contract and should include the list price and the discount from list used to arrive at the final price.

P. INVOICING

All invoices should include the customer name, customer purchase order number (if applicable), the item description including manufacturers and part number, the serial number, the list price, the discount from list, quantity, and the extended price.



EXHIBIT A REQUIRED CONTRACT PROVISIONS

The provisions contained in this exhibit will be incorporated and be a part of the master contract entered into between Towson University and any contractors as a result of this procurement.

1. Amendment

The contract documents, as defined within the master contract, constitute the entire agreement between the parties hereto. All other communications between the parties prior to execution of the contract, whether written or oral, with reference to the subject matter of the master contract are superseded by the agreement contained therein. No amendment of this master contract shall be binding unless in writing and signed by the parties.

2. Non-Hiring of Employees

No employee of the State of Maryland, or any department, commission, agency or branch thereof whose duties as such employee include matters relating to or affecting the subject matter of the master contract, shall, while so employed, become or be an employee of the party or parties hereby contracting with the State or any department, commission, agency or branch thereof.

3. Maryland Law Prevails

The master contract shall be governed by the laws of the State of Maryland. The parties agree that exclusive jurisdiction shall reside with the state and federal courts in the State of Maryland.

4. Affirmation Regarding Bribery Convictions

The Contractor shall submit with its bid/proposal a Procurement Affirmation regarding bribery convictions in the form required by University System of Maryland (USM) Procurement Policies and Procedures.

5. Affirmation Regarding Other Convictions

The Contractor shall submit with its bid/proposal a Procurement Affirmation regarding other convictions in the form required by USM Procurement Policies and Procedures.

6. Debarment Affirmation

The Contractor shall submit with its bid/proposal a Procurement Affirmation in the form required by USM Procurement Policies and Procedures.

7. Affirmation Regarding Debarment of Related Entities

The Contractor shall submit with its bid/proposal a Procurement Affirmation regarding debarment of related entities in the form required by USM Procurement Policies and Procedures.

8. Affirmation Regarding Sub-Contractors

The Contractor shall submit with its bid/proposal a Procurement Affirmation regarding debarment of sub-contractors in the form required by USM Procurement Policies and Procedures.

9. Non-Collusion Affirmation

The Contractor shall submit with its bid/proposal a Non-Collusion Affirmation in the form required by USM Procurement Policies and Procedures.

10. Financial Disclosure Affirmation

The Contractor shall submit with its bid/proposal a Financial Disclosure Affirmation in the form required by USM Procurement Policies and Procedures.

11. Political Contribution Disclosure Affirmation

The Contractor shall submit with its bid/proposal a Political Contribution Disclosure Affirmation in the form required by USM Procurement Policies and Procedures.

12. Drug and Alcohol Free Workplace

The Contractor shall submit with its bid/proposal a certification concerning a drug and alcohol free workplace in the form required by USM Procurement Policies and Procedures.

13. Certification of Corporation Registration and Tax Payment

The Contractor shall submit with its bid/proposal a Procurement Affirmation regarding certification of corporation registration and tax payment in the form required by USM Procurement Policies and Procedures.

14. Contingent Fees Affirmation

The Contractor shall submit with its bid/proposal a Procurement Affirmation regarding contingent fees in the form required by USM Procurement Policies and Procedures.

15. Contract Affidavit

The successful bidder shall submit, prior to contract award, a Contract Affidavit in the form required by USM Procurement Policies and Procedures.

16. Disputes

Disputes shall be handled between the Contractor and the MEEC member who issued the order. Communications should be directed to the procurement officer of the member institution.

a. Contracts issued by State Agencies in connection with the master contract shall be subject to the provisions of Title 15, Subtitle 2, Part III of the State Finance and Procurement Article of the Annotated Code of Maryland and COMAR 21.10 (Administrative and Civil Remedies). Pending resolution of a claim, the Contractor shall proceed diligently with the performance of the contract in accordance with the procurement officer's decision. Unless a lesser period is provided by applicable statute or regulation, the Contractor must file a written notice of claim with the procurement officer within 30 days after the basis for the claim is known or should have been known, whichever is earlier. Contemporaneously with or within 30 days of the filing of a notice of

claim, but no later than the date of final payment under the contract, the Contractor must submit to the procurement officer its written claim containing the information specified in COMAR 21.10.04.02.

b. Except as may otherwise be provided in the aforesaid regulations, all disputes arising under or as a result of a breach of the contract which are not disposed of by mutual agreement shall be resolved in accordance with this clause.

c. As used herein, "claim" means a written demand or assertion by one of the parties seeking, as a legal right, the payment of money, adjustment or interpretation of contract terms, or other relief, arising under or relating to this contract.

(1) A voucher, invoice or request for payment that is not in dispute when submitted is not a claim under this clause. However, where the submission is subsequently not acted upon in a reasonable time, or disputed either as to liability or amount, it may be converted to a claim for the purpose of this clause.

(2) A claim by a Contractor shall be made in writing and submitted to the procurement officer for decision. A claim by the State shall be the subject of a decision by the procurement officer.

d. When a controversy cannot be resolved by mutual agreement, the Contractor shall submit a written request for final decision to the procurement officer. The written request shall set forth all the facts surrounding the controversy.

e. In connection with any claim under this clause, the Contractor, at the discretion of the procurement officer, may be afforded an opportunity to be heard and to offer evidence in support of its claim.

f. The procurement officer shall promptly render a written decision on all claims. This decision shall be furnished to the Contractor by certified mail, return receipt requested, or by any other method that provides evidence of receipt. The procurement officer's decision shall be deemed the final action of the State. If a decision is not issued within 180 days, the procurement officer shall notify the Contractor of the time within which a decision shall be rendered and the reasons for such time extension.

g. The procurement officer's decision shall be final and conclusive unless the Contractor mails or otherwise files a written appeal with the Maryland State Board of Contract Appeals within thirty-(30) days of receipt of the decision.

17. Non-Discrimination

The Contractor will comply with all applicable Federal and State laws, rules and regulations involving non-discrimination on the basis of race, color, creed, religion, national origin, age, sex, political affiliation, marital status, veteran status, condition of disability, or other non-merit factor. In addition, Towson University's policies, programs, and activities comply with federal and state laws and University System of Maryland regulations prohibiting discrimination on the basis of race, color, religion, age, national origin, sex, disability, and sexual orientation. Provisions for reasonable accommodations shall be made by the Contractor for handicapped applicants and qualified handicapped individuals.

18. Termination of Contract for Default

If the Contractor fails to fulfill its obligation under the contract properly and on time, or otherwise violates any provision of the contract, the University may terminate the contract by written notice to the Contractor. The notice shall specify the acts or omissions relied on as cause for termination. All finished or unfinished services provided by the Contractor shall, at the University's option, become the University's property. The University shall pay the Contractor fair and equitable

compensation for satisfactory performance prior to receipt of notice of termination, less the amount of damages caused by the Contractor's breach. If the damages are more than the compensation payable to the Contractor, the Contractor will remain liable after termination and the University can affirmatively collect damages. The term "damages" used in this paragraph may include attorney's fees and litigation costs. Termination hereunder, including the determination of the rights and obligations of the parties, shall be governed by the provisions of USM Procurement Policies and Procedures.

19. Termination of Contract for Convenience

The performance of work under the contract may be terminated by the University in accordance with this clause in whole, or from time to time in part, whenever the University shall determine that such termination is in the best interest of the University. The University will pay all reasonable costs associated with the contract that the Contractor has incurred up to the date of termination and all reasonable costs associated with termination of the contract. However, the Contractor shall not be reimbursed for any anticipatory profits which have not been earned up to the date of termination. Termination hereunder, including the determination of the rights and obligations of the parties, shall be governed by the provisions of USM Procurement Policies and Procedures.

20. Delays and Extensions of Time

N/A

21. Set-Off

The University may deduct from and set off against any amounts due and payable to the Contractor any back-charges or damages sustained by the MEEC member institution by virtue of any breach of the contract by the Contractor or by virtue of the failure or refusal of the Contractor to perform in a satisfactory manner. Nothing herein shall be construed to relieve the Contractor of liability for additional costs resulting from failure to satisfactorily perform the services.

22. Responsibility of Contractor

a. The Contractor shall perform the contract with that standard of care, skill, and diligence normally provided by a Contractor in the performance of services similar to the services hereunder.

b. Notwithstanding any review, approval, acceptance or payment for the services by the University, the Contractor shall be responsible for professional and technical accuracy of its work, design drawings, specifications and other materials furnished by the Contractor under the contract.

23. Dissemination of Information

a. During the term of the contract, the Contractor shall not release any information related to the services or performance of the services under the contract nor publish any final reports or documents without the prior written approval of the University.

b. The Contractor shall indemnify and hold harmless the State and the MEEC member institution, its officers, agents and employees, from all liability which may be incurred by reason of dissemination, publication, distribution or circulation, in any manner whatsoever, of any information, data, documents, or materials pertaining in any way to the contract by the Contractor, its agents or employees.

24. Ownership of Documents and Materials

N/A

25. Retention of Records

The Contractor shall retain and maintain all records and documents relating to the contract for a minimum period of three years after payment of the final invoice and shall make them available for inspection and audit.

26. Patents, Copyrights and Trade Secrets

a. If the Contractor furnishes any design, device, material, process or other item which is covered by a patent or copyright or which is proprietary to or a trade secret of another, Contractor shall obtain the necessary permission or license to use such item.

b. Contractor will defend or settle, at its own expense, any claim or suit against the State or other MEEC member institution alleging that any such item furnished by Contractor infringes any patent, trademark, copyright, or trade secret. Contractor also will pay all damages and costs that by final judgment may be assessed against the State or other MEEC member institution due to such infringement and all attorneys' fees and litigation expenses reasonably incurred by the State to defend against such a claim or suit. The obligations of this paragraph are in addition to those stated in paragraph c.

c. If any products furnished by Contractor become, or in Contractor's opinion are likely to become, the subject of a claim of infringement, Contractor will, at its option: (1) procure for the State the right to continue using the applicable item; (2) replace the product with a non-infringing product substantially complying with the item's specifications; or (3) modify the item so it becomes non-infringing and performs in a substantially similar manner to the original item.

27. Compliance with Laws

The Contractor hereby represents and warrants that:

a. It is qualified to do business in the State of Maryland, and that it will take such action, as from time to time hereafter, may be necessary to remain so qualified;

b. It is not in arrears with respect to the payment of any monies and owing the State of Maryland, or any department or agency thereof, including but not limited to the payment of taxes and employee benefits, and that it shall not become so in arrears during the term of the contract;

c. It shall comply with all federal, State and local laws, ordinances applicable to its activities and obligations under the contract; and;

d. It shall procure, at its expense, all licenses, permits, insurance and governmental approval, if any, necessary to the performance of its obligations under the contract.

28. Subcontracting or Assignment

The benefits and obligations hereunder shall take effect and be binding upon the parties hereto and neither the contract nor the services to be performed thereunder shall be subcontracted, or assigned or otherwise disposed of, either in whole or in part, except with the prior written consent of the University.

29. Responsibility for Claims and Liability

The Contractor shall be responsible for all damage to life and property due to its activities or those of its agents or employees, in connection with the services required under the contract. Further, it is expressly understood that the Contractor shall indemnify and save harmless the University or MEEC member institution, its officers, agents, and employees from and against all claims, suits, judgments, expenses, actions, damages and costs of every name and description, including

reasonable attorney's fees and litigation expenses arising out of or resulting from the negligent performance of the services of the Contractor under the contract.

30. Tax Exemption

The State is generally exempt from federal excise taxes, Maryland sales and use taxes, District of Columbia sales taxes, and transportation taxes. Exemption certificates will be completed upon request. Where a Contractor is required to furnish and install material in the construction or improvement of real property in performance of the contract, the Contractor shall pay the Maryland Sales Tax and the exemption does not apply.

31. Specifications

All materials, equipment, supplies or services shall conform to Federal and State laws and regulations and to the specifications contained in the solicitation. No asbestos, lead, or PCB-containing materials (0%) are to be utilized/installed on campus unless prior written approval has been received from the University's Department of Environmental Health & Safety (410-704-2949).

32. Delivery

N/A

33. Cooperation with University and State Representatives

N/A

34. Inspection by the University

N/A

35. Local Conditions Covering Work

The Contractor shall cooperate with those in authority on the premises to prevent the entrance and exit of all workmen and/or others whose presence is forbidden or undesirable and in bringing, storing or removal of all materials and equipment, to observe all rules and regulations in force on the grounds, to avoid unnecessary dust or accumulated debris or the undue interference with the convenience, sanitation or routine of the MEEC member institution and to prevent the loss of, or damage to the property of the MEEC member institution and/or its employees. The Contractor shall repair any and all damage he may cause to the building or property, to the full satisfaction of the MEEC member institution.

36. Responsibility for Damage

a. The Contractor shall repair and restore to its original condition any equipment, materials or surfaces damaged by its operations.

b. The Contractor shall be entirely responsible for any loss or damage to its own materials, supplies, and equipment, and to the personal property of its employees while they are in the building.

c. The Contractor shall be solely responsible for any damage to the building or its contents for any loss or damage to any property belonging to the MEEC member institution or the MEEC member institution employees when such loss or damage may be attributable to their actions or negligence or the actions or negligence of their employees.

37. Contractor's On-Site Representative

The Contractor is required to maintain on site at all times when the work is in progress on this project an individual who represents the Contractor, is responsible for the entire project, and can communicate in English.

38. Suspension of Work

N/A

39. Payment of State Obligations

Payments to the Contractor pursuant to this contract shall be made no later than 30 days after the receipt of a proper invoice from the Contractor. Charges of late payment of invoices, other than as prescribed by Title 15, subtitle 1, of the State Finance and Procurement Article, Annotated Code of Maryland, or by the Public Service Commission of Maryland with respect to regulated public utilities, as applicable, are prohibited.

40. Cost and Price Certification

N/A

41. Intellectual Property

Contractor agrees to indemnify and save harmless the MEEC member institutions, their officers, agents and employees with respect to any claim, action, cost or judgment for patent infringement, or trademark or copyright violation arising out of purchase or use of materials, supplies, equipment or services covered by the contract.

42. Civil Rights Act of 1964

Contractors providing materials, equipment, supplies or services to the State under the contract herewith assure the State that they are conforming to the Civil Rights Act of 1964, the Civil Rights Restoration Act of 1988, the Civil Rights Act of 1991, and Section 202 of Executive Order 11246 of the President of the United States of America as amended by Executive Order 11375, as applicable.

43. Termination of Multi-Year Contracts

N/A

44. Contract Changes

N/A

45. Affirmative Action

The Contractor and all subcontractors shall develop and maintain affirmative action plans directed at increasing the utilization of women and members of minority groups on State public works projects, pursuant to the Executive Order 11246 of the President of the United States of America and guidelines on Affirmative Action issued by the Equal Employment Opportunities Commission (EEOC) 29 C.F.R. part 1608 and the Governor of Maryland's Executive Order 01.01.1993.16.

46. Conflict of Interest Law

It is unlawful for any State officer, employee, or agent to participate personally in his official capacity through decision, approval, disapproval, recommendation, advice, or investigation in any contract or other matter in which he, his spouse, parent, child, brother, or sister has a financial interest or to which any firm, corporation, association, or other organization in which he has a financial interest or in which he is serving as an officer, director, trustee, partner, or employee, or any person or organization with whom he is negotiating or has any arrangement concerning prospective employment, is a party, unless such officer, employee, or agent has previously complied with the provisions of State Government Article § 15-501 et seq. of the Annotated Code of Maryland.

47. Compensation and Method of Payment

Contractor agrees to include on the face of all invoices, its Taxpayer Identification Number, which is the Social Security Number for individuals and sole proprietors and the Federal Employee Identification Number for all other types of organizations.

48. Use of Contractor's Forms Not Binding on MEEC Members

a. Except as provided in b., the use or execution by a MEEC member of any forms, orders, agreements, or other documents of any kind, other than the contract documents, used pursuant to or in the administration of any contract awarded by a MEEC member to Contractor, shall not bind the State to any of the terms and conditions contained therein except those provisions:

(1) generally describing, for the purposes of ordering: Equipment or services to be provided, locations, quantities, delivery or installation dates, and, to the extent consistent with the contract documents, prices; and

(2) not otherwise inconsistent with the contract documents.

b. Any such form, order, agreement or other document shall not vary, modify, or amend the terms and provisions of the contract documents, notwithstanding any provision to the contrary in such document, unless all of the following conditions are met:

(1) the document expressly refers to the particular document and provision of the contract documents being modified and plainly and conspicuously identifies any modification thereto as a modification:

(2) the document is executed on behalf of the MEEC member by its procurement officer; and

(3) execution of the document is approved by the procurement authority whose approval is required by law.

49. Indemnification

The University nor any MEEC member institution shall not assume any obligation to indemnify, hold harmless, or pay attorneys' fees that may arise from or in any way be associated with the performance or operation of this agreement.

50. EPA Compliance

Materials, supplies, equipment and services shall comply in all respects with the federal Noise Control Act of 1972, where applicable. Power equipment, to the greatest extent possible, shall be the quietest available. Equipment certified by the US EPA as a Low Noise Emission Product pursuant to the Federal Noise Control Act of 1972 shall be considered to meet the intent of the regulation.

The Contractor must supply and have immediately available to their employees spill containment equipment/supplies necessary to contain any hazards it may introduce to the job site. The Contractor is responsible for any and all costs incurred by the University in remediating spills or releases of materials introduced onto the job site.

51. Insurance and Indemnification Provisions

a. The Contractor shall defend, indemnify and save harmless the University System of Maryland, MEEC member institutions and their officers, employees and agents, from any and all claims, liability, losses and causes of actions which may arise out of the performance by the Contractor, employees or agents, of the work covered by the contract.

b. The Contractor shall secure, pay the premiums for, and keep in force until the expirations of the contract, and any renewal thereof,

adequate insurance as provided below, such insurance to specifically include liability assumed by the Contractor under the contract.

Commercial General Liability Insurance including all extensions –
\$2,000,000 each occurrence;
\$2,000,000 personal injury;
\$2,000,000 products/completed operations;
\$2,000,000 general aggregate

(2) Workmen's Compensation Insurance and Unemployment Insurance as required by the laws of the State of Maryland.

(3) Owner's, Landlord's and Tenant's and Contractor's bodily injury liability insurance, with limits of not less than \$500,000 for each person and \$2,000,000 for each accident.

(4) Property damage liability insurance with a limit of not less than \$2,000,000 for each accident.

(5) If automotive equipment is used in the operation, automobile bodily injury liability insurance with limits of not less than \$1,000,000 for each person and \$2,000,000 for each accident, and property damage liability insurance, with a limit of not less than \$2,000,000 for each accident.

(6) N/A

c. Each policy for liability protection, bodily injury or property damage must specifically name, on its face, the University System of Maryland as an additional named insured as respects operations under the contract and premises occupied by the Contractor provided, however, with respect to the Contractor's liability for bodily injury or property damage under items b(1)-b(6) above, such insurance shall cover and not exclude Contractor's liability for injury to the property of the University System and to the persons or property of employees, students, faculty members, agents, officers, regents, invitees or guests of the University System.

Each insurance policy shall contain the following endorsements: "It is understood and agreed that the Insurance Company shall notify in writing procurement officer forty-five (45) days in advance of the effective date of any reduction in or cancellation of this policy." A certificate of each policy of insurance shall be furnished to the procurement officer. With the exception of Workmen's Compensation, upon the request of the procurement officer, a certified true copy of each policy of insurance, including the above endorsement, manually countersigned by an authorized representative of the insurance company, shall be furnished to the procurement officer. A certificate of insurance for Workmen's Compensation together with a properly executed endorsement for cancellation notice shall also be furnished. Following the notice of contract award, the requested certificates and policies shall be delivered as directed by the procurement officer. Notices of policy changes shall be furnished to the procurement officer.

e. All required insurance coverages must be acquired from insurers authorized to do business in the State of Maryland and acceptable to the University. The insurers must have a policyholders' rating of "A-" or better, and a financial size of "Class VII" or better in the latest edition of *Best's Insurance Reports*.

52. Prohibition Against Shifting Maryland Income to Out-of-State Affiliates:

Contractor may not, for any period during the contract term, seek to reduce the amount of Contractor's income subject to Maryland income tax by payments made to an affiliated entity or an affiliate's agent for the right to use trademarks, trade names, or other intangible property associated with Contractor. Contractor agrees that during the course of the contract it shall not make any such royalty or similar payments to any affiliated company; and if any such royalty or similar payments are made, Contractor and the affiliated company shall file separate Maryland income tax, under a formula that reasonably apportions the

income of the affiliated company among the states, including Maryland, in which the Contractor does business. Contractor agrees that it is authorized to bind its affiliated entities to the terms hereof.

53. Software Contracts:

As specifically provided by § 21-104, Commercial Law Article, Annotated Code of Maryland, the parties agree that this Agreement shall not be governed by the Uniform Computer Information Transactions Act (UCITA), Title 21 of the Commercial Law Article of the Annotated Code of Maryland, as amended from time to time. This Agreement shall be governed by the common law of Maryland relating to written agreements, as well as other statutory provisions, other than UCITA, which may apply, and shall be interpreted and enforced as if UCITA had never been adopted in Maryland.

Contractor agrees that as delivered to buyer, the software does not contain any program code, virus, worm, trap door, back door, timer or clock that would erase data or programming or otherwise cause the software to become inoperable, inaccessible, or incapable of being used in accordance with its user manuals, either automatically upon the occurrence of selected conditions, or manually on command of Contractor.

54. Gramm-Leach-Bliley Act of 1999

The Contractor agrees that in performing its obligations under this contract, the Contractor shall comply with all requirements of a non-affiliated third-party who receives a financial institution's consumer or customer information, under the Gramm-Leach-Bliley Act of 1999 and applicable regulations thereto (the "GLB Act") and other applicable federal and state consumer privacy acts, rules and regulations. Nonpublic personal information shall have the same meaning as that term is defined in the GLB Act.

a. The Contractor Agrees to disclose such nonpublic personal information for the sole purpose of facilitating the Contractor's performance of its duties and obligations under the contract and will not disclose such nonpublic personal information to any other party unless such disclosure is (i) allowed by the GLB Act and consented to by the Customer, or (ii) compelled by law, in which case the Contractor will provide notice of such disclosure to the Customer.

b. The Contractor represents and warrants that it will, for so long as it retains nonpublic personal information, implement and maintain in place the necessary information security policies and procedures for (i) protecting the confidentiality of such nonpublic person information, (ii) protecting against any anticipated threats or hazards to the security or integrity of such nonpublic personal information, and (iii) protecting against the unauthorized access to or use of such nonpublic personal information. These terms apply to all subcontractors employed by the Contractor who perform work under the scope of the agreement.

55. I-9 Requirement

Contractor warrants and represents that it is currently in compliance, and that during the term of the contract it will remain in compliance, with the Immigration Reform and Control Act of 1986, and that it will obtain original valid employment verification documentation from all its employees on a timely basis as required by law and regulation. This requirement also applies to all subcontractors hired by Contractor.

56. Mandated Contractor Reporting of Suspected Child Abuse & Neglect

Maryland law contains mandatory reporting requirements for all individuals who suspect child abuse or neglect. Contractors performing work on campus also must comply with USM Board of Regents (BOR) VI-1.50 – Policy on the Reporting of Suspected Child Abuse & Neglect, as well as the University Procedures for Reporting Suspected Child

Abuse and Neglect. The above-referenced USM/University Policy and Procedures are available in full at the following link: <https://inside.towson.edu/generalcampus/tupolicies/documents/06-01.50%20Policy%20on%20the%20Reporting%20of%20Suspected%20Child%20Abuse%20and%20Neglect.pdf>, and are incorporated herein. The University reserves the right to terminate the contract if Contractor fails to comply with the above-referenced policy or procedures, or if, in the judgment of the University, termination is necessary to protect the safety and welfare of children who come into contact with the University community.



**EXHIBIT B
BID/PROPOSAL AFFIDAVIT**

A. AUTHORIZED REPRESENTATIVE

I HEREBY AFFIRM THAT:

I am the (title) _____ and
the duly authorized representative of (business) _____
and that I possess the legal authority to make this Affidavit on behalf of myself and the business
for which I am acting.

B. CERTIFICATION REGARDING COMMERCIAL NONDISCRIMINATION

The undersigned bidder hereby certifies and agrees that the following information is correct: In preparing its bid on this project, the bidder has considered all proposals submitted from qualified, potential subcontractors and suppliers, and has not engaged in "discrimination" as defined in §19-103 of the State Finance and Procurement Article of the Annotated Code of Maryland. "Discrimination" means any disadvantage, difference, distinction, or preference in the solicitation, selection, hiring, or commercial treatment of a vendor, subcontractor, or commercial customer on the basis of race, color, religion, ancestry, or national origin, sex, age, marital status, sexual orientation, or on the basis of disability or any otherwise unlawful use of characteristics regarding the vendor's, supplier's, or commercial customer's employees or owners. "Discrimination" also includes retaliating against any person or other entity for reporting any incident of "discrimination". Without limiting any other provision of the solicitation on this project, it is understood that, if the certification is false, such false certification constitutes grounds for the State to reject the bid submitted by the bidder on this project, and terminate any contract awarded based on the bid. As part of its bid or proposal, the bidder herewith submits a list of all instances within the past 4 years where there has been a final adjudicated determination in a legal or administrative proceeding in the State of Maryland that the bidder discriminated against subcontractors, vendors, suppliers, or commercial customers, and a description of the status or resolution of that determination, including any remedial action taken. Bidder agrees to comply in all respects with the State's Commercial Nondiscrimination Policy as described under Title 19 of the State Finance and Procurement Article of the Annotated Code of Maryland.

C. AFFIRMATION REGARDING BRIBERY CONVICTIONS

I FURTHER AFFIRM THAT: Neither I, nor to the best of my knowledge, information, and belief, the above business (as is defined in Section 16-101(b) of the State Finance and Procurement Article of the Annotated Code of Maryland), or any of its officers, directors, partners, controlling stockholders, or any of its employees directly involved in the business's contracting activities including obtaining or performing contracts with public bodies has been convicted of, or has had probation before judgment imposed pursuant to Criminal Procedure Article, §6-220, Annotated Code of Maryland, or has pleaded nolo contendere to a charge of, bribery, attempted bribery, or conspiracy to bribe in violation of Maryland law, or of the law of any other state or federal law, except as follows (indicate the reasons why the affirmation cannot be given and list any conviction, plea, or imposition of probation before judgment with the date, court, official or

administrative body, the sentence or disposition, the name(s) of person(s) involved, and their current positions and responsibilities with the business):

D. AFFIRMATION REGARDING OTHER CONVICTIONS

I FURTHER AFFIRM THAT: Neither I, nor to the best of my knowledge, information, and belief, the above business, or any of its officers, directors, partners, controlling stockholders, or any of its employees directly involved in the business's contracting activities including obtaining or performing contracts with public bodies, has:

- (1) Been convicted under state or federal statute of:
 - (a) A criminal offense incident to obtaining, attempting to obtain, or performing a public or private contract; or
 - (b) Fraud, embezzlement, theft, forgery, falsification or destruction of records or receiving stolen property;
- (2) Been convicted of any criminal violation of a state or federal antitrust statute;
- (3) Been convicted under the provisions of Title 18 of the United States Code for violation of the Racketeer Influenced and Corrupt Organization Act, 18 U.S.C. §1961 et seq., or the Mail Fraud Act, 18 U.S.C. §1341 et seq., for acts in connection with the submission of bids or proposals for a public or private contract;
- (4) Been convicted of a violation of the State Minority Business Enterprise Law, §14-308 of the State Finance and Procurement Article of the Annotated Code of Maryland;
- (5) Been convicted of a violation of §11-205.1 of the State Finance and Procurement Article of the Annotated Code of Maryland;
- (6) Been convicted of conspiracy to commit any act or omission that would constitute grounds for conviction or liability under any law or statute described in subsections (1) - (5) above;
- (7) Been found civilly liable under a state or federal antitrust statute for acts or omissions in connection with the submission of bids or proposals for a public or private contract;
- (8) Been found in a final adjudicated decision to have violated the Commercial Nondiscrimination Policy under Title 19 of the State Finance and Procurement Article of the Annotated Code of Maryland with regard to a public or private contract; or
- (9) Admitted in writing or under oath, during the course of an official investigation or other proceedings, acts or omissions that would constitute grounds for conviction or liability under any law or statute described in §§B and C(1)—(7) above, except as follows (indicate reasons why the affirmations cannot be given, and list any conviction, plea, or imposition of probation before judgment with the date, court, official or administrative body, the sentence or disposition, the name(s) of the person(s) involved

and their current positions and responsibilities with the business, and the status of any debarment):

E. AFFIRMATION REGARDING DEBARMENT

I FURTHER AFFIRM THAT: Neither I, nor to the best of my knowledge, information, and belief, the above business, or any of its officers, directors, partners, controlling stockholders, or any of its employees directly involved in the business's contracting activities, including obtaining or performing contracts with public bodies, has ever been suspended or debarred (including being issued a limited denial of participation) by any public entity, except as follows (list each debarment or suspension providing the dates of the suspension or debarment, the name of the public entity and the status of the proceedings, the name(s) of the person(s) involved and their current positions and responsibilities with the business, the grounds of the debarment or suspension, and the details of each person's involvement in any activity that formed the grounds of the debarment or suspension).

F. AFFIRMATION REGARDING DEBARMENT OF RELATED ENTITIES

I FURTHER AFFIRM THAT:

(1) The business was not established and it does not operate in a manner designed to evade the application of or defeat the purpose of debarment pursuant to Sections 16-101, et seq., of the State Finance and Procurement Article of the Annotated Code of Maryland; and

(2) The business is not a successor, assignee, subsidiary, or affiliate of a suspended or debarred business, except as follows (you must indicate the reasons why the affirmations cannot be given without qualification):

G. SUB-CONTRACT AFFIRMATION

I FURTHER AFFIRM THAT: Neither I, nor to the best of my knowledge, information, and belief, the above business, has knowingly entered into a contract with a public body under which a person debarred or suspended under Title 16 of the State Finance and Procurement Article of the Annotated Code of Maryland will provide, directly or indirectly, supplies, services, architectural services, construction related services, leases of real property, or construction.

H. AFFIRMATION REGARDING COLLUSION

I FURTHER AFFIRM THAT: Neither I, nor to the best of my knowledge, information, and belief, the above business has:

- (1) Agreed, conspired, connived, or colluded to produce a deceptive show of competition in the compilation of the accompanying bid or offer that is being submitted;
- (2) In any manner, directly or indirectly, entered into any agreement of any kind to fix the bid price or price proposal of the bidder or offeror or of any competitor, or otherwise taken any action in restraint of free competitive bidding in connection with the contract for which the accompanying bid or offer is submitted.

I. FINANCIAL DISCLOSURE AFFIRMATION

I FURTHER AFFIRM THAT: I am aware of, and the above business will comply with, the provisions of Section 13-221 of the State Finance and Procurement Article of the Annotated Code of Maryland, which require that every business that enters into contracts, leases, or other agreements with the State of Maryland or its agencies during a calendar year under which the business is to receive in the aggregate \$100,000 or more shall, within 30 days of the time when the aggregate value of the contracts, leases, or other agreements reaches \$100,000, file with the Secretary of State of Maryland certain specified information to include disclosure of beneficial ownership of the business.

J. POLITICAL CONTRIBUTION DISCLOSURE AFFIRMATION

I FURTHER AFFIRM THAT: I am aware of, and the above business will comply with, Election Law Article, §§14-101—14-108, Annotated Code of Maryland, which requires that every person that enters into contracts, leases, or other agreements with the State of Maryland, including its agencies or a political subdivision of the State, during a calendar year in which the person receives in the aggregate \$100,000 or more shall file with the State Board of Elections a statement disclosing contributions in excess of \$500 made during the reporting period to a candidate for elective office in any primary or general election.

K. DRUG AND ALCOHOL FREE WORKPLACE

(Applicable to all contracts unless the contract is for a law enforcement agency and the agency head or the agency head's designee has determined that application of COMAR 21.11.08 and this certification would be inappropriate in connection with the law enforcement agency's undercover operations.)

I CERTIFY THAT:

- (1) Terms defined in COMAR 21.11.08 shall have the same meanings when used in this certification.
- (2) By submission of its bid or offer, the business, if other than an individual, certifies and agrees that, with respect to its employees to be employed under a contract resulting from this solicitation, the business shall:
 - (a) Maintain a workplace free of drug and alcohol abuse during the term of the contract;

(b) Publish a statement notifying its employees that the unlawful manufacture, distribution, dispensing, possession, or use of drugs, and the abuse of drugs or alcohol is prohibited in the business' workplace and specifying the actions that will be taken against employees for violation of these prohibitions;

(c) Prohibit its employees from working under the influence of drugs or alcohol;

(d) Not hire or assign to work on the contract anyone whom the business knows, or in the exercise of due diligence should know, currently abuses drugs or alcohol and is not actively engaged in a bona fide drug or alcohol abuse assistance or rehabilitation program;

(e) Promptly inform the appropriate law enforcement agency of every drug-related crime that occurs in its workplace if the business has observed the violation or otherwise has reliable information that a violation has occurred;

(f) Establish drug and alcohol abuse awareness programs to inform its employees about:

(i) The dangers of drug and alcohol abuse in the workplace;

(ii) The business' policy of maintaining a drug and alcohol free workplace;

(iii) Any available drug and alcohol counseling, rehabilitation, and employee assistance programs; and

(iv) The penalties that may be imposed upon employees who abuse drugs and alcohol in the workplace;

(g) Provide all employees engaged in the performance of the contract with a copy of the statement required by §J(2)(b), above;

(h) Notify its employees in the statement required by §J(2)(b), above, that as a condition of continued employment on the contract, the employee shall:

(i) Abide by the terms of the statement; and

(ii) Notify the employer of any criminal drug or alcohol abuse conviction for an offense occurring in the workplace not later than 5 days after a conviction;

(i) Notify the procurement officer within 10 days after receiving notice under §J(2)(h)(ii), above, or otherwise receiving actual notice of a conviction;

(j) Within 30 days after receiving notice under §J(2)(h)(ii), above, or otherwise receiving actual notice of a conviction, impose either of the following sanctions or remedial measures on any employee who is convicted of a drug or alcohol abuse offense occurring in the workplace:

(i) Take appropriate personnel action against an employee, up to and including termination; or

(ii) Require an employee to satisfactorily participate in a bona fide drug or alcohol abuse assistance or rehabilitation program; and

(k) Make a good faith effort to maintain a drug and alcohol free workplace through implementation of §J(2)(a)—(j), above.

(3) If the business is an individual, the individual shall certify and agree as set forth in §J(4), below, that the individual shall not engage in the unlawful manufacture, distribution, dispensing, possession, or use of drugs or the abuse of drugs or alcohol in the performance of the contract.

(4) I acknowledge and agree that:

(a) The award of the contract is conditional upon compliance with COMAR 21.11.08 and this certification;

(b) The violation of the provisions of COMAR 21.11.08 or this certification shall be cause to suspend payments under, or terminate the contract for default under COMAR 21.07.01.11 or 21.07.03.15, as applicable; and

(c) The violation of the provisions of COMAR 21.11.08 or this certification in connection with the contract may, in the exercise of the discretion of the Board of Public Works, result in suspension and debarment of the business under COMAR 21.08.03.

L. CERTIFICATION OF CORPORATION REGISTRATION AND TAX PAYMENT

I FURTHER AFFIRM THAT:

(1) The business named above is a (domestic ☐) (foreign ☐) corporation registered in accordance with the Corporations and Associations Article, Annotated Code of Maryland, and that it is in good standing and has filed all of its annual reports, together with filing fees, with the Maryland State Department of Assessments and Taxation, and that the name and address of its resident agent filed with the State Department of Assessments and Taxation is:

Name: _____ Address: _____

(if not applicable, so state).

(2) Except as validly contested, the business has paid, or has arranged for payment of, all taxes due the State of Maryland and has filed all required returns and reports with the Comptroller of the Treasury, the State Department of Assessments and Taxation, and the Department of Labor, Licensing, and Regulation, as applicable, and will have paid all withholding taxes due the State of Maryland prior to final settlement.

M. CONTINGENT FEES

I FURTHER AFFIRM THAT: The business has not employed or retained any person, partnership, corporation, or other entity, other than a bona fide employee, bona fide agent, bona fide salesperson, or commercial selling agency working for the business, to solicit or secure the Contract, and that the business has not paid or agreed to pay any person, partnership,

corporation, or other entity, other than a bona fide employee, bona fide agent, bona fide salesperson, or commercial selling agency, any fee or any other consideration contingent on the making of the Contract.

N. Repealed.

O. CERTIFICATION REGARDING INVESTMENTS IN IRAN

(1) The undersigned bidder or offeror certifies that, in accordance with State Finance & Procurement Article, §17-705:

(i) it is not identified on the list created by the Board of Public Works as a person engaging in investment activities in Iran as described in §17-702 of State Finance & Procurement; and

(ii) it is not engaging in investment activities in Iran as described in State Finance & Procurement Article, §17-702.

(2) The undersigned bidder or offeror is unable to make the above certification regarding its investment activities in Iran due to the following activities:

P. ACKNOWLEDGEMENT

I ACKNOWLEDGE THAT this Affidavit is to be furnished to the Procurement Officer and may be distributed to units of: (1) the State of Maryland; (2) counties or other subdivisions of the State of Maryland; (3) other states; and (4) the federal government. I further acknowledge that this Affidavit is subject to applicable laws of the United States and the State of Maryland, both criminal and civil, and that nothing in this Affidavit or any contract resulting from the submission of this bid or proposal shall be construed to supersede, amend, modify or waive, on behalf of the State of Maryland, or any unit of the State of Maryland having jurisdiction, the exercise of any statutory right or remedy conferred by the Constitution and the laws of Maryland with respect to any misrepresentation made or any violation of the obligations, terms and covenants undertaken by the above business with respect to (1) this Affidavit, (2) the contract, and (3) other Affidavits comprising part of the contract.

I DO SOLEMNLY DECLARE AND AFFIRM UNDER THE PENALTIES OF PERJURY THAT THE CONTENTS OF THIS AFFIDAVIT ARE TRUE AND CORRECT TO THE BEST OF MY KNOWLEDGE, INFORMATION, AND BELIEF.

Date: _____

By: _____ (Authorized Representative and Affiant)



EXHIBIT C
Contract Affidavit

A. AUTHORIZED REPRESENTATIVE

I HEREBY AFFIRM THAT:

I am the _____ (title) and the duly authorized representative of
_____ (business)
and that I possess the legal authority to make this Affidavit on behalf of myself and the business for which I am acting.

B. CERTIFICATION OF CORPORATION REGISTRATION AND TAX PAYMENT

I FURTHER AFFIRM THAT:

(1) The business named above is a (domestic _____) (foreign _____) corporation registered in accordance with the Corporations and Associations Article, Annotated Code of Maryland, and that it is in good standing and has filed all of its annual reports, together with filing fee, with the Maryland State Department of Assessments and Taxation, and that the name and address of its resident agent filed with the State Department of Assessments and Taxation is:

Name: _____
Address: _____

(2) Except as validly contested, the business has paid, or has arranged for payment of, all taxes due the State of Maryland and has filed all required returns and reports with the Comptroller of the Treasury, the State Department of Assessments and Taxation, and the Department of Labor, Licensing and Regulation, as applicable, and will have paid all withholding taxes due the State of Maryland prior to final settlement.

C. CERTAIN AFFIRMATIONS VALID

I FURTHER AFFIRM THAT:

To the best of my knowledge, information, and belief, each of the affirmations, certifications, or acknowledgments contained in that certain Bid/Proposal Affidavit dated _____, 20____, and executed by me for the purpose of obtaining the contract to which this Exhibit is attached remains true and correct in all respects as if made as of the date of this Contract Affidavit and as if fully set forth herein.

I DO SOLEMNLY DECLARE AND AFFIRM UNDER THE PENALTIES OF PERJURY THAT THE CONTENTS OF THIS AFFIDAVIT ARE TRUE AND CORRECT TO THE BEST OF MY KNOWLEDGE, INFORMATION, AND BELIEF.

DATE: _____

BY: _____
(Signature)

(Authorized Representative and Affiant)



EXHIBIT D SAMPLE MASTER AGREEMENT

This Agreement made the _____ day of _____, Two Thousand and _____, by and between _____, herein called "Contractor" and Towson University, herein called "University." Witnesseth, that the Contractor and the University, for the consideration here mentioned agree as follows:

Article 1. Scope of Contract - The Contractor shall furnish all materials and perform all of the work described in the Contract Documents, and shall comply with all of the terms and conditions of the Contract Documents, all of which are made a part hereof and are referred to herein as "the Contract."

Article 2. Contract Documents - The Contract between the parties is set forth in the Contract Documents which consist of the following, listed in their order of precedence:

- A. This Contract,
- B. Towson University - Request for Proposal, for the Procurement of _____, Towson University, RFP No. _____ including all attachments, exhibits, and addenda, and subsequent Purchase Order, and
- C. Contractor's Proposal dated _____, submitted in response to the RFP (hereinafter referred to as the "Proposal").

In the event of a conflict between the terms and conditions of any of the Contract Documents, the controlling terms and conditions shall be in the above listed order of precedence.

Article 3. Services - The Contractor's performance under this Contract shall be in accordance with the requirements generally set forth in the RFP and specifically described in Section V., Specifications and as set forth in the Contractor's Technical Proposal.

Article 4. Term of Contract - The term of the contract shall be one year from the date that the University provides the Contractor with a Notice to Proceed. The University shall have the option to exercise four annual renewal options, said options to be exercised at the sole discretion of the University. Should the University elect to renew the contract, all prices, terms and conditions will remain in effect.

Article 5. Contract Price - The University shall pay the Contractors as follows:

Total Project Cost \$ _____

Article 6. Payment of State Obligations - Contractor will be paid for services rendered in accordance with the terms and conditions of the Contract Documents and upon submission of proper invoices submitted to the Towson University, Accounts Payable Office. The Contractor's Federal Identification Number and the University's Purchase Order number must be included on all invoices. Towson University is exempt from the payment of taxes and shall provide the Contractor with a copy of tax-exempt certificate upon request.

Electronic funds will be used by the State to pay Contractor for this Contract and any other State payments due Contractor unless the State Comptroller's Office grants Contractor an exemption.

Article 7. Limitation of Liability - The University shall not be liable for any indirect, special or consequential damages, such as loss of anticipated profits or other economic loss in connection with or arising out of the services provided in the Contract.

Article 8. Assignment - University may assign this Contract with Contractor's written consent, which shall not be unreasonably withheld.

Article 9. Entire Agreement - This Contract, including all Contract Documents, constitutes the entire agreement between the University and the Contractor. No waiver, modification or amendment of any of the terms or conditions hereof shall be effective unless set forth in writing and duly signed by the Contractor and the University.

IN WITNESS WHEREOF, the parties have executed this Contract by their duly authorized officer, agents or official on the day and year first above written.

CONTRACTOR

Witness

Corporate Officer or Authorized Agent

Date

AFFIX
CORPORATE
SEAL

Printed Name and Title

TOWSON UNIVERSITY

Witness

Authorized Agent

Date

Printed Name and Title



**EXHIBIT F
COMPANY PROFILE**

COMPANY NAME: _____

DATE OF INCORPORATION: _____ STATE OF INCORPORATION: _____

TYPE OF WORK PERFORMED: _____

NUMBER OF YEARS IN BUSINESS: _____

OTHER OR FORMER NAMES UNDER WHICH YOUR ORGANIZATION HAS OPERATED: _____

TYPE OR ORGANIZATION: (I.E., CORP., PARTNERSHIP, INDIVIDUAL, JOINT VENTURE, OTHER): _____

NAME OF PRINCIPAL(S) AND TITLE(S): _____

BRIEF HISTORY OF COMPANY: _____

TOTAL NUMBER OF EMPLOYEES: _____

NUMBER OF FIELD EMPLOYEES (Excluding Supervisory): _____

NUMBER OF FIELD SUPERVISORY PERSONNEL: _____

NUMBER OF OFFICE PERSONNEL (Excluding Supervisory): _____

NUMBER OF OFFICE SUPERVISORY PERSONNEL: _____

BONDING CO.: _____ BONDING CAPACITY: _____



EXHIBIT G
FIRM EXPERIENCE

Duplicate as necessary to provide all required experience.

PROPOSER: _____
PROJECT NAME: _____
PROJECT DOLLAR SIZE: _____
START DATE: _____
COMPLETION DATE: _____

CLIENT/CUSTOMER: _____
ADDRESS: _____
CONTACT PERSON: _____
TELEPHONE NUMBER: _____
FAX NUMBER: _____
EMAIL: _____
PROJECT MANAGER: _____

BRIEF, BUT DETAILED DESCRIPTION OF THE PROJECT:

SIMILARITIES BETWEEN THIS PROJECT AND TU PROJECT:



**EXHIBIT K
ADDENDA ACKNOWLEDGMENT**

NAME OF BIDDER: _____

SOLICITATION NUMBER: _____

PROJECT TITLE: _____

DUE DATE: _____

ACKNOWLEDGMENT

I hereby acknowledge receipt of the following addenda which have been issued regarding the above referenced solicitation:

Addendum #1, issue date _____

Addendum #2, issue date _____

Addendum #3, issue date _____

Addendum #4, issue date _____

Addendum #5, issue date _____

Signature

Printed Name

Title

Company

Date

**EXHIBIT T
CONTRACT VOLUME REPORT**

CONTRACTOR'S NAME: _____

Period _____ **thru** _____
(date) **(date)**

	Product Category Descriptions	Sales	July – December 2013	Cumulative Total
Group 1	Audio Equipment	Sales to USM		
		Sales to K – 12		
		Sales to other MEEC participants		
		Total Group 1:		
			July – December 2013	Cumulative Total
Group 2 and 2a	Presentation Equipment and Supplies/Accessories	Sales to USM		
		Sales to K – 12		
		Sales to other MEEC participants		
		Total Groups 2 & 2a:		
			July – December 2013	Cumulative Total
Group 3 and 3a	Projector Data/Video and Supplies/Accessories	Sales to USM		
		Sales to K – 12		
		Sales to other MEEC participants		
		Total Groups 3 & 3a:		
			July – December 2013	Cumulative Total
Group 4	Monitors	Sales to USM		
		Sales to K – 12		
		Sales to other MEEC participants		
		Total Group 4:		
			July – December 2013	Cumulative Total
Group 5 and 5a	Media Recording/Playback Products and Supplies/Accessories	Sales to USM		
		Sales to K – 12		
		Sales to other MEEC participants		
		Total Groups 5 & 5a:		
			July – December 2013	Cumulative Total
Group 6	Photography Equipment & Supplies	Sales to USM		
		Sales to K – 12		
		Sales to other MEEC participants		
		Total Group 6:		
			July – December 2013	Cumulative Total
Group 7 and 7a	Videoconferencing Equipment and Supplies/Accessories	Sales to USM		
		Sales to K – 12		
		Sales to other MEEC participants		
		Total Groups 7 & 7a:		

Group 8	Cables	Sales to USM		
		Sales to K – 12		
		Sales to other MEEC participants		
		Total Group 8:		
Group 9	Locking and Security Devices	Sales to USM		
		Sales to K – 12		
		Sales to other MEEC participants		
		Total Group 9:		

Sample Asset Delivery Report

[illegible]



ADDENDUM NO. 1
AUDIO VISUAL EQUIPMENT SUPPLIERS
PROJECT NUMBER TU-1350

April 16, 2013

Ladies and Gentlemen:

Procurement

Towson University
8000 York Road
Towson, MD
21252-0001

t. 410 704-2171
f. 410 704-8233

The purpose of this addendum is to clarify certain portions of the above-referenced project with all prospective Offerors.

- The bid due date is moved out to Wednesday, May 1, 2013, by the close of business.
- Attached to this addendum is the current list of potential bidders.
- The answers to questions submitted by the deadline will be issued in the next addendum.

All addenda will be incorporated into the final contract documents and will be binding on all Offerors responding to this solicitation. Each Offeror submitting a bid/proposal must acknowledge receipt of all addenda by completing and forwarding Exhibit K (included in the bid package) with the bid response; failure to acknowledge addenda may result in bid/proposal rejection.

If you have any questions regarding this addendum, please contact me at (410) 704-4453 or email me at JSutton@towson.edu.

Sincerely,

Jeff Sutton
Procurement Officer Representative

JS:mlk

Attachment

**THE UNIVERSITY SYSTEM OF MARYLAND AND
THE MARYLAND EDUCATION ENTERPRISE CONSORTIUM (MEEC) FOR
PURCHASE OF AUDIO VISUAL EQUIPMENT
TU-1350
RFP
JEFFERY SUTTON**

SOLICITATION DATE: 3/14/13 Pre-Proposal Conference: 4/4/13 – 10:00 AM, Room 424 Deadline for Questions: 4/12/13 – Close of business Proposals Due: 4/23/13 – 5/1/13 by close of business Date of Award: 5/13/13 3/14/13-eMM	Originated: 1/24/13 Last Date Revised: 04/16/13 - 2:52 PM
--	--

	MBE/ SBR	Company Name	Contact Person / Address	Phone / Fax Nos.	Email
1.		Office of Minority Affairs (OMA)	6 St. Paul Street Balto., MD 21202	P: 410-767-8232 F: 410-333-7568	info@mdminoritybusiness.com ;
2.		Acuity Audiovisual	Alan Jacobson Account Manager 11301 Industrial Rd Manassas, VA 20109	o: 703.361.6080 m: 571.334.2623 F: 703-361-6463	ajacobson@acuityav.com ;
3.		American Amplifier	Justin Burdett 4481 Nicole Ave. Lanham, MD	P: 301-459-8900 F: 301-459-9775	Justin_Burdett@Americanamplifier.com ;
4.		AMX	Tom Mykietyn Business Dev Mgr Higher Ed & Corporate	Direct: 973-930-5728	Tom.mykietyn@amx.com
5.		Audio Enhancement	Jonathan Harris Chelsea Cannon 14241 S. Redwood Road Bluffdale, UT 84065	Phone: 800.383.9362 Fax: 801.254.3802	Chelsea.Cannon@AudioEnhancement.com ; Jonathan.Harris@audioenhancement.com ;
6.		AVI-SPL Audio Visual Innovations	Kelly Minich Education Acc Mgr 9701 Philadelphia Ct., Suite J Lanham, MD 20706	cell: 443-248-1515 f: 301-306-7540 f: 877.373.6848 ext 14342	Kelly.Minich@avispl.com
7.		Bridges System Integration	Casey Kilgore 23465 Rock Haven Way, Suite 140 Sterling, VA 20166	P: 703-229-1143 P: 703-229-0100 F: 703-229-0070	casey.kilgore@bridges-si.com ;
8.		CCS	Bennett Weiss Strib Meares 8901 Herrmann Drive Columbia, MD 20145	P: 410-290-9028 F: 410-290-9047 M: 410-369-8176	bweiss@ccsprojects.com ; smeares@ccsprojects.com ;
9.		CDW-G	Marilyn Brief Acct. Mgr Ray Velazquez Acct. Mgr.	Marilyn Brief P: 877-769-4027 F: 847-968-0580 W: 847-371-7126 C: 877-769-4027 Ray Velazquez P: 877-325-6615 F: 847-932-6878	mariger@cdwg.com ; marilynbrief@yahoo.com ; raymvel@cdwg.com ;
10.		Carousel Industries	Craig DeSimone Application Sales Exec 10944 Beaver Dam Road Hunt Valley MD, 21030	866-495-5273	cdesimone@carouselindustries.com ;

THE UNIVERSITY SYSTEM OF MARYLAND AND
THE MARYLAND EDUCATION ENTERPRISE CONSORTIUM (MEEC) FOR
PURCHASE OF AUDIO VISUAL EQUIPMENT
TU-1350
RFP
JEFFERY SUTTON

	MBE/ SBR	Company Name	Contact Person / Address	Phone / Fax Nos.	Email
11.		Clinton Learning Solutions	Colin Bords 1282 Smallwood Drive, W. #505 Waldorf, MD 20603	301-710-5395	Colin@clintonls.com ;
12.		Communications Engineering, Inc.	J. James Baldwin Mgr., Inside Sales Rudy Niznansky 8500 Cinder Bed Rd. Ste. 100 Newington, VA 22122	P: 703-550-5800 F: 703-550-5180	jbaldwin@commeng.com ; rniznansky@commeng.com ;
13.		Crestron Electronics (Manufacturer)	Melissa Hamilton 6990 Columbia Gateway Drive, Suite 120 Columbia, MD 21046	P: 678-327-5307 F: 410-953-0016	mhamilton@crestron.com ;
14.	Y	Daly	Jeff DiBella 22521 Gateway Center Drive Clarksburg, MD 20871	P: 301-670-0381 F: 301-963-1516	Jeff.dibella@daly.com ; Marcie@daly.com ;
15.		Dascom Systems Group, LLC	Pete Wright Senior Account Manager	Main: (800) 373.8266 Mobile: (410) 507.8912	pwright@dascom-systems.com ;
16.		Delaware Audio Visual Integration & Design, LLC	Dan Harlow Sales Engineer 920 N. Church St., Ste A Wilmington, DE 19801-4343	P: 302.655.1600 F: 302.655.6600 C: 302.358.0281	DHarlow@DelawareAV.com ;
17.		Dell Marketing, L. P.	Toshia Dixon Ted Thomas Melanie Mack	P: 202-286-4893 F: 512-283-0713	Toshia_Dixon@Dell.com ; Ted_Thomas@Dell.com ; Melanie_mack@dell.com ;
18.	Y	DI Design and integration	Eric Hanfman	P: 410-467-2815 F: 410-467-2830	ehanfman@designandintegration.com ;
19.		Einstruction Corporation	Tom Cleary 1038 Jenkintown Road Jenkintown, PA 19046	P: 215-840-5984 F: 215-885-4709	Tom.cleary@einstruction.com ;
20.		DISYS Solutions	Steve Brandon 7028 Hokes Road Glen Rock, PA 20871	P: 443-451-5155	Steve.brandon@disysolutions.com ;
21.		ePlus Technology, Inc.	Jennifer Eslin Business Development Specialist 8865 Stanford Blvd, Suite 203 Columbia, MD 21045 Noreen Powell Senior Account Manager- Commercial and SLED Sales 13595 Dulles Technology Drive Herndon, VA 20171	Jennifer: D: 240-512-2005 F: 240-512-2029 C: 410-253-9258 Noreen: (Cell-preferred) 703-403-5216 D: 703-984-8342 F: 703-984-8643 npowell@eplus.com (Video)	jeslin@eplus.com ; npowell@eplus.com ; MFranklin@eplus.com
22.		Extron Electronics	Ken Mangum, Contact Kellie Herrera GSA Contracts Administrator 1025 East Ball Road Anaheim, CA 92805	Ken: P: 800-633-9876 ext 6176 Kellie: P: 800-633-9873 ext 6446 F: 800-633-9870	kmangum@extron.com ; kherrera@extron.com ;

**THE UNIVERSITY SYSTEM OF MARYLAND AND
THE MARYLAND EDUCATION ENTERPRISE CONSORTIUM (MEEC) FOR
PURCHASE OF AUDIO VISUAL EQUIPMENT
TU-1350
RFP
JEFFERY SUTTON**

	MBE/ SBR	Company Name	Contact Person / Address	Phone / Fax Nos.	Email
23.		Global Gov / Ed Solutions Inc.	Penny Musser Contract Administrator	888-445-2725, x1873 Direct 866-310-0183 877-231-3799 Fax	penny.musser@globalgoved.com ;
24.	SBR	HCGI Hartford	Bill Hottman 10480 Little Patuxent Hwy. Columbia, MD 21014	M: 410-302-0403 O: 410-740-8769 F: 410-740-8732	Bhottman@hcgi.com ;
25.		Human Circuit	Chris Ward Key Account Manager 9120 Gaither Road Gaithersburg, MD 20877	Direct 240-864-4025 Mobile 240-876-2007 Main: 240-864-4000 Fax 240-864-0013	cward@humancircuit.com ;
26.	Y	Innoface Systems	Christian Khoury 1654 Crofton Blvd. Crofton, MD 21114	P: 877-721-4040 F: 410-721-4450	ckhoury@innofacesystems.com ;
27.		Lee Hartman & Sons	John Duffy Project Manager 8839 M Kelso Drive Baltimore, MD 21221	(C) 443.345.7739 P: 410-686-6975 F: 410-686-5170	jduffy@leehartman.com ;
28.		Lightspeed Tech	Elaine Freedman Classroom Audio Consultant Silver Spring, MD	O: 301-495-5684 F: 301-495-4863 240-463-7568	Elaine.freedman@lightspeedtech.com ;
29.	Y	Maryland Sound and Image	Walter Hill 9633 Liberty Road Randallstown, MD 21133	P: 410-281-2800 F: 410-281-2772	whill@mdsound.com ;
30.		Mediatech	Lou Gallo 829 Carswell Ave Holly Hill, FL 32117	C:386-405-0988	lou@gomediatech.com ;
31.		MedVision LLC	Troy Dionne	P: 410-271-3721 F: 410-266-0777	tdionne@medvisionusa.com ;
32.	Y	Nelson White Systems	Michael Kramer	P: 410-668-9628 F: 410-668-9629	mkramer@nelsonwhite.com ;
33.		Net-AV	Chris Braver 4506 Lower Beckleysville Rd. Hampstead, MD 231074	P: 202-450-8083	cbraver@net-av.com ;
34.	Y	Nicholas P. Pipino Associates, Inc.	Stephen J. Pipino President 9159-A Red Branch Road Columbia, MD 21045	P: 410-995-0041 P: 888-596-0014 F: 410-964-1191	spipino@pipinoinc.com ;
35.		Promethean, Inc.	Cathy Husbands 1165 Sanctuary Parkway, Suite 400 Alpharetta, GA 30009 11817 Brookeville Landing Court Bowie, MD 20721	P: 240-485-7026 Hollie Poole – RFP Coordinator P: 678-336-8040	Catherine.husbands@prometheanworld.com ; Hollie.Poole@Prometheanworld.com ;
36.		System Source	Steve Kuhn 338 Clubhouse Rd. Hunt Valley, MD 21031	P: 410-771-5544 x 4377 F: 410-771-9507	skuhn@syssrc.com ;
37.		Valiant Audio Video Productions, LLC	Janee Molchan 63 Arden Road	P: 717-360-1932	jane@valiantav.com ;

**THE UNIVERSITY SYSTEM OF MARYLAND AND
THE MARYLAND EDUCATION ENTERPRISE CONSORTIUM (MEEC) FOR
PURCHASE OF AUDIO VISUAL EQUIPMENT
TU-1350
RFP
JEFFERY SUTTON**

	MBE/ SBR	Company Name	Contact Person / Address	Phone / Fax Nos.	Email
38.		Vision Technologies, Inc.	Mark Pizza, CTS Sr. AV Account Executive 530 McCormick Drive, Suite G Glen Burnie, MD 21061	Direct: 410-691-3087 Mobile: 443-835-8173	mpizza@visiontech.biz ;
39.		Visual Sound, Inc.	Brandon Botts Inside Sales/Bid Coordinator 1642 Sulphur Spring Road Baltimore, MD 21227-2539	O: 410-737-0130 F: 410-737-0188	bbotts@visualsound.com ;



ADDENDUM NO. 2
AUDIO VISUAL EQUIPMENT SUPPLIERS
PROJECT NUMBER TU-1350

April 24, 2013

Procurement

Ladies and Gentlemen:

Towson University
8000 York Road
Towson, MD
21252-0001

t. 410 704-2171
f. 410 704-8233

The purpose of this addendum is to clarify certain portions of the above-referenced project with all prospective Offerors.

- The bid due date is moved out to Wednesday, May 8, 2013, by the close of business.

All addenda will be incorporated into the final contract documents and will be binding on all Offerors responding to this solicitation. Each Offeror submitting a bid/proposal must acknowledge receipt of all addenda by completing and forwarding Exhibit K (included in the bid package) with the bid response; failure to acknowledge addenda may result in bid/proposal rejection.

If you have any questions regarding this addendum, please contact me at (410) 704-4453 or email me at JSutton@towson.edu.

Sincerely,

Jeff Sutton
Procurement Officer Representative

JS:mlk



ADDENDUM NO. 3

THE UNIVERSITY SYSTEM OF MARYLAND AND
THE MARYLAND EDUCATION ENTERPRISE CONSORTIUM (MEEC) FOR
PURCHASE OF AUDIO VISUAL EQUIPMENT

TU-1350

April 30, 2013

Procurement Ladies and Gentlemen:

Towson University
8000 York Road
Towson, MD
21252-0001

t. 410 704-2171
f. 410 704-8233

The purpose of this addendum is to clarify certain portions of the above-referenced project with all prospective Offerors.

CHANGE

THE BID DUE DATE HAS BEEN MOVED TO MAY 14, 2013.

QUESTIONS AND ANSWERS

- Q1) Must we complete all of the Bid/Price Proposals, or only the ones that match the equipment that we sell (i.e., we do not sell consumer electronics).
- A1) **Complete the form for the equipment you want to offer.**
- Q2. Can we name authorized resellers that all orders will go through or does it need it go through the bidder?
- A2) **Orders have to be processed through a bidder who receives an award through this RFP.**
- Q3) The bid indicates to providing AV equipment and limited related services for MEEC member institutions including the University System of Maryland. What limited related services would be needed?
- A3) **The contract is intended to be an AV equipment supply contract.**
- Q4) The manufacturer's discount structure often varies within a product category. This will make it hard to offer one discount for an entire category. For example, within the category of projectors you list projectors, cases, and bulbs. All of these products are normally discounted differently. The actual projector will likely have a different discount structure than the case. If we have to offer one discount per manufacturer within each category, we won't be offering the best possible discount. If we can break up the pricing into subcategories, this will allow us to offer deeper discounts where possible. Can we break out pricing by manufacturer into subcategories?
- A4) **A range of discounts within the same product category will be accepted in the Price Proposal. The offeror should explain in the Technical Proposal, Section IV.D.2.h., how the range of discounts will be administered to ensure MEEC members receive their appropriate discounts.**

- Q5) Maintenance is normally discounted differently than hardware. Where are we supposed to price maintenance?
- A5) **We do not anticipate contracting for maintenance under this contract.**
- Q6) How do you envision using services on this contract?
- A6) **This is an equipment contract. MEEC will be issuing a separate RFP for Installation, Integration and services.**
- Q7) On page 15, section E.2, you state: Include on the Price Proposal form any charges that may be applicable to the work, but have not been requested. All prices and discounts offered shall be firm for the initial contract term. How are we to price any charges applicable to the work, when we don't know what work is needed? On other contracts, we have given a breakdown of the different levels of services we can offer with an hourly rate for each level of service. Is this what you are looking for in this RFP?
- A7) **This contract is for equipment only.**
- Q8) Where do we price our services?
- A8) **See A6.**
- Q9) Some manufacturers don't have a list price for their products. How are we to offer a discount off list for these manufacturers? Would you consider a cost plus pricing model where no list price is available?
- A9) **If no list is offered, then the equipment will not be included in the contract.**
- Q10) Since some manufacturers don't have a list price for their products, we will not be able to provide a list price catalog for these manufacturers. Is this acceptable?
- A10) **No. See A9.**
- Q11) What is the reasoning behind requesting a copy of the manufacturer's list price catalog? These are often very large documents that change on a regular basis. Within a month, the catalogs we submit could be outdated.
- A11) **The list price is requested with the bid for evaluation purposes. Thereafter, we request that effective dated list prices be available to support a three-year audit cycle.**
- Q12) Is it okay to have many manufacturers' list price catalogs on a CD or do you want one CD per manufacturer?
- A12) **It is ok to have more than one manufacturers' list price on a CD, but they should be separate files.**
- Q13a) How recent do the letters of authorization need to be?
- A13a) **The letters need to indicate that the firm is a currently authorized supplier.**
- Q13b) Some manufacturers only sell their products through distributors. Can we use letters of authorization from our distributors?
- A13b) **No; letters of authorization need to be from the manufacturer.**
- Q14) How recent do the references need to be?
- A14) **More recent references will receive more favorable consideration.**

Q15) Questions are due on the 12th and we assume it will take a few days for the answers to be released, which only gives us a few days to incorporate the answers into our response before the bids are due. Will you consider extending the RFP?

A15) The bid due date is extended to May 14, 2013.

Q16) Can you tell me if distributors will be eligible to bid on this RFP?

A16) Yes; however, suppliers with broader offerings will receive more favorable consideration. If the distributor does not demonstrate the ability to meet the requirements of the RFP with their Technical Proposal, they will not receive an award.

Q17) Can a manufacturer confirm the discount price but assign which dealers that discounted price will be available from?

A17) Yes; however, suppliers with broader offerings will receive more favorable consideration. If the dealer does not submit a response to the RFP and demonstrate the ability to meet the requirements of the RFP in the Technical Proposal, they will not receive an award.

Q18) If yes, can the billing and shipping still remain between the purchasing entity and the reseller?

A18) Yes.

Q19) If yes, what document(s) will MEEC need from the manufacturer?

A19) The dealer will need to submit a proposal as outlined in the RFP.

Q20) I realize that you cannot guarantee how much equipment will be purchased during the two year period, but can you provide information as to how much equipment, by category, was purchased during the last contract (and confirm the length of that contract)?

A20) This is the first time we have bid an AV Equipment contract; so, that information is not available.

Q21) Also, do you anticipate an extension?

A21) See A15.

Q22) FOB Freight? I don't see any mention that the products delivered need to be delivered FOB. Can you please confirm this?

A22) Delivery is FOB destination with freight pre-paid and added to the invoice if applicable.

Q23) There are several instances in which there are different discounts from the same Manufacturer, within the same product category. Limiting the discount to one single discount and not a range will ultimately limit the discount that resellers are able to offer MEEC under a category. Can you please confirm that a range of discounts within a product category is not permitted?

A23) See A4.

Q24) Page #15, #2 states, "Include on the Price Proposal form any charges that may be applicable to the work, but have not been requested. All prices and discounts offered shall be form for the initial contract term." Can you confirm the interpretation of the word "work" in this statement?

A24) We don't anticipate any additional "work" but we would like proposers to point out any additional charges which they foresee.

Q25) In reference to listing discounts, it is requested that we list the minimum discount we are able to provide. To tag along on what the gentleman said last week about varying discounts based on the product, we can also provide varied discounts based on quantity. For example, this applies to most cabling. The more you buy, the bigger discount you receive. We assume the proposals will have parts listed with large quantities and may qualify for a higher discount. As said in the meeting, we would like to provide you with a detailed range of discounts our company can provide you.

A25) See A4.

Q26) Will shipping have to be included in the unit cost or laid out separately?

A26) Shipping should be presented separate from the unit cost.

Q27) To clarify, this entire project will be exempt from MD, VA, and DC taxes, correct?

A27) No; that is not correct. The supplier will be responsible for obtaining tax exempt certificates from MEEC members who are tax exempt.

Q28) Also in regards to shipping, will you accept partial shipments or is it requested that all the equipment is delivered at once? If the equipment is delivered in one shipment, it will cost more because we will have it shipped to our site first then have it shipped as one bundle to the final site. Whereas, it may be more cost effective to have it shipped directly to the end user from the manufacturer.

A28) Shipping arrangements will need to be worked out between the supplier and the MEEC member placing the order.

Q29) What is the process if a defect on the equipment occurs after delivery?

A29) We ask proposers to address this in Section IV.D.2.g., of the RFP.

Q30) Where would you like Exhibit G attached to?

A30) Exhibit G can be used to respond to Section IV.4. References, in the Technical Proposal.

Q31) Can we list primary products, for example, Projectors as a category, and have secondary different category with accessories such as Projector Lamps, etc. under the same vendor/manufacturer?

A31) Follow the instructions in the RFP.

Q32) Please describe how warranties are classified and how you would like them illustrated.

A32) The proposer should address this in Section IV.2.C. of their Technical Proposal.

Q33) All manufacturers have different warranties for similar products. How do you want us to illustrate this in the Technical and in the Price Proposal? Is it acceptable to discuss general warranties in the Technical Proposal and then go into greater detail in the Price Proposal?

A33) See A32.

Q34) Describe how you will or will not allow different levels of pricing for spare parts, accessories vs main product?

A34) The supplies/accessories are separated on the bid form (Exhibit S) because in our experience, accessories are often subject to higher discounting.

Q35) What is the consortium's definition of accessories? Is it by manufacturer or is it by category? For Example, Epson Projectors vs. Epson Accessories. Can you offer different discounts?

A35) We have grouped accessories by category. It is acceptable to offer a different discount for accessories.

Q36) Can we offer a different discount on lamps and other vendor accessories that don't have the same margin as the products?

A36) Yes.

Q37) Please describe the process the consortium will take for online purchasing. Should the vendors have an online sales website? Does the consortium prefer online ordering, telephone or purchase order acceptable?

A37) The MEEC membership is diverse and ordering preferences will vary.

Q38) Do you want us to illustrate our online ordering process?

A38) Yes.

Q39) Can we have a promotion page or allow promotions? If so, how often can/should we update it? How long can the promotions last, and what are minimum/maximum amount of promotions?

A39) As long as promotions meet the terms of the contract and offer at least the contracted discounts, they are acceptable.

Q40) Please describe how you will or will not allow shipping charges? How will the consortium take into account larger items on a case by case quote to the customer?

A40) See A22, A26 and A28.

Q41) If Purchase Cards (P-cards) are being used, what are the considerations for immediate payments?

A41) Procards may be used, especially for orders < \$5000. Normal bank payment times apply.

Q42) SEC. IV.D.2.E – Main Contact

Can there be two contacts provided for interaction with the Executive Director of MEEC?

A42) Yes.

Q43) SEC. IV.E.2 – Price Proposal –

Q43a) The majority of our manufacturers will only hold pricing firm for one year. As long as the discount offered does not change, can a new price list be submitted within the first term of the contract?

A43a) List prices can be updated as the manufacturers' list changes as long as the discount from list does not change. Effective dated list prices should be available to support a three-year audit cycle.

Q43b) If our dealership changes within the term of the contract, can we offer an alternate manufacturer in the same category?

A43b) MEEC will consider changes to the awarded contracts that are in our best interests. Proposed changes will be addressed to Towson University's Procurement Department. Contract changes will normally be reviewed once a year on the contract renewal date.

Q44) SEC.V.G – Delivery Requirements –

We would like to confirm this is a "Pre-Pay and Add Freight" contract.

A44) See A22.

Q45) Some Manufacturers offer monthly Educational Pricing Programs with upgraded warranties that many of the MEEC members are taking advantage of now. Is there a good way to address this in the bid?

A45) This contract is intended to establish a baseline of discounts and services for the MEEC members. If more attractive offerings become available during the contract, we would expect to receive them. Offerors can explain how this might be accomplished in their Technical Proposal.

Q46) What is the process of adding additional/new manufacturers to the MEEC contract after award? Is there a limit?

A46) See A43.

Q47) There is no clear provision for price changes either during an actual 12-month contract period or at the renewal stage. Based upon price changes dictated to us by manufacturers, and/or changing labor costs, how will these be addressed?

A47) See A43.

Q48) It states that no press releases to any publication, including newspapers with regard to work being conducted under this contract, will be permitted. Could the contract holder seek permission from the actual institution to publicize a significant project without mention of the MEEC contract vehicle?

A48) Yes.

Q49) Prior to the pre-bid meeting for the MEEC solicitation, we'd like to clarify whether installation services are a part of the solicitation. Installation is mentioned within the narrative but does not appear on pricing exhibits. Please let us know if you plan to evaluate installation services costs as part of this solicitation.

A49) See A6.

Q50) Is TU-1350 a multiple award per product, or sole award for product line?

A50) Multiple awards may be made for any given brand within a category.

Q51) Are manufacturers with a direct inside sales department able to bid on TU-1350?

A51) Yes; if they meet the requirements of the RFP.

Q52) Are manufacturers with a direct inside sales department able to bid and list themselves, as well as, applicable resellers (sub-contractors) on bid TU-1350? Likewise, if this answer is yes, how often can an update to resellers be made on the contract?

A52) Only firms that respond to the RFP and receive an award will be eligible to sell from the contract. Firms that do not submit a proposal directly will not be eligible.

Q53) Can a manufacturer submit pricing for this RFP for direct purchasing as well as through a reseller?

A53) See A52.

Q54) Pricing - with other contracts (i.e. PEPPM) we offer a percentage off our list price for product and accessories. It is a unit price. If a customer qualifies for volume discounts 10+, 20+, etc. our discounts go deeper. Is it the purpose of this contract to have one stated price for any purchaser regardless of quantities purchased? Any buyer would still receive the same warranty, service and FOB shipping regardless of quantity. In short, is it one price fits all?

A54) This contract is intended to establish a baseline of discounts and services for its members. If certain members qualify for more attractive offerings, we expect that they will receive them.

Q55) Is not having ACH transfer a deal breaker? We currently are not set up to handle funds transfer for payment. We do accept PO's and credit cards.

A55) See Section II.T. of the RFP.

Q56) Is there a preference to work with a multi-vendor reseller than directly with a manufacturer?

A56) Suppliers with robust offerings are preferred.

Q57) We understand that an installer of the district's choice may be installing our products. It may not be one of our authorized resellers. Will we be able to request that any installer complete our online installation tutorial prior to installing our products whether purchased through Lightspeed or a reseller?

A57) MEEC members use various methods to meet their AV installation needs from in-house staff to subcontractors. We expect they will take reasonable steps to ensure and maintain their competencies.

Q58) The RFP (Section D "Technical Proposal Contents", Subsection 6, pg. 14) requests a Certificate of Good Standing from the Maryland Department of Assessments and Taxation. The bid is due COB April 23, but many of us are preparing our bid responses in advance. Should we wait until after April 15 to get (and submit) a Certificate of Good Standing for the 2012 Tax Year or will you accept either 2011 Tax Year or 2012 Tax Year certificates?

A58) The certificate should be current.

Q59) The Equipment Listing on Exhibit S appears to allow the inclusion of non-specified or "non-historically high volume" manufacturers/brands for the various equipment categories. Is there any requirement for documentation to prove equivalent/superior status of any of these brands? For example, if manufacturer-A is listed as high volume, but we sell manufacturer-B (that makes equal/better products as Mfr-A) and include it on the sheet at a better price/discount than manufacturer-A, do you require any documentation (catalogs, spec sheets, written explanation of swap rationale for the alternates) to get manufacturer-B approved as an alternate?

A59) Bidders may offer whatever manufacturer they like as long as they are qualified and authorized to do so. Contracts may or may not be awarded, depending on the best interests of the MEEC. Due to the time and cost of administering multiple contracts, we do not intend to administer contracts for equipment that does not represent reasonable volume.

Q60) Exhibit S, page 1, second note, reads: "In addition to the Bid Proposal Form, Bidders must include their price list (showing list prices), on a disk in PDF format." We can provide this; however, what is the procedure or policy on manufacturer-instituted price changes over the duration of the contract? If prices go up OR down during the contract period, are we required to submit revised price lists as the Official Working Price List throughout the contract, or are we locked in (for better or for worse) to the prices submitted on these initial price lists?

A60) See A43.

Q61) How will discounts be evaluated? Different manufacturers mark up like products at different levels; therefore, product-A at 45% off list may actually be a higher price than product-B at 35% off list.

A61) We are looking for the best value for our members considering the list price that is submitted and the discount that is offered.

Q62) If a vendor chooses to submit pricing for a small percentage of all categories in the RFP, will they still be considered for award? Is there a minimum number of categories that a vendor must respond to in order to be considered for award?

A62) There is not a minimum, but due to the time and cost of administering multiple contracts, we do not intend to administer contracts for equipment or suppliers who do not represent a reasonable volume.

Q63) Most manufacturers offer different mark-up levels on different product categories or types within their own catalog. For example, accessories typically are marked up at a lower amount than the main product and, in some cases, manufacturers will offer 4 or 5 different discount levels depending on which of their products you are requesting. Will you allow bidders to submit pricing at different levels (Mfr-A, Line-A; Mfr-A, Line-B; Mfr-A, Accessories) or must bidders submit single percentages off per manufacturer (which would result in either non-competitively high pricing on some items or selling other items at a loss)?

A63) See A4.

Q64) It is our assumption that if someone else installs the product, they are responsible for uninstallation and reinstalling the product if it needs warranty service. Is that correct?

A64) In general, this is correct, but there may be some differences among various MEEC members.

Q65) Please clarify freight policy. Reason being that the freight charge of a heavy object (e.g. podium or large screen monitor) would demand a higher freight charge than a small object (e.g. microphone or cable). It is highly unlikely that any vendor can adequately discount a manufacturer's line in whole if, in the price proposal, freight has to be included.

A65) See A22.

Q66) As you probably have been asked, each manufacturer provides different discounts for each commodity or SKU. How do we handle these different series of discounts.

A66) See A4.

Q67) Some SKUs provide service contracts (e.g. video conference equipment). These are sometimes provided at different levels (e.g. 24x7, 8x5, 1 year vs 3 year, etc.). How should we proceed here?

A67) It should be explained in your Technical Proposal.

Q68) How does or will this affect any current county contracts?

A68) This contract is not connected to any county contracts.

Q69) Do MEEC members need to purchase off this contract or will they still be allowed to proceed on their own accord?

A69) MEEC members are not required to purchase from this contract.

All addenda will be incorporated into the final contract documents and will be binding on all Offerors responding to this solicitation. Each Offeror submitting a bid/proposal must acknowledge receipt of all addenda by completing and forwarding Exhibit K (included in the bid package) with the bid response; failure to acknowledge addenda may result in bid/proposal rejection.

If you have any questions regarding this addendum, please contact me at (410) 704-4453 or email me at JSutton@towson.edu.

Sincerely,



Jeff Sutton
Procurement Officer Representative

4/30/13 – JS:ar/mlk

