



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

**Ford Audio Video Systems, LLC - Contract # SW1021 Discount Pricelist - Effective 8-20-20**

<b>Manufacturer</b>	<b>Discount % from MSRP</b>	<b>Manufacturer</b>	<b>Discount % from MSRP</b>	<b>Manufacturer</b>	<b>Discount % from MSRP</b>
Ace Backstage	29%	Califone	18%	Extron	40%
Adaptive Technologies Group	14%	Cambridge Sound mgt.	18%	FSR	20%
AJA	12%	Canare Cable	10%	Fulcrum Acoustic	30%
AKG	37%	Canon	19%	Furman	40%
Alcorn McBride	13%	Casio	18%	Galaxy Audio	40%
Alesis	10%	Chauvet Lighting	29%	Galaxy Audio	40%
Allen & Heath	17%	Chief	35%	Gator Cases	50%
Altinex	18%	Christie Digital	20%	Gepco	18%
Altman	16%	ChyronHugo	5%	Haivision	9%
AMX	41%	Cisco	24%	Hall Research	30%
Analog Way	18%	Cisco (Z Care Support)	13%	Hitachi America	30%
Anchor Audio	28%	Clear One	16%	Hosa	57%
Apantac	13%	Clear-Com	16%	IED	30%
APC	35%	Clock Audio	30%	Ikan Corp	10%
Ashley Audio	33%	Communication Specialties	14%	Ikegami Electronics	20%
Atlas Sound	35%	Community	30%	Info-Motion	25%
Atlona	24%	Contemporary Research	20%	JBL Professional	30%
Audio Technica	25%	Comprehensive	20%	Jensen Transformers	5%
Audio Visual Furniture	35%	Countryman	30%	Juice Goose	25%
Audix	35%	Covid	25%	Jupiter Systems	5%
Auralex Acoustics	27%	Crest Audio	30%	JVC Professional	13%
Avigilon	18%	Crestron	40%	Key West	10%
Avitech	18%	Crown	40%	Kramer	35%
Avteq	36%	Da-Lite	30%	Lectrosonics	20%
Bag End	24%	DBX Professional	30%	Leon Speakers	25%
Barco	23%	Denon/Marantz	15%	Leprecon	20%
Behringer	20%	Digital Projection	15%	Leviton	25%
Belden Wire	20%	Display Devices	20%	LG	15%
Beyerdynamic	26%	DPA Microphones	5%	Liberty	30%
Biamp	38%	Draper	30%	LifeSize	10%
Bittree	16%	D'San	10%	Listen Technologies	25%
Blackmagic Design	6%	DTEN	10%	Logitec	5%
Blonder Tongue	8%	Dukane	40%	Lowell	20%
Bogen	24%	DWI	20%	Lutron	20%
Bosch	25%	Earthworks Inc.	25%	Luxul	25%
Bose	35%	Elmo USA	20%	Lyntec	15%
Brightline	18%	Enseo Inc.	10%	Mackie Designs	20%
Brightsign	13%	Epson	5%	Magenta Research	20%
BSS Audio	30%	ETC Lighting	25%	Marshall Electronics	20%
BTX	23%	Evertz	10%	Martin Professional	30%
Cables To Go	44%	Exact Furniture	20%	Media Vision USA	15%

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(Continued)

Manufacturer	Discount % from MSRP	Manufacturer	Discount % from MSRP	Manufacturer	Discount % from MSRP
Mega Systems Inc.	15%	Radio Design Labs	30%	Tripp Lite	40%
Mersive	15%	Rane	12%	TV One	20%
Meyer Sound Labs	25%	Rapco	30%	Ultimate Support	30%
Microboards	20%	Raxxess	40%	Vaddio	20%
Midas	22%	RCI Systems Inc.	25%	Viewsonic	20%
Mitsubishi	21%	Renkus-Heinz	30%	Vitec	5%
Mystery Electronics	35%	Revolabs	20%	WePresent	25%
Navitar	25%	RGB Spectrum	20%	West Penn Wire	35%
NEC Display	15%	Ross Video	12%	Whirlwind	25%
Newline Interactive	40%	Samsung	21%	Williams Sound	30%
Niles	10%	Screen Innovations	30%	Winsted	15%
Optoma USA	20%	Sennheiser	25%	Wolfvision	15%
Panasonic	25%	Sharp	22%	Wyrestorm	18%
Peavey	40%	Shure	30%	Yamaha	25%
Peerless	15%	Smart Technologies	14%		
Perdue Acoustics	10%	Sonance	15%		
Planar	6%	Sonic Foundry	10%		
Polycom Accesories (DC6)	10%	Sony Professional	15%		
Polycom Install (DC13)	10%	Sound Control Technologies	25%		
Polycom Maintenance(DC13)	13%	Soundcraft	35%		
Polycom Video 1 (DC8)	19%	SoundTube	30%		
Polycom Video 2 (DC10)	25%	SP Controls	25%		
Polycom Video 3 (DC12)	31%	Spectrum Industries	33%		
Polycom Video 4 (DC14)	13%	Stewart Film Screen	25%		
Polycom Voice 1 (DC8)	25%	SurgeX	21%		
Polycom Voice 2 (DC12)	31%	Symetrix	25%		
Polycom Voice 3 (DC14)	36%	Tannoy	35%		
Polycom Voice 4 (DC16)	30%	Tascam	15%		
Premier Mounts	30%	Teac	30%		
PreSonus	25%	Technomad	15%		
ProCo Sound	10%	TOA	30%		
QSC	30%	Tote Vision	28%		

<b>Polycom</b>	<b>Video Telepresence Systems:</b>
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Video Group 1 - DC8	CX5000 Series Systems for Microsoft, CX7000 Series Systems for Microsoft, CX8000 Series Systems for Microsoft	13%
Video Group 2 - DC10	HDX 7000 Series , HDX 6000 Series, RealPresence Group 300 & 310	19%
Video Group 3 - DC12	HDX Executive Collection Series, HDX 9000 Series, HDX 9000 Series Cameras, HDX 8000 Series, HDX 8000 Media Center Series, HDX 7000 Media Center Series, HDX 6000 Media Center Series, EagleEye Director Bundle, HDX 4500 Series, HDX 4002 Series, RealPresence Group 500, RealPresence Group 700	25%
Video Group 4 - DC14	VVX 1500 Media Phone Series Systems	31%

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<b>Polycom</b>	<b>Voice Solution Systems:</b>
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Voice Group 1 - DC8	VoiceStation Series Conference Phones, Communicator USB Speakerphones, 3000 Conference Phone, CX Desktop Phones for Microsoft	13%
Voice Group 2 - DC12	SoundStructure Series, Vortex Series Systems	25%
Voice Group 3 - DC14	SoundStation IP 7000, SoundStation IP 5000, SoundStation Duo, SoundStation2, SoundStation2W, CX Desktop, VVX 300 Series, VVX 400 Series, , VVX 500 Series, , VVX 6500 Series, VVX 1500 Series, SoundPoint IP	31%
Voice Group 4 - DC16	SoundStation VTX 1000 Conference Phones	36%

<b>Polycom</b>	<b>Total Coverage Branded Services:</b>
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Installation - DC13	Onsite OUI Installation Service	10%
Maintenance - DC13	Total Coverage One Year & Total Coverage Three Year Maintenance Service	10%

**AV System Installation and Training****Hourly Labor Rates:**

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

**Maintenance/Service Hourly Labor Rates:**

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

**Rental Service Hourly Labor Rates:**

Engineer	\$110.00
Rental Technician	\$64.00

**Response Time Frame:**

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

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

Technicians originate from Oklahoma City and Tulsa

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

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