

Government/Education Pricing

Procut/Manufacturer Description	% off List
APC	30%
Atlas Sound	25%
Atlona	27%
Avteq	15%
Barco	23%
Biamp	40%
C2G	27%
Chief	30%
Cisco	5%
Crestron	47%
Da-Lite	28%
Draper	30%
Extron	42%
JBL	30%
Liberty Wire Cable	30%
Listen Technologies	25%
Middle Atlantic	30%
NEC	33%
Newline Interactive	20%
Panasonic	33%
Peerless	30%
Planar	22%
Plantronics	20%
Polycom - DC10	27%
Polycom - DC11	27%
Polycom - DC12	30%
Polycom - DC13	30%
Polycom - DC14	35%
Polycom - DC15	35%
Polycom - DC16	37%

Services Description	Hourly NTE Rate
A/V Design	\$75
Installation, AV & Video	\$75
Programming, Crestron/AMX/Extron/BIAMP	\$85
Project Management and CAD	\$75
Telepresence Design, Install, Support	\$125
Unified Communication Design, Consulting & Implementation	\$125
SKC Managed Services	Custom Quote

Rental Services	Rate
N/A	

Polycom - DC2	5%
Polycom - DC3	10%
Polycom - DC4	15%
Polycom - DC6	20%
Polycom - DC8	25%
Polycom - DC99	0%
QSC	30%
Samsung	28%
Sennheiser	22%
Sharp	28%
Shure	30%
Vaddio	15%
Williams Sound	15%