

Vendor Name	Discount % From MSRP	Vendor Name	Discount % From MSRP
Ace Backstage	27.00%	Covid	35.00%
AJA Video	13.00%	Crest Audio	27.00%
AKG Acoustics	28.00%	Crestron	40.00%
Alesis	34.00%	Crown	42.00%
ATM Flyware	30.00%	Da-Lite Screen	30.00%
Allen & Heath	20.00%	DBX Professional	35.00%
Altinex	25.00%	Digital Projection	16.00%
Altman Lighting	21.00%	Digidesign	18.00%
AMX	40.00%	Digital Factory	26.00%
Analog Way	21.00%	Display Devices	20.00%
Anchor Audio	25.00%	Display Werks	22.00%
American Power	34.00%	DPA Microphones	9.00%
Audio Technica	40.00%	Draper	32.00%
Audix	31.00%	D'San	9.00%
Auralex Acoustics	33.00%	Dukane	40.00%
Avitech	20.00%	DWI	20.00%
Bag End	32.00%	EAW	28.00%
Barco	20.00%	Enseo	16.00%
Beyerdynamic	22.00%	ETC Lighting	29.00%
Biamp	31.00%	Evertz	13.00%
Bittree	14.00%	Extron	39.00%
Blackmagic Design	5.00%	Fiber Options	38.00%
Blonder Tongue	11.00%	FSR	24.00%
Bogen	37.00%	Fujinon	14.00%
Bogen Imaging	14.00%	Fulcrum Acoustic	30.00%
Bosch	25.00%	Furman	36.00%
Bretford	37.00%	Galaxy Audio	29.00%
Brightline	17.00%	Gepco	14.00%
BSS Audio	19.00%	Hall Research	19.00%
BTX	19.00%	Harris Broadcast	13.00%
Cables To Go	28.00%	Barco/High End Lighting	20.00%
Canare Cable	17.00%	Hitachi Projectors	41.00%
Canon	20.00%	Hosa	49.00%
Chauvet Lighting	27.00%	IED	20.00%
Chief	30.00%	Ikegami	18.00%
Christie	23.00%	Intelix	21.00%
Cisco Telepresence	18.00%	Ivie Technologies	29.00%
Clarity Visual	19.00%	JBL Professional	27.00%
Clear-Com	19.00%	Jensen Transformers	18.00%
Clock Audio	30.00%	Juice Goose	22.00%
Community	30.00%	JVC Professional	16.00%
Communications Specialties	23.00%	Key West Technology	8.00%
Contemporary Research	21.00%	Kramer	34.00%
Countryman	38.00%		

Ford Audio-Video Systems, Inc.  
File: 001.PricingStructure

4800 West I-40

Oklahoma City, OK

Phone: 405-946-9966

Fax: 405-946-9991  
5/8/2013

Vendor Name	Discount % From MSRP	Vendor Name	Discount % From MSRP
Lectrosonics	29.00%	RGB Spectrum	18.00%

Leprecon	13.00%	Robe	32.00%
Leviton	36.00%	Rose	13.00%
LG	27.00%	Ross Video	12.00%
LifeSize	25.00%	Samsung	19.00%
Listen Technologies	23.00%	Samsung Techwin	23.00%
Lowell	47.00%	Sanyo	34.00%
Lutron	34.00%	Sennheiser	16.00%
Mackie Designs	23.00%	Sharp	28.00%
Magenta Research	19.00%	Shure	36.00%
Marantz/Denon	23.00%	Smart Technologies	17.00%
Marshall	11.00%	Sonance	40.00%
McCauley Sound	41.00%	Sony Audio	20.00%
MediaSite	12.00%	Soundcraft	23.00%
Meyer Sound Labs	30.00%	SoundTube	30.00%
Microboards	16.00%	Stewart Film Screen	24.00%
Middle Atlantic	41.00%	SurgeX	19.00%
Miranda	20.00%	Symetrix	29.00%
Mitek/Atlas Sound	40.00%	Tannoy	40.00%
Mitsubishi Digital	35.00%	Teac	27.00%
Mystery	38.00%	Technomad	17.00%
Navitar	19.00%	Bosch/Telex	29.00%
NEC Display	21.00%	TOA	47.00%
Niles	44.00%	Toner	17.00%
Omni-Mount	35.00%	Tote Vision	24.00%
Oxmoor	18.00%	Tripp Lite	36.00%
Panasonic Broadcast	17.00%	TV One	13.00%
Panasonic Display	17.00%	Ultimate Support	34.00%
Peavey/MediaMatrix	16.00%	Vaddio	18.00%
Peerless	36.00%	Video Furniture	39.00%
Planar	11.00%	Vinten	21.00%
Plus Vision	30.00%	West Penn Wire	41.00%
Polycom	16.00%	Whirlwind Music	19.00%
ProCo Sound	40.00%	Williams Sound	37.00%
QSC	29.00%	Winsted	18.00%
Rane	24.00%	Wireworks	18.00%
Rapco	26.00%	Wireless Computing	20.00%
Raxxess	41.00%	Wolfvision	19.00%
RCI	20.00%	Yamaha	25.00%
Radio Design Lab	30.00%		
Renkus-Heinz	29.00%		

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		<b>Discount %</b>
<b>Vendor Name</b>	<b>Group Description</b>	<b>From MSRP</b>
Polycom (Group 1)	HDX7000, HDX6000, Group 400, QDX Series, RP Desktop License	
Polycom (Group 2)	HDX9000, HDX8000, HDX4000, Group 700, Group 500, EagleEye3, RMX, DMA, CMA, VBP, RSS, Sound Structure, VoIP, Vortex	
		25.00%
		32.00%
Polycom (Group 3)	Video Accessories, CP Phones	12.00%
Polycom (Group 4)	VTX 1000	42.00%

Polycom (Group 5)	Polycom Service	3.00%
Polycom (Group 6)	Total Coverage 1 Year, Total Coverage 3 Year	15.00%
Cisco (Group 1)	EX60, EX90, Integrator Package C40, C60 and C90	41.00%
Cisco (Group 2)	SX20 and SX20 Options, TelePresence MX300 55 and MX200 42	
32.00%		
Cisco (Group 3)	All ZCare Support	19.00%

**Category Two - Installation and Training**

**Hourly Rates:**

Engineering	\$ 95.00
Field Engineering	\$ 85.00
Project Management	\$ 95.00
Field Management	\$ 75.00
Installation Technicians	\$ 55.00
Shop Fabrication	\$ 45.00
Training	\$ 75.00

**Category Three - Maintenance/Service**  
**Service Rates Per Hour:**

In-Shop Bench Rate	\$ 65.00	
Standard Field Rate	\$ 100.00	Response Time: 8am - 5pm, 4 Hour + Travel Time
Emergency Field Rate	\$ 130.00	Response Time: 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 quoted above for Polycom and Cisco service is for factory direct service, and not from a 3rd party service organization.