

ATTACHMENT A - TABLE 1: A/V EQUIPMENT AND DISCOUNTS

Network Controls & Electric, LLC

Mark () all products offered. List the Manufacturer(s)/discount for individual MFG(s). Minimum discount offered (%).

Products	Manufacturer(s)	Discount
1 - AUDIO		
Amplifiers (3)	1. Audio Enhancement 2. Bogen 3. Valcom	15%
Assisted Listening Systems	Audio Enhancement	15%
Headsets (wired & wireless)	Audio Enhancement	15%
Microphones (wired & wireless)	Audio Enhancement	15%
Mixers and Processors	Audio Enhancement	15%
Recorders and Players	Audio Enhancement	15%
Speakers (3)	1. Audio Enhancement 2. Bogen 3. Valcom	15%
Sound Masking Systems	Cambridge	10%
2 - VIDEO		
Cameras (3)	1. Avigilon 2. Hanwha 3. Axis	20% 15% 10%
Digital Cameras	Sony	10%
Digital Signage Devices	Sony	10%
Document Cameras	ViewSonic	30%
3 - DISPLAYS		
Interactive Projectors	ViewSonic	20%
Interactive Displays and Whiteboards	ViewSonic	20%
Monitors (components of contained system)	ViewSonic	20%
Projectors	Epson	20%
Televisions	LG	15%

Products	Manufacturer(s)	Discount
3 - DISPLAYS (CONT.)		
Screen and Shade Projection Systems	Da-Lite	25%
4 - CONTROL SIGNAL DISTRIBUTION		
Cables, Wiring and Other Supplies	Varies (CommScope, Panduit, Berk-Tek, Leviton)	10%
Control and Presentation Systems	Atlona	25%
Control System Panels	Atlona	25%
Surge Protectors	APC	15%
Switches and Routers	Atlona	25%
System Software	Atlona	25%
Wireless Control Devices and Systems	Atlona	25%
6 - RACKS, CARTS AND SUPPORT SYSTEMS		
Charging Carts	Chief	20%
Support Racks	Middle Atlantic	25%
System Racks	Middle Atlantic	25%
Mobile System Cabinet	Middle Atlantic	25%
7 - GENERAL INSTALLATION COMPONENTS		
Batteries / Brackets / Cables / Connectors / Fasteners / Fuses / Hangers / Lamps / Mounts / Wiring / Zip Ties / Electrical Tape	Brand names / Manufacturers do not apply in this Category	See note below
<i>Discount: Percentage not to exceed 4% total equipment cost and 4-6% of installation cost. Total not to exceed 10%. UGU to agree in advance to % charged.</i>		

Other/Optional: See attached spreadsheet with complete product offerings. Varies by Brand.

**Include \$1.00 on Line 1 in the SCEIS On-line Bid Table for Equipment to facilitate system acceptance.*

ATTACHMENT B - TABLE 2: SUPPORT AND INSTALLATION RATES

Network Controls & Electric, LLC

Technician Level	Training / Experience	Performs the following:	Rate
Technician I (\$90.00 per hour or less for this position)	Typically, this position would not hold any industry technical certification.	Basic installation of audio/visual systems, control systems, AV system integration, installation / set up, cable pulling.	\$85.00
Technician II (\$110.00 per hour or less for this position)	3-5 years of AV installation experience. Must hold one or more industry certifications or manufacturer's certifications (i.e. Basic CTS Certification).	At a minimum, this classification of individuals must provide advanced installation knowledge of audio/visual systems, control systems, AV system integration and installation / set up.	\$105.00
Technician III (\$130.00 per hour or less for this position)	Minimum of five (5) years of AV installation experience. This is the highest skilled technician covered under this contract. This person must hold advanced certification from the manufacturers or audio visual industry (i.e. CTS-I, control and audio system certifications).	Ability to install, configure and commission the most complex system, has knowledge of test equipment, and has a working knowledge of computers and computer networking.	\$125.00

Note: Rates are subject to adjustment based on project scope, duration, and specific requirements. All rates include standard labor; materials, equipment, and travel are billed separately.

Table 3 / Event Rate: Not applicable - Network Controls & Electric, LLC is not bidding on Lot 2.

**** Include this Hourly Rate in the SCEIS On-line Bid Table on the appropriate Line Items**