# South Carolina State Term Contract for Audio/Visual Equipment: **Network Controls - Updated 4/5/2021**

**IMPORTANT! Offeror MUST list at least one manufacturer in each sub-category to be considered for award. You may add more columns if offering more than 5 manufacturers. Only the Manufacturers listed on Appendix A may be offered, and your discount must meet or exceed the discount specified on Appendix A. You are encouraged to offer your best discount. You may offer a higher discount after award. DO NOT REFORMAT THIS SPREADSHEET. MUST BE SUBMITTED IN AN EXCEL FORMAT.**

| | Category | Manufacturer #1 | Discount % | Manufacturer #2 | Discount % | Manufacturer #3 | Discount % | Manufacturer #4 | Discount % | Manufacturer #5 | Discount % |
|---|---|---|---|---|---|---|---|---|---|---|---|
| Audio | **Audio** - Speakers | Audio Enhancement | 15% | Bogen | 15% | Atlas | 20% | Valcom | 15% | | |
| | **Audio** - Amplifiers | Audio Enhancement | 15% | Bogen | 15% | Atlas | 20% | Valcom | 15% | | |
| | **Audio** - Microphones (wired and wireless) | Audio Enhancement | 15% | Bogen | 15% | Atlas | 20% | Valcom | 15% | | |
| | **Audio** - Audio Mixers and Processors | Audio Enhancement | 15% | Bogen | 15% | Atlas | 20% | Valcom | 15% | | |
| | **Audio** - Audio Recorders and Players | Audio Enhancement | 15% | Bogen | 15% | Atlas | 20% | Valcom | 15% | | |
| | **Audio** - Assisted Listening Systems | Audio Enhancement | 15% | Bogen | 15% | Atlas | 20% | Valcom | 15% | | |
| | **Audio** - Wired and Wireless Headsets | Plantronics | 10% | Bogen | 15% | Atlas | 20% | Valcom | 15% | | |
| Video | **Video** - Cameras | Avigilon | 20% | Axis | 20% | Sony | 10% | | | | |
| | **Video** - Digital Signage Devices | ViewSonic | 30% | Visix | 30% | Altona | 25% | | | | |
| | **Video** - Professional Video Camera and Recorders | Sony | 10% | | | | | | | | |
| | **Video** - Camcorders | Sony | 10% | | | | | | | | |
| | **Video** - Digital Cameras | Sony | 10% | | | | | | | | |
| Displays | **Displays** - Projectors | ViewSonic | 20% | EPSON | 20% | LG | 15% | | | | |
| | **Displays** - Interactive Projectors | ViewSonic | 20% | | | | | | | | |
| | **Displays** - Interactive Display and Whiteboards | ViewSonic | 15% | | | | | | | | |
| | **Displays** - Projection Screens and Shade Systems | DaLite | 25% | | | | | | | | |
| | **Displays** - Televisions/Monitors | ViewSonic | 20% | LG | 15% | | | | | | |
| Controls Signal Distribution Systems | **Control/Signal Distribution Systems** - Control/Presentation Systems | Atlona | 25% | | | | | | | | |
| | **Control/Signal Distribution Systems** - Control System Panels | Atlona | 25% | | | | | | | | |
| | **Control/Signal Distribution Systems** - AV Switchers/Routers | Atlona | 25% | | | | | | | | |
| | **Control/Signal Distribution Systems** - Wireless Control Systems | Atlona | 25% | | | | | | | | |
| | **Control/Signal Distribution Systems** - AV System Surge Protectors | Eaton | 15% | APC | 15% | TripLite | 15% | | | | |
| Lighting | **Lighting** - Controllers | Atlona | 25% | AMX | 20% | Crestron | 35% | | | | |
| | **Lighting** - Dimmers | Atlona | 25% | AMX | 20% | Crestron | 35% | | | | |
| | **Lighting** - Fixtures | Atlona | 25% | AMX | 20% | Crestron | 35% | | | | |
| Racks, Carts & Support Systems | **AV Racks and Carts** - AV Racks | Chief | 20% | DaLite | 20% | Peerless | 25% | Middle Atlantic | 25% | | |
| | **AV Racks and Carts -** AV Carts | Chief | 20% | DaLite | 20% | Peerless | 25% | Middle Atlantic | 25% | | |
| General Installation Components | **General Installation Components** - Connectors | Commscope | 10% | Panduit | 10% | Leviton | 10% | | | | |
| | **General Installation Components** - Fasteners | SnapToggle | 18% | BlueHawk | 12% | | | | | | |
| | **General Installation Components** - Mounts | Chief | 20% | Peerless | 25% | | | | | | |
| | **General Installation Components** - Wiring | Commscope | 10% | Panduit | 10% | Ber-Tek | 10% | Crestron | 35% | | |

**Enter this number on Line 1** 18.75%

Enter your technician rates below:

| | |
|---|---|
| Technician I Hourly Rate | $ 55.00 |
| Technician II Hourly Rate | $ 75.00 |
| Technician III Hourly Rate | $ 95.00 |

Approved Updates: