



Department of Information Resources
Technology Based Recording Equipment, Software, Conferencing Products and Related Services
Request for Offer DIR-TSO-TMP-559



APPENDIX C, PRICING INDEX
DIR-CPO-5054
FORD AUDIO-VIDEO SYSTEMS, LLC

PRODUCT MANUFACTURER/BRAND	Discount % off MSRP (2 decimals)	PRODUCT MANUFACTURER/BRAND	Discount % off MSRP (2 decimals)
Conferencing Products		Conferencing Products	
1BEYOND	6.00%	DATAPATH	20.00%
ABSEN	39.00%	DBX	30.00%
ACE BACKSTAGE	29.00%	DIGITAL PROJECTION	15.00%
ADAPTIVE	43.00%	DRAPER	31.00%
AJA	11.00%	DUKANE	40.00%
AKG	30.00%	EAW	29.00%
ALCORN MCBRIDE	13.00%	ELMO	24.00%
ALLEN & HEATH	20.00%	EPIPHAN	10.00%
ALTINEX	18.00%	EPSON	15.00%
AMX	40.00%	EXTRON	41.00%
ANALOG WAY	15.00%	FSR	18.00%
ANCHOR AUDIO	26.00%	FULCRUM ACOUSTIC	25.00%
ANTON BAUER	15.00%	GALAXY	40.00%
APANTAC	15.00%	GATOR CASES	45.00%
ASHLY	30.00%	HOSA	40.00%
ATLAS SOUND	35.00%	IED	35.00%
AUDIO TECHNICA	25.00%	INFOMOTION	20.00%
AVIGILON	25.00%	INNOVOX	29.00%
AVTEQ	35.00%	JBL	30.00%
BARCO	25.00%	JVC KENWOOD	12.00%
BARCO CLICKSHARE	10.00%	KRAMER	30.00%
BEYERDYNAMIC	30.00%	L'ACOUSTICS	17.00%
BIAMP	40.00%	LECTROSONICS	22.00%
BITTREE	15.00%	LEXICON	23.00%
BLIZZARD	35.00%	LG	15.00%
BOGEN	40.00%	LIBERTY	40.00%
BOSCH	30.00%	LISTEN TECHNOLOGIES	30.00%
BRIGHTLINE	17.00%	LOGITECH	13.00%
BRIGHTSIGN	17.00%	LOWELL	40.00%
BSS	30.00%	LUMENS	30.00%
BTX	20.00%	LUXUL	30.00%
C2G	40.00%	LYNTEC	17.00%
CAMBRIDGE SOUND	40.00%	MACKIE DESIGNS	15.00%
CHAUVET	25.00%	MARSHALL	22.00%
CHIEF	40.00%	MARTIN PROFESSIONAL	20.00%
CHRISTIE	17.00%	MEGA SYSTEMS	13.00%
CISCO	25.00%	MERSIVE	15.00%
CLEARCOM	15.00%	MEYER SOUND	25.00%
CLEARONE	20.00%	MIDDLE ATLANTIC	40.00%
CLOCK AUDIO	25.00%	NEC DISPLAY	20.00%
COMMUNITY	40.00%	NEWLINE	10.00%
CONTEMPORY RESEARCH	20.00%	PANASONIC	20.00%
COVID	40.00%	PEERLESS	25.00%
CRESTRON	40.00%	PERDUE ACOUSTICS	28.00%
CRIMSON AV	42.00%	PLANAR	11.00%
CROWN	30.00%	POLYCOM	17.00%
DALITE	35.00%	PREMIER	17.00%



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PROCO SOUND	25.00%	SYMETRIX	30.00%
QSC	25.00%	TANNOY	23.00%
RADIO DESIGN LABS	30.00%	TERADEK	5.00%
RCI CUSTOM	20.00%	TIGHTROPE MEDIA	10.00%
RF Venue	10.00%	TOA	30.00%
RGB SPECTRUM	15.00%	TOTEVISION	30.00%
ROSS VIDEO	11.00%	TRIPPLITE	38.00%
RENKUS-HEINZ	29.00%	TVONE	17.00%
SAMSUNG	21.00%	ULTIMATE SUPPORT	40.00%
SCREEN INNOVATIONS	30.00%	VADDIO	17.00%
SHARP	23.00%	VITEC	16.00%
SHURE	25.00%	WEST PENN WIRE	25.00%
SKB	40.00%	WHIRLWIND	30.00%
SONIC FOUNDRY	11.00%	WILLIAMS AV	30.00%
SONY	20.00%	WINDY CITY WIRE	35.00%
SOUND CONTROL	24.00%	WINSTEAD	15.00%
SOUNDCRAFT	25.00%	WOLFVISION	10.00%
SOUNDTUBE	29.00%	WYRESTORM	29.00%
SPECTRUM INDUSTRIES	45.00%	YAMAHA	30.00%
RELATED SERVICE NAME	DIR Discount % off MSRP	Discounted Hourly Labor Rate	
Project Labor Rates			
Project Engineer	30.00%	\$112.84	
Project Manager	30.00%	\$102.26	
Job Supervisor	30.00%	\$84.83	
Installation Technician	30.00%	\$77.58	
Service Technician	30.00%	\$112.84	
Trainer	30.00%	\$84.63	
Maintenance and Support			
Annual	30.00%	\$112.84	
On-Site	10.00%		
Training			
On-Site (Provide number of individuals that can be trained on-site per class: 6-8)	30.00%	\$84.63	
Individual (Vendor site)	30.00%	\$84.63	
Group (Vendor site) Provide number of individuals that can be trained at vendor site: 6-8)	30.00%	\$84.63	
How To Order:			
1. For product and pricing information, please contact Jim Tulberg at (512) 840-5018 or dir@fordav.com			
2. Provide a authorized purchase order to: Ford Audio-Video Systems, LLC . All DIR purchase orders must reference Ford's DIR Contract Number: DIR-CPO-5054 to ensure contract compliance. Please email all purchase orders to dir@fordav.com			
3. E-mail vendor purchase order and/or signed Ford proposal/quote form to your designated Ford Account Manager for processing.			