



**State of Texas Department of Information Resources (TX - DIR)**  
**Technology Based Conferencing Products and Services**  
**Contract DIR-CPO-5054**



**Ford Audio Video Systems, LLC**  
**Pricing Index**  
**Current as of 1/21/26**

Product Manufacturer/Brand	Discount % off MSRP	Product Manufacturer/Brand	Discount % off MSRP
1Beyond	6%	JBL	30%
Absen	39%	JVC Professional	12%
Ace Backstage	29%	Kramer	30%
Adaptive Technologies	43%	L-Acoustics	17%
AJA	11%	Lectrosonics	22%
AKG Acoustics	30%	Lyntec (as Lentec)	17%
Alcorn McBride Inc	13%	Lexicon	23%
Allen & Heath	20%	LG	15%
Altinex	18%	Liberty AV Solutions	40%
AMX	40%	Listen Technologies	30%
Analog Way	15%	Logitech	13%
Anchor Audio	26%	Lowell Manufacturing	40%
Anton Bauer	15%	Lumens	30%
Apantac LLC	15%	Luxul	30%
Ashly Audio Inc.	30%	Mackie	15%
Atlas Sound	35%	Marshall	22%
Audio Technica	25%	Martin Professional	20%
Avigilon	25%	Mega Systems Inc.	13%
AVPro Edge	40%	Mersive	15%
Avteq	35%	Meyer Sound Labs	25%
Barco	25%	Middle Atlantic	40%
Beyerdynamic	30%	NEC Display	20%
Biamp	40%	Newline Interactive	10%
Bittree	15%	Panasonic	20%
Blizzard Lighting	35%	Peerless	25%
Bogen Communications	40%	Perdue Acoustics	28%
Bosch	30%	Planar	11%
Brightline	17%	Polycom	17%
BrightSign	17%	Premier Mounts	17%
BSS Audio	30%	ProCo	25%
BTX	20%	QSC	25%
Cables To Go (as C2G)	40%	Radio Design Labs	30%

Cambridge Sound Mgt.	40%	RCI Systems Inc	20%
Chauvet	25%	Renkus-Heinz	29%
Chief	40%	RF Venue	10%
Christie	17%	RGB Spectrum	15%
Cisco	25%	Ross Video	11%
Clear-com	15%	Samsung	21%
Clearone	20%	Screen Innovations	30%
ClockAudio	25%	Sharp	23%
Community Professional	40%	Shure	25%
Contemporary Research	20%	SKB	40%
Covid	40%	Sonic Foundry	11%
Crestron (as Creston, no second 'r')	40%	Sony	20%
Crimson AV	42%	Sound Control Technologies	24%
Crown	30%	Soundcraft	25%
Da-Lite	35%	SoundTube	29%
DataPath	20%	Spectrum Industries	45%
DBX professional	30%	Symetrix	30%
Digital Projection	15%	Tannoy	23%
Draper	31%	Teradek	5%
Dukane	40%	TightRope Media Systems	10%
EAW Eastern Acoustic Works	29%	TOA	30%
Elmo	24%	Tote Vision	30%
Epiphan	10%	Tripp Lite	38%
Epson	15%	TV One	17%
Extron	41%	Ultimate Support	40%
Ford AV Services	30%	Vaddio	17%
FSR	18%	Vitec	16%
Fulcrum Acoustic	25%	West Penn (no 'wire')	25%
Galaxy Audio	40%	Whirlwind	30%
Gator Cases	45%	Williams Sound	30%
Hosa	40%	Windy City Wire	35%
IED	35%	Winsted	15%
Info-motion	20%	Wolfvision	10%
Innovox Audio LLC	29%	Wyrestorm	29%

Service rates	TX DIR Discount % from MSRP	Discounted Hourly Labor Rate
Engineer	30%	\$112.84
Project Manager	30%	\$102.26
Job Super Intendent	30%	\$84.83
Installation Technician	30%	\$77.58
Shop Fabrication	30%	\$77.58
Field Service Engineer	30%	\$112.84
Training	30%	\$84.63
Maintenance/Service Support	30%	\$77.58

#### How to Order:

1. For product and pricing information, please contact James Matthews at (303) 474-2061 or via email at [mattj@fordav.com](mailto:mattj@fordav.com)
2. Provide an authorized Purchase Order to: Ford Audio-Video Systems, LLC. All TX DIR Purchase Orders must reference Ford's TX DIR Contract Number: **DIR-CPO-5054** to ensure contract compliance. Please email all Purchase Orders to [mattj@fordav.com](mailto:mattj@fordav.com)
3. Email vendor Purchase Orders and/or signed Ford AV proposal/quote form to your designated Ford Account Manager for processing.