



Ford Audio-Video Systems, LLC

Pricing Index

Current as of 3/4/26



State of Texas Department of Information Resources (TX - DIR)

Technology Based Conferencing Products and Services

Contract DIR-CPO-5054

Product Manufacturer/Brand	Discount % off MSRP	Product Manufacturer/Brand	Discount % off MSRP
1Beyond	6%	JVC Professional	12%
Absen	39%	Kramer	30%
Ace Backstage	29%	L-Acoustics	17%
Adaptive Technologies	43%	Lectrosonics	22%
AJA	11%	Leon Speakers	30%
AKG Acoustics	30%	Lexicon	23%
Alcorn McBride Inc	13%	LG	15%
Allen & Heath	20%	Liberty AV Solutions	40%
Altinex	18%	Listen Technologies	30%
AMX	40%	Logitech	13%
Analog Way	15%	Lowell Manufacturing	40%
Anchor Audio	26%	Lumens	30%
Anton Bauer	15%	Luxul	30%
Apantac LLC	15%	Lyntec	17%
Ashly Audio Inc.	30%	Mackie	15%
Atlas Sound	35%	Marshall	22%
Audio Technica	25%	Martin Professional	20%
Aver	10%	Mega Systems Inc.	13%
Avigilon	25%	Mersive	15%
AVPro Edge	40%	Meyer Sound Labs	25%
Avteq	35%	Middle Atlantic	40%
Barco	25%	NanoLumens	10%
Beyerdynamic	30%	NEAT	10%
Biamp	40%	NEC Display	20%
Bittree	15%	NetGear	20%
Black Magic Design	7%	Newline Interactive	10%
Blizzard Lighting	35%	Now Micro	40%
Bogen Communications	40%	Panasonic	20%
Bosch	30%	Peerless	25%
Brightline	17%	Perdue Acoustics	28%
BrightSign	17%	Planar	11%
BSS Audio	30%	Polycom	17%
BTX	20%	Premier Mounts	17%
Cables To Go	40%	ProCo	25%
Cambridge Sound Mgt.	40%	QSC	25%
Chauvet	25%	Radio Design Labs	30%
Chief	40%	RCI Systems Inc	20%

Christie	17%	Renkus-Heinz	29%
Cisco	25%	RF Venue	10%
Clear-com	15%	RGB Spectrum	15%
Clearone	20%	Ross Video	11%
ClockAudio	25%	Samsung	21%
Community Professional	40%	Screen Innovations	30%
Comprehensive Cable	12%	Sennheiser	15%
Contemporary Research	20%	Sharp	23%
Covid	40%	Shure	25%
Crestron	40%	SKB	40%
Crimson AV	42%	Sonic Foundry	11%
Crown	30%	Sony	20%
Da-Lite	35%	Sound Control Technologies	24%
DataPath	20%	Soundcraft	25%
DBX professional	30%	SoundTube	29%
Digital Projection	15%	Spectrum Industries	45%
Draper	31%	Symetrix	30%
Dukane	40%	Tannoy	23%
EAW Eastern Acoustic Works	29%	Teradek	5%
Electronic Theatre Controls	13%	TightRope Media Systems	10%
Elmo	24%	TOA	30%
Epiphan	10%	Tote Vision	30%
Epson	15%	Tripp Lite	38%
Extron	41%	TV One	17%
Ford AV Services	30%	Ultimate Support	40%
FSR	18%	Vaddio	17%
Fulcrum Acoustic	25%	ViewSonic	15%
Galaxy Audio	40%	Visionary Solutions	23%
Gator Cases	45%	Vitec	16%
Hosa	40%	West Penn	25%
IED	35%	Whirlwind	30%
Info-motion	20%	Williams Sound	30%
Innovox Audio LLC	29%	Windy City Wire	35%
Inogeni	13%	Winsted	15%
JBL	30%	Wolfvision	10%

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 dir@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 dir@fordav.com
3. Email vendor Purchase Orders and/or signed Ford AV proposal/quote form to your designated Ford Account Manager for processing.