



Revision number:

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Item: Integrated Classroom which includes some or all of the following items: Sound System, Projectors, Document Cameras, White Boards, Student Response Systems, Wireless Interactive Pads, Interactive Panels, and Software.

This contract is one of five available contracts for same/like items. Examine all contracts when making a selection. The bid tabulation comparing the bid pricing is at the end of this cover sheet. The other available contracts are MA513, MA515, MA516, MA538, MA543.

Vendor: 03936B

General Communications Inc.
12393 South Gateway Park Plaza Ste 400
Draper Utah 84020

Internet Homepage:

www.gencomminc.com

General Contact:

Mike Kirby

Telephone:

801-266-5731

Fax number:

801-263-9249

Email:

sales@gencomminc.com

Reporting Type:

Item

Brand/trade name:

Teachlogic, Lightspeed, Crestron, Extron, Sanyo, Chief, Interwrite

Price:

See Attached Pricing

Terms:

Net 30

Effective dates:

3/12/2014 through 3/13/2019

Potential renewal options remaining:

None

Days required for delivery:

N/A

Price guarantee period:

One Year

Freight:

Minimum order:

\$100

Min shipment without charges:

Other conditions:

New Contract awarded to same vendor.

RT14036-1

This contract covers only those items listed in the price schedule. It is the responsibility of the agency to ensure that other items purchased are invoiced separately. State agencies will place orders directly with the vendor creating a PRC in Finet. Agencies will return to the vendor any invoice which reflects incorrect pricing.



Conditions for Making a Change:

- A. The same minimum (or better) discount off of MSRP/list per bid category must be used.
- B. The change request must state that the discount offered maintains gross margin parity with the brand being replaced. Varying freight costs due to size and/or weight may be taken into account.
- C. If a 0% discount is used, the vendor must indicate if shipping is included in the price.
- D. The item must meet or exceed the minimum bid specifications.
- E. Vendor must state the facts for requesting the change.
- F. Vendor must state the contact information of the end user requesting the change.
- G. It must be the same brand and same category as in the bid.
- H. It must be in the same category.

Steps for making the a change to the contract

* Changes must be “approved by the state contract agent, **listed on the contract**, and fall clearly within the stated category definition.”

*If requesting a price change, provide an excel spreadsheet of the original price list with suggested changes. Highlight the changes. (Only one excel need be submitted with all changes.) In lieu of an excel spreadsheet, provide a website where the contract items may be viewed. The site must clearly state the MSRP, the percent discount, and State of Utah net pricing. Changes to the site must meet the criteria for “Categories of Changes” and “Conditions for Making a Change.”

* Provide E. Provide F when an accessory item is being suggested.

Accessory Items

The “accessory items” lines on the bid sheet provide the contractor a way to add accessories to the equipment listed in some of the categories. The contractor must request and obtain approval from State Purchasing to add to the contract.

MSRP Decreases

During the term of the contract, if the manufacturer offers a MSRP that is lower than the MSRP originally used for bidding this contract, the contractor may decrease the bid discount providing that the manufactures price to the contractor is not also discounted. The discount cannot decrease more than the discount percentage of the new discounted MSRP. This exception will only be allowed for old technology, projectors for example, and will be limited to two incidents during the 5 year period of the contract. The State of Utah must approve this change by addendum if requested and will require documentation.

Participant Participation

See Sections 18, 19, and 20 of the contract standard terms and conditions.

The terms of the contract shall be offered equally to all Participants throughout the state. There will be a charge for travel to an installation that is outside the Wasatch front and is reflected on the bid sheet as a cost per mile bid item. The Wasatch front includes Cache, Box Elder, Davis, Weber, Salt Lake, Utah, and Summit Counties.



PRICE AND PRICE GUARANTEE PERIOD

All pricing must be guaranteed for six months. Following the guarantee period, any request for price adjustment must be for an equal guarantee period, and must be made at least 30 days prior to the effective date. Requests for price adjustment must include sufficient documentation supporting the request. Any adjustment or amendment to the contract will not be effective unless approved by the State Director of Purchasing. The State will be given the immediate benefit of any decrease in the market, or allowable discount.

Vendors, if awarded a contract, will be able to sale other items of the same category and brand that may not be specifically identified on the bid sheet at a discount off list price. All such items must be approved by the state, listed on the contract, and fall clearly within the stated category definition.



| | | | | | | |
|---|---|---|--|------------|--------------------------------|------------|
| Bid Number: RT140036-1 | | | | | | |
| Bid Opening Date: January 24, 2014 | | | | | | |
| Vendor Name: General Communications DBA GENCOMM™ | | | | | | |
| Note: Make certain you read the "Bid Instructions" and "Award" in the Specific Terms and Conditions. | | | | | | |
| Expand worksheet buy adding rows if you desire to bid more than one brand of a particular item. | | | | | | |
| | | | | | % Discount | |
| White Board System | | | | | Off List | |
| | | | | | FOB Destination | |
| Note: Can have different % discount each for White Boards, Software, Accessories, and Materials for installation. | | | | | Freight Prepaid | |
| | | | | | and charged | |
| | | | | | and charged back | |
| White Board | | | | | Unit Cost | |
| Brand Name & Model Number | | | | | 1-19 | |
| List Price | | | | | Vol Disc Per # of Units | |
| 1 | Electronic White board near as possible to 77" | A | eInstruction 79" IW-A-84-00517-02-R | \$999.00 | 25.0% | \$749.25 |
| 1 | Electronic White board near as possible to 77" | A | Promethean 78" AB178/178PRM32EXT3XRFR | \$1,188.00 | 30.3% | \$828.04 |
| 2 | Electronic White board near as possible to 87" | A | eInstruction 89" IW-A-84-00518-02-R | \$1,116.00 | 25.0% | \$837.00 |
| 3 | Electronic White board near as possible to 94" | A | eInstruction 97" IW-A-84-00519-02-R | \$1,234.00 | 25.0% | \$925.50 |
| White Board with Projector | | | | | | |
| 4 | Electronic White board with projector near as possible to 77" | B | Promethean 78" ABMTS178DSTX/178PRM32EXT3XRFR | \$2,188.00 | 30.3% | \$1,525.04 |
| 5 | Electronic White board with projector near as possible to 87" | B | Communa 89" CIW-891 | \$3,399.00 | 34.0% | \$2,243.34 |



| | | | | | | | |
|----|---|---|--------------------------------------|-------------------|-------------------------|------------------|-------------|
| 6 | Electronic White board with projector near as possible to 94" | B | Communa 97" CIW-979 | \$3,519.00 | 34.0% | \$2,322.54 | |
| | Software | | | | | | |
| 7 | White Board Software | C | Mersive Solstice SOL-5000-00 | \$3,500.00 | 10.0% | \$3,150.00 | |
| | Accessories | | | | | | |
| 8 | White Board Accessories | D | | | 12.0% | | |
| | White Board Control System | | | | | | |
| 9 | Control System if required but not included in White boards listed above | E | Communa Control System | | 34.0% | | |
| | Installation Cost (Includes all mounts, cables, plates, plenum wiring, plastic molding and hangers.) Estimate required before work begins. | | | | | | |
| 10 | Materials for installation as % percent Markup from cost | | <u>10</u> % | | | | |
| 11 | Travel time outside Wasatch front for installation (Cache to Utah County) | | <u>\$1.97</u> Per/Mile | | | | |
| 12 | Labor Cost for per hour for installation | | <u>\$60</u> Per/Hour | | | | |
| | | | | | % Discount | | |
| | Sound System (Speakers, microphones, sensors, and receiver/amplifier) | | | | Off List | | |
| | | | | | FOB Destination | | |
| | Note: Can have a different % discount each for sound systems, microphones, sensors, control panels, and materials for installation. | | | | Freight Prepaid | | |
| | | | | | and charged | | |
| | Sound System | | Brand Name & Model Number | List Price | and charged back | Unit Cost | 1-19 |
| 13 | Sound System w/4 speakers (classroom) | F | Communa CWS-435 | \$1,189.00 | 34.0% | \$784.74 | |



| | | | | | | | |
|----|---|---|-----------------------------------|------------|-------|------------|--|
| 13 | Sound System w/4 speakers (classroom) | F | Teachlogic IRF-3150/CS4 | \$1,198.00 | 45.0% | \$658.90 | |
| 14 | Sound System w/6 speakers (media) | F | Communa CWS-612 | \$1,699.00 | 34.0% | \$1,121.34 | |
| 14 | Sound System w/6 speakers (media) | F | Listen LPT-S2-01/LPT A-104/BG-220 | \$1,757.76 | 15.0% | \$1,494.10 | |
| 14 | Sound System w/6 speakers (media) | F | Teachlogic IRM-5150/CS4 | \$1,598.00 | 45.0% | \$878.90 | |
| 15 | Additional Speakers if needed | F | Atlas FAP40T | \$74.95 | 35.0% | \$48.72 | |
| 15 | Additional Speakers if needed | F | Community C4LP | \$115.00 | 32.0% | \$78.20 | |
| 15 | Additional Speakers if needed | F | Soundtube CM52 | \$145.00 | 30.0% | \$101.50 | |
| 16 | Additional Dome Sensor if needed | F | Teachlogic ICS-55 | \$270.00 | 45.0% | \$148.50 | |
| 16 | Additional Dome Sensor if needed | F | Listen LPT-A103-2 | \$159.00 | 15.0% | \$135.15 | |
| 17 | Receiver/Amplifier | G | QSC GX3/402VL74 | \$528.99 | 35.0% | \$343.84 | |
| 17 | Receiver/Amplifier | G | Bosch PA1250T/402VL74 | \$713.99 | 35.0% | \$464.09 | |
| 17 | Receiver/Amplifier | G | Harman 160MA | \$341.25 | 22.0% | \$266.18 | |
| | | | | | | | |
| | Microphones | | | | | | |
| 19 | Microphone: Handheld | H | Audio-Technica ATW-T902 | \$180.00 | 38.0% | \$111.60 | |
| 19 | Microphone: Handheld | H | Shure BLX2/PG58 | \$174.00 | 25.0% | \$130.50 | |
| 19 | Microphone: Handheld | H | TOA IR-200M | \$235.16 | 32.0% | \$159.91 | |
| 20 | Collar | H | TOA IR-310M | \$225.00 | 32.0% | \$153.00 | |
| 21 | Lapel | H | Audio-Technica MT830c | \$152.00 | 38.0% | \$94.24 | |
| 21 | Lapel | H | Shure WL183 | \$106.00 | 25.0% | \$79.50 | |
| 21 | Lapel | H | TOA YP-M5310 | \$40.62 | 32.0% | \$27.62 | |
| | | | | | | | |
| | Control System | | | | | | |
| 22 | Control System if required but not include in Sound System listed above | I | Hall Research VSA51R | \$1,250.00 | 20.0% | \$1,000.00 | |
| | | | | | | | |
| | Accessories | | | | | | |
| 23 | Other Sound System Accessories | J | | | | | |



| | | | | | | | |
|----|--|---|---|-------------------|-------------------------|------------------|-------------|
| | | | | | | | |
| | Installation Cost (Includes all mounts, cables and AV plates, labor, plenum wiring, plastic molding and hangers.) Estimate required before work begins. | | | | | | |
| 24 | Materials for installation as % percent Markup from cost | | <u>10</u> % | | | | |
| 25 | Travel time outside Wasatch front for installation (Cache to Utah County) | | <u>\$1.97</u> Per/Mile | | | | |
| 26 | Labor Cost for per hour for installation | | <u>\$60</u> Per/Hour | | | | |
| | | | | | | | |
| | | | | | % Discount | | |
| | Student Response System | | | | Off List | | |
| | | | | | FOB Destination | | |
| | Note: Can have different % discount each for response systems, software, panels, control system, accessories and materials for installation. | | | | Freight Prepaid | | |
| | | | | | and charged | | |
| | Response System | | Brand Name & Model Number | List Price | and charged back | Unit Cost | 1-19 |
| 27 | Student Response System (1 system with 24 responders) | K | eInstruction IR-N-SYS004-0024 | \$935.00 | 38.0% | \$579.70 | |
| 27 | Student Response System (1 system with 24 responders) | K | Turning Technologies RFC-24 | \$1,424.00 | 38.0% | \$882.88 | |
| 28 | Student Response System (1 system and 36 responders) | K | eInstruction IF-N-SYS004-0032 (Priced @ 36 Units) | \$1,581.75 | 38.0% | \$980.69 | |
| 28 | Student Response System (1 system and 36 responders) | K | Turning Technologies RFC-32 (Priced @ 36 Units) | \$1,962.00 | 38.0% | \$1,216.44 | |
| 29 | Wireless Interactive Pad/Tablets | L | eInstruction Mobi CB-A-84-00531-05-R | \$352.00 | 38.0% | \$218.24 | |
| 29 | Wireless Interactive Pad/Tablets | L | Promethean ActivSlate ACTIVSLATE60 | \$429.00 | 30.5% | \$298.16 | |
| 30 | Pads/Tablets (one unit) | L | Promethean Kuno Tablet PRM-KUNOTABLET | \$699.00 | 30.5% | \$485.81 | |



| Software | | | | | | | |
|---|--|---|---------------------------------------|-------------------|-------------------------|------------------|-------------|
| 31 | Additional interactive content software | M | Avaya Radvision/Scopia AVA-8889300025 | \$3,110.00 | 28.0% | \$2,239.20 | |
| 31 | Additional interactive content software | M | Insight 360 Standard IN-X-LIC0S0-0120 | \$352.00 | 28.0% | \$253.44 | |
| Accessories | | | | | | | |
| 32 | Student Response System Accessories | N | Activ Table ACTIVTABLE | \$9,999.00 | 30.0% | \$6,999.30 | |
| Control System | | | | | | | |
| 33 | Control System if required but not include in Student Response System listed above | O | | | | | |
| Installation Cost (Includes all mounts, cables and AV plates, labor, plenum wiring, plastic molding and hangers.) Estimate required before work begins. | | | | | | | |
| 34 | Materials for installation as % percent Markup from cost | | <u>10</u> % | | | | |
| 35 | Travel time outside Wasatch front for installation (Cache to Utah County) | | <u>\$1.97</u> Per/Mile | | | | |
| 36 | Labor Cost for per hour for installation | | <u>\$60</u> Per/Hour | | | | |
| | | | | | % Discount | | |
| Document Camera | | | | | Off List | | |
| | | | | | FOB Destination | | |
| | | | | | Freight Prepaid | | |
| Note: Can have different % discount each for camera and accessories. | | | | | and charged | | |
| Document Camera | | | Brand Name & Model Number | List Price | and charged back | Unit Cost | 1-19 |
| 37 | Document Camera | P | Samsung SDP-760 | \$499.00 | 10.0% | \$449.10 | |
| 38 | Document Camera HD | P | WolfVision VZ-3 | \$2,850.00 | 21.0% | \$2,251.50 | |



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|----|---|---|--------------------------------------|-------------------|-------------------------|------------------|-------------|
| 38 | Document Camera HD | P | Vaddio 999-6919-100 | \$1,995.00 | 10.0% | \$1,795.50 | |
| 38 | Document Camera HD | P | Samsung SDP-960 | \$2,399.00 | 10.0% | \$2,159.10 | |
| | Accessories | | | | | | |
| 39 | Document Camera Accessories | Q | | | | | |
| | | | | | % Discount | | |
| | PROJECTOR AND SCREENS | | | | Off List | | |
| | | | | | FOB Destination | | |
| | Note: Can have one % discount each for projectors, screens, and materials for installation. | | | | Freight Prepaid | | |
| | | | | | and charged | | |
| | Installed Projectors | | Brand Name & Model Number | List Price | and charged back | Unit Cost | 1-19 |
| 40 | Projector 2600 lumens | R | Panasonic PT LB2VU | \$999.00 | 39.0% | \$609.39 | |
| 41 | Projector 3000 lumens | R | Panasonic PT LX30HU | \$1,099.00 | 39.0% | \$670.39 | |
| 41 | Projector 3000 lumens | R | ASK Proxima 3,200 lm C3327W-A | \$1,069.00 | 46.0% | \$577.26 | |
| 42 | Projector 4000 lumens | R | Panasonic PT VX400U | \$1,499.00 | 39.0% | \$914.39 | |
| 42 | Projector 4000 lumens | R | Christie LX400 | \$3,995.00 | 57.0% | \$1,717.85 | |
| 42 | Projector 4000 lumens | R | ASK Proxima 4500lm E2425W-A | \$3,195.00 | 46.0% | \$1,725.30 | |
| | Portable Projectors | | | | | | |
| 43 | Projector 2500 lumens | S | Panasonic 2700lm PT LX271U | \$799.00 | 39.0% | \$487.39 | |
| 43 | Projector 2500 lumens | S | ASK Proxima 2,700lm C3257-A | \$699.00 | 46.0% | \$377.46 | |
| 44 | Projector 3000 lumens | S | Panasonic 3200lm PT LX321U | \$949.00 | 39.0% | \$578.89 | |
| 44 | Projector 3000 lumens | S | ASK Proxima 3100lm C3307-A | \$779.00 | 46.0% | \$420.66 | |
| 45 | Projector 4000 lumens | S | Panasonic PT VX400U | \$1,499.00 | 39.0% | \$914.39 | |
| 45 | Projector 4000 lumens | S | Christie LX41 | \$3,995.00 | 57.0% | \$1,717.85 | |
| 45 | Projector 4000 lumens | S | ASK Proxima 5000lm E2465-A | \$3,195.00 | 46.0% | \$1,725.30 | |
| | Interactive Projectors | | | | | | |



| | | | | | | | |
|--|---|---|------------------------|------------|-------------------|------------|--|
| 46 | Projector 3000 lumens | T | Panasonic PT-TW231RU | \$1,699.00 | 39.0% | \$1,036.39 | |
| Projector Screens | | | | | | | |
| 47 | Projector Screens 120" diagonal digital | U | Draper 207010 | \$190.00 | 46.0% | \$102.60 | |
| 47 | Projector Screens 120" diagonal digital | U | Da-Lite 74653 | \$190.00 | 44.0% | \$106.40 | |
| 48 | Projector Screens 7' | U | Draper 207008 | \$130.00 | 46.0% | \$70.20 | |
| 48 | Projector Screens 7' | U | Da-Lite 74647 | \$130.00 | 44.0% | \$72.80 | |
| 49 | Projector Lamps | V | | | | | |
| 50 | Extender Pair-Transmitter Receiver | W | Kramer | | 10.0% | | |
| 50 | Extender Pair-Transmitter Receiver | W | SVSi | | 10.0% | | |
| 50 | Extender Pair-Transmitter Receiver | W | Atlona | | 10.0% | | |
| 51 | Wireless Switcher | W | Belkin | | 5.0% | | |
| 51 | Wireless Switcher | W | Netgear | | 5.0% | | |
| Accessories | | | | | | | |
| 52 | Other accessories if applicable | X | | | 10.0% | | |
| Installation Cost (Includes all mounts, cables, plates, labor, plenum wiring, plastic molding and hangers.) Estimate required before work begins. | | | | | | | |
| 53 | Materials for installation as % percent Markup from cost | | <u>10</u> % | | | | |
| 54 | Travel time outside Wasatch front for installation (Cache to Utah County) | | <u>\$1.97</u> Per/Mile | | | | |
| 55 | Labor Cost for per hour for installation | | <u>\$60</u> Per/Hour | | | | |
| | | | | | % Discount | | |
| Displays | | | | | Off List | | |



| | | | | | FOB Destination | | |
|--|---|--------------------------------------|------------------------------------|-------------------|-------------------------|------------------|-------------|
| Only one discount allowed for Displays | | | | | Freight Prepaid | | |
| | | | | | and charged | | |
| Flat Panel Displays | | Brand Name & Model Number | | List Price | and charged back | Unit Cost | 1-19 |
| 56 | Display (Flat Panel) 32" | Y | Samsung 32"ED32C | \$653.00 | 27.0% | \$476.69 | |
| 56 | Display (Flat Panel) 32" | Y | NEC 32" E324 | \$461.00 | 8.0% | \$424.12 | |
| 56 | Display (Flat Panel) 32" | Y | Panasonic 32" TH32LRU5 | \$465.00 | 6.0% | \$437.10 | |
| 57 | Display (Flat Panel) 40-42" | Y | Samsung 40" ED40C | \$998.00 | 27.0% | \$728.54 | |
| 57 | Display (Flat Panel) 40-42" | Y | NEC 42" E424 | \$714.00 | 8.0% | \$656.88 | |
| 57 | Display (Flat Panel) 40-42" | Y | Panasonic 42" TH42LF5U | \$750.00 | 6.0% | \$705.00 | |
| 58 | Display (Flat Panel) 46-47" | Y | Samsung 46" ED46C | \$1,275.00 | 27.0% | \$930.75 | |
| 58 | Display (Flat Panel) 46-47" | Y | NEC 46" E464 | \$912.00 | 8.0% | \$839.04 | |
| 58 | Display (Flat Panel) 46-47" | Y | Panasonic 47" TH47LF5U | \$1,005.00 | 6.0% | \$944.70 | |
| 59 | Display (Flat Panel) 55" | Y | Samsung 55" ED55C | \$1,961.00 | 27.0% | \$1,431.53 | |
| 59 | Display (Flat Panel) 55" | Y | NEC 55" E554 | \$1,407.00 | 8.0% | \$1,294.44 | |
| 59 | Display (Flat Panel) 55" | Y | Panasonic 55" TH55LRU50 | \$2,125.00 | 6.0% | \$1,997.50 | |
| Interactive Flat Panel Displays | | | | | | | |
| 60 | Display 46 to 54 inches | Z | NEC 46" Touch Display V462-TM | \$3,799.00 | 34.2% | \$2,499.74 | |
| 60 | Display 46 to 54 inches | Z | Panasonic 50" Interactive TH50PB2U | \$2,000.00 | 6.0% | \$1,880.00 | |
| Installation Cost (Includes all mounts, cables, plates, labor, plenum wiring, plastic molding and hangers.) Estimate required before work begins. | | | | | | | |
| 61 | Materials for installation as % percent Markup from cost | | <u>10</u> % | | | | |
| 62 | Labor Cost for per hour for installation | | <u>\$60</u> Per/Hour | | | | |



| | | | | | | | |
|----|--|----|--------------------------------------|-------------------|-------------------------|------------------|------|
| | | | | | | | |
| | Training cost per hour beyond 4 hours of GENCOMM Training (See Specification) | | | | | | |
| 63 | Cost per hour (First 4 hours of GENCOMM training include in price and installed system) | | <u>\$150/\$350</u> Per/Hour* | | | | |
| 64 | Cost per half day (Up to 4 Hours) | | <u>\$550/\$1,300</u> Half Day* | | | | |
| 65 | Cost per full day (Up to 8 Hours) | | <u>\$1,000/\$2,000</u> Full Day* | | | | |
| | *GENCOMM Training/Factory Training - Travel not included, subject to factory terms | | | | | | |
| | | | | | % Discount | | |
| | These are some of the additional items that can be purchased. | | | | Off List | | |
| | | | | | FOB Destination | | |
| | | | | | Freight Prepaid | | |
| | Items listed can have different discounts; "other related items" not listed will have the same discount. | | | | and charged | | 1-19 |
| | Item | | Brand Name & Model Number | List Price | and charged back | Unit Cost | |
| 66 | One set of nickel metal hydride | AA | | | | | |
| 67 | Rechargeable batteries | AA | | | | | |
| 68 | One battery charger | AA | | | | | |
| 69 | Rechargeable pens | AA | eInstruction IW-A-11-00827-01-R | \$46.00 | 35.0% | \$29.90 | |
| 70 | Pen Charger | AA | eInstruction IW-A-11-00805-01-R | \$58.00 | 35.0% | \$37.70 | |
| 71 | Battery Charger for Pad/Slate | AA | | | | | |
| 72 | Rechargable Batteries Pad/Slate | AA | | | | | |
| | | | | | % Discount | | |
| | Control System | | | | Off List | | |



| | | | | | | | |
|----|--|----|--------------------------------------|-------------------|-------------------------|------------------|-------------|
| | Control system shall offer audio-video distribution over CAT5e/CAT6 Cable. System shall offer video projector control, source selection with audio to follow video, one-touch interface, portable media accessibility, audio amplification, and network management of the video projector. | | | | | | |
| | | | | | FOB Destination | | |
| | | | | | Freight Prepaid | | |
| | | | | | and charged | | 1-19 |
| | | | | | and charged back | Unit Cost | |
| 73 | Control system for above spec. | BB | AMX CP-3008 | \$695.00 | 44.0% | \$389.20 | |
| 73 | Control system for above spec. | BB | Crestron MPC-M10-W | \$1,090.00 | 44.0% | \$610.40 | |
| 73 | Control system for above spec. | BB | Communa CIC-104 | \$509.00 | 34.0% | \$335.94 | |
| | | | | | | | |
| | | | | | % Discount | | |
| | Digital Signage | | | | Off List | | |
| | | | | | FOB Destination | | |
| | | | | | Freight Prepaid | | |
| | | | | | and charged | | 1-19 |
| | | | | | and charged back | | |
| | | | Brand Name & Model Number | List Price | Paid | Unit Cost | |
| 74 | 44" to 55" Display | CC | GPO 46" DN46L | \$3,195.00 | 10.0% | \$2,875.50 | |
| 74 | 44" to 55" Display | CC | Cybertouch 46" O4680U | \$8,893.00 | 20.0% | \$7,114.40 | |
| 75 | Controller sender and receiver | DD | Kramer PT-571; PT-572+ | \$500.00 | 30.0% | \$350.00 | |
| 75 | Controller sender and receiver | DD | SVSI N2221/N2121 | \$2,670.00 | 12.0% | \$2,349.60 | |
| 75 | Controller sender and receiver | DD | Marshall VS-102-HDI | \$999.00 | 15.0% | \$849.15 | |
| 76 | Digital Media Player | EE | Brightsign HD120 | \$250.00 | 15.0% | \$212.50 | |



| | | | | | | | |
|----|--|----|-----------------------|--|--------------------|--|--|
| 76 | Digital Media Player | EE | Triple Play | | 10.0% | | |
| 76 | Digital Media Player | EE | Tight Rope | | 5.0% | | |
| | Installation Cost (Includes all mounts, cables, plates, labor, plenum wiring, plastic molding and hangers.) Estimate required before work begins. | | | | | | |
| 77 | Materials for installation as % percent Markup from cost | | <u>10</u> % | | | | |
| 78 | Labor Cost for per hour for installation | | <u>\$60</u> Per/Hour | | | | |
| | Bidder Utah Location (Required Information) | | | | | | |
| | Address: | | | | | | |
| | 12393 S. Gateway Park Pl Ste. 400 | | | | | | |
| | Salt Lake City, Utah 84020 | | | | | | |
| | Utah Phone Number: | | | | | | |
| | (801) 266-5731 | | | | | | |
| | General Communications DBA GENCOMM™ will offer the State of Utah and associated agencies the following minimum discounts as a part of this contract on each manufacturer listed below: | | | | | | |
| | Manufacturer: | | Product: | | Minimum Discount % | | |
| | AKG | | All - Discount Varies | | 18.0% | | |
| | Allen Heath | | All - Discount Varies | | 11.0% | | |
| | AMX | | All - Discount Varies | | 40.0% | | |
| | AMX Schoolview | | All - Discount Varies | | 10.0% | | |
| | Anchor Audio | | All - Discount Varies | | 20.0% | | |
| | ASK Proxima | | All - Discount Varies | | 40.0% | | |



| | | | | | |
|------------------|-----------------------|-------|--|--|--|
| Atlas | All - Discount Varies | 30.0% | | | |
| Atlona | All - Discount Varies | 30.0% | | | |
| Audio-Technica | All - Discount Varies | 30.0% | | | |
| Avaya | All - Discount Varies | 25.0% | | | |
| Biamp | All - Discount Varies | 10.0% | | | |
| Bosch | All - Discount Varies | 30.0% | | | |
| Brightsign | All - Discount Varies | 10.0% | | | |
| BSS | All - Discount Varies | 16.0% | | | |
| Chief | All - Discount Varies | 25.0% | | | |
| Christie | All - Discount Varies | 45.0% | | | |
| Communa | All - Discount Varies | 30.0% | | | |
| Community | All - Discount Varies | 29.0% | | | |
| CORE Brands | All - Discount Varies | 11.0% | | | |
| Crestron | All - Discount Varies | 40.0% | | | |
| Cybertouch | All - Discount Varies | 15.0% | | | |
| D&M Professional | All - Discount Varies | 10.0% | | | |
| Da-lite | All - Discount Varies | 40.0% | | | |
| Draper | All - Discount Varies | 40.0% | | | |
| eInstruction | All - Discount Varies | 20.0% | | | |
| Electro-Voice | All - Discount Varies | 25.0% | | | |
| Forbes AV | All - Discount Varies | 12.0% | | | |
| FTR | All - Discount Varies | 12.0% | | | |
| GPO | All - Discount Varies | 7.0% | | | |
| Hall Research | All - Discount Varies | 15.0% | | | |
| Harman | All - Discount Varies | 18.0% | | | |
| JBL | All - Discount Varies | 18.0% | | | |
| Kramer | All - Discount Varies | 25.0% | | | |



| | | | | | | |
|----------------------|--|-----------------------|-------|--|--|--|
| Lightspeed | | All - Discount Varies | 15.0% | | | |
| Listen | | All - Discount Varies | 11.0% | | | |
| Marshall | | All - Discount Varies | 11.0% | | | |
| Mersive | | All - Discount Varies | 7.0% | | | |
| Middle Atlantic | | All - Discount Varies | 22.0% | | | |
| NEC | | All - Discount Varies | 5.0% | | | |
| Panasonic | | All - Discount Varies | 5.0% | | | |
| Promethean | | All - Discount Varies | 20.0% | | | |
| QSC | | All - Discount Varies | 30.0% | | | |
| RGB Spectrum | | All - Discount Varies | 10.0% | | | |
| Samsung | | All - Discount Varies | 7.0% | | | |
| Sennheiser | | All - Discount Varies | 18.0% | | | |
| Shure | | All - Discount Varies | 20.0% | | | |
| Soundcraft | | All - Discount Varies | 18.0% | | | |
| Soundtube | | All - Discount Varies | 25.0% | | | |
| SVSi | | All - Discount Varies | 8.0% | | | |
| Symmetrix | | All - Discount Varies | 18.0% | | | |
| Teachlogic | | All - Discount Varies | 40.0% | | | |
| Tightrope | | All - Discount Varies | 5.0% | | | |
| TOA | | All - Discount Varies | 28.0% | | | |
| TriplePlay | | All - Discount Varies | 25.0% | | | |
| Turning Technologies | | All - Discount Varies | 30.0% | | | |
| Vaddio | | All - Discount Varies | 7.0% | | | |
| West Penn Wire | | All - Discount Varies | 15.0% | | | |
| Williams Sound | | All - Discount Varies | 16.0% | | | |
| WolfVision | | All - Discount Varies | 18.0% | | | |



FINET COMMODITY CODES:

20775 – PROJECTION DEVICES, LIQUID CRYSTAL DISPLAY (LCD): PADS, PANELS, AND ACCESSORIES

80340 – MICROPHONES AND RELATED EQUIPMENT: CHESTSETS, EARPHONES, HEADSETS, HEADPHONES, ETC.

80360 – PUBLIC ADDRESS SYSTEMS, PORTABLE.

80361 – PUBLIC ADDRESS SYSTEMS STATIONARY.

80380 – SPEAKERS AND ACCESSORIES: DRIVERS, ENCLOSURES, GRILLES, GRILLE CLOTH, ETC.

REVISION HISTORY: