



# VCU Procurement Services

Date: September 22, 2021

Mr. David Thomas  
Digital Video Group Inc.  
8525 Meadowbridge Road, Suite 100  
Mechanicsville, VA 23116

**Procurement Services**  
University Purchasing

912 W Grace Street, 5<sup>th</sup> Floor  
Box 980327  
Richmond, Virginia 23284

804 828-1077  
Fax: 804 828-7837  
TDD: 1-800-828-1120  
[www.vcu.edu/procurement](http://www.vcu.edu/procurement)

RE: Contract #: 7058821-07JC  
Extension of Contract

Dear Mr. Thomas

The Virginia Commonwealth University (VCU) contract for Audio Visual Products, Services and Maintenance will expire on March 28, 2022. It is VCU's intent that this contract remain in an extended period until June 30, 2022 while the current RFP solicitation is in progress.

Your signature constitutes your firm's acceptance of this contract extension. Please return this document by November 1, 2021. Please e-mail the completed form to [lofgreenj@vcu.edu](mailto:lofgreenj@vcu.edu). If you have any questions, please contact me at 804-628-2897.

Products and services shall be provided in accordance with the contract during the contract extension period.

Sincerely,

Jason Lofgreen, CUPO  
Senior Buyer

Contract #: : 7058821-07JC

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**RESPONSE:**

Digital Video Group Inc.

Name of Firm

A handwritten signature in black ink, appearing to read "David B Thomas", written over a horizontal line.

Signature

David B Thomas

Name Printed

Director, Contract Sales

Title

09/22/2021

Date



# VCU Procurement Services

January 21, 2021

David Thomas  
1052 Sylvia Road  
Ashland, VA 23005

RE: Contract #: 7058821-07JC  
Renewal No. Four of Four (Final)

**Procurement Services**  
University Purchasing

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Dear Mr. Thomas,

Your firm's contract with Virginia Commonwealth University (VCU) for Audio Visual Products, Services and Maintenance expires on 02/28/2021. VCU intends to exercise the renewal of this contract in accordance with:

Section XI, Item V of Contract #: 7058821-07JC;

Your signature constitutes your firm's acceptance of this renewal, to include the optional use language and the eVA registration requirement provisions below.

This contract is an optional use, requirements based contract. VCU is in no way required to make purchases from the Contractor and may, in its sole discretion, purchase the identical and/or similar goods/services from other sources. Any estimates/quantities identified on a purchase order issued against this contract do not represent a purchase commitment by VCU. Services shall be provided in accordance with the contract for the renewal period: 03/01/2021 through 02/28/2022.

- Pricing remains the same as the previous contract period.
- Attached is the revised pricing in accordance with the contract terms.
- By signing and submitting this contract renewal letter Contractor certifies that it will maintain the insurance coverages required at the time the contract was awarded. At renewal, Contractor shall have a new Certificate of Insurance listing VCU as the "Additional Insured", citing the contractor's name and contract number, mailed to VCU Risk Management, Box 843040, Richmond, VA.

Please return this document to me no later than 02/25/2021. Your response may be faxed to me at (804) 828-7837. If you have any questions, please contact me at (804) 628-2897.

Sincerely,

Jason Lofgreen, CUPO  
Senior Buyer

Contract #: 7058821-07JC

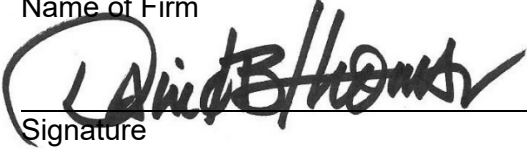
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**RESPONSE:**

Digital Video Group Inc.

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Name of Firm



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Signature

David B Thomas

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Name Printed

Director, Contract sales

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Title

01/22/2021

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Date

**TABLE 1. RFP Section VI Item B.2.a. Page 11 Of 29**

Manufacture	Discount from Manufacture's Published List Price
AVF	Not Offered
Apple	Not Offered
Biamp	Not Offered
Chief (now called Milestone AV)	22.00%
Cisco	20.00%
Clearone	
	Clearone Digital Signage Products-Base Models 24.00%
	Clearone Digital Signage Products-Accessories 7.00%
	Clearone Media Collaboration Products- Base Models 16.00%
	Clearone Media Collaboration Products- Extended Support 12.00%
	Clearone Professional Audio Products-Base Models 21.00%
	Clearone Professional Audio Products-Accessories 6.00%
	Clearone Wireless Microphone Products (M500-M586-M915) 15.00%
	Clearone ViewPro Products 13.00%
Compulock-Synnex	17.00%
Crestron	25.00%
Dalite	22.00%
Dell	Computers 7.00%
Dell	Monitors 13.00%
Epson	Digital Video Group will Extend the Brighter Futures Pricing, which varies from model to model
Ergotron	25.00%
Extron	42.00%
Icon	N/A
JBL	25.00%
Logitech	Keyboards and Accessories 7.00%
Middle Atlantic	22.00%
NEC	
	NEC Display Solutions AV Projectors 10.00%
	NEC Display Solutions NEC AccuSync Series LCD A/V LCD/LED/Plasma Monitors 6.00%
	NEC Display Solutions NEC Ceiling Mounts/Mount Accessories AV Projectors 10.00%
	NEC Display Solutions NEC Entry Level E Series A/V LCD/LED/Plasma Monitors 6.00%
	NEC Display Solutions NEC Entry Level Integration Projector Products 20.00%
	NEC Display Solutions NEC High Performance Commercial Grade V Series A/V 10.00%
	NEC Display Solutions NEC High Resolution M Series A/V LCD/LED/Plasma 8.00%
	NEC Display Solutions NEC Integration and Large Venue Projector Accessories 15.00%
	NEC Display Solutions NEC Interactive Software - Can be used with Projector and 10.00%
	NEC Display Solutions NEC Interactive Software (Cloud Version) - Can be used with 10.00%
	NEC Display Solutions NEC LCD SPECTRAVIEW SERIES A/V LCD/LED/Plasma 6.00%
	NEC Display Solutions NEC Main / Large Venue Integration Projectors 25.00%
	NEC Display Solutions NEC Medical Series LCDs Accessories Excluded 15.00%
	NEC Display Solutions NEC Mobile Projector Products 13.00%
	NEC Display Solutions NEC MultiSync E Series LCD 6.00%
	NEC Display Solutions NEC MultiSync EA Series LCD 6.00%
	NEC Display Solutions NEC MultiSync EX Accessories Excluded A/V 0.00%
	NEC Display Solutions NEC MultiSync P Series A/V LCD/LED/Plasma Monitors 5.00%
	NEC Display Solutions NEC MultiSync PA Series A/V LCD/LED/Plasma Monitors 6.00%
	NEC Display Solutions NEC Professional Grade P Series A/V LCD/LED/Plasma 15.00%
	NEC Display Solutions NEC Professional Grade X-Series A/V LCD/LED/Plasma 23.00%

**TABLE 1 Continued RFP Section VI Item B.2.a. Page 11 Of 29**

Manufacture	Discount from Manufacture's Published List Price
NEC Display Solutions NEC Replacement Remotes AV Projectors	15.00%
NEC Display Solutions NEC Short Throw Projector Products AV Projectors	15.00%
NEC Display Solutions NEC Spare Lamps AV Projectors	9.00%
NEC Display Solutions NEC Speakers and Stands A/V LCD/LED/Plasma Monitors	10.00%
NEC Display Solutions NEC Travel Cases AV Projectors	15.00%
NEC Display Solutions NEC Ultra Short Throw Projector Products AV Projectors	17.00%
NEC Display Solutions NEC Volume Projector Products Excludes the following	15.00%
NEC Display Solutions NEC Volume, Short Throw, Ultra Short Throw, Mobile, and	7.00%
Netgear	29.00%
Planar	
Planar Open System Displays	15.00%
Planar Simplicity Series	10.00%
Planar PS Series	10.00%
Planar EP Series	15.00%
Planar UltraLux Series	15.00%
Planar UltraRes Series	15.00%
Planar Transparent	15.00%
Planar Media Player	15.00%
QSC	25.00%
Radio Design Labs	22.00%
Sharp	20.00%
Shure	17.00%
Smart Technologies	Not Offered
Sony	
Sony Professional Video Products *	15.00%
* Excluding Sony Program Priced Models	
Sony AV Projectors	25.00%
Sony Commercial Displays	15.00%
Sony Professional Broadcast Displays	15.00%
Sony Professional Audio	20.00%
Sony Cine/4K Projectors	5.00%
Tripplite	
Tripplite Corded Power Outlet Strips	18.00%
Tripplite UPS systems	25.00%
Tripplite Power Cords, Power Cord Adapters	40.00%
Tripplite Wall Mount Rack Enclosures	22.00%
Tripplite Full Size Rack Enclosures	20.00%
Tripplite Cables including Fiber, USB	25.00%
Tripplite Display Mounts	18.00%
Tripplite KVM Switches	20.00%
Tripplite Extended Warranty for Select Products	15.00%
Vaddio	21.00%
Vutec	Not Offered
	20.00%

Digital will participate in the Crestron A+ Pricing Schedule, however the discount shown in Table1 is higher than the A+ Pricing Schedule. Digital Video Group Inc. will participate in the Extron Educational Pricing. Digital Video Group Inc. will participate in the Epson Brighter Future’s Pricing Program. Please note that the Epson Brighter Future’s Program Pricing is determined on a “model-by-model” basis. We have included the current Epson Brighter Future’s Pricing Schedule as Appendix II.

Digital Video Group Inc will participate in Epson’s Brighter Futures Pricing Schedule (see Appendix III for Epson Brighter Future’s Pricing)

Additionally, Digital Vide Group has further identified for VCU Manufacture’s Product Categories where because of the Manufacturers’ distribution or marketing polices, discounts for these Product Categories are different. In the following example, I have chosen the manufacturer Tripplite, a preferred VCU Vendor.

Tripplite has categorized their product offering by type (UPS Systems-Full Size Rack Enclosures-etc.) Each product type or product category has a different gross profit ratio for the reseller (DVG).

**TABLE 2**

<u>Tripplite</u>	
Tripplite Corded Power Outlet Strips	18.00%
Tripplite UPS systems	25.00%
Tripplite Power Cords, Power Cord Adapters	40.00%
Tripplite Wall Mount Rack Enclosures	22.00%
Tripplite Full Size Rack Enclosures	20.00%
Tripplite Cables including Fiber, USB	25.00%
Tripplite Display Mounts	18.00%
Tripplite KVM Switches	20.00%
Tripplite Extended Warranty for Select Products	15.00%

What this means is that unless the member University wants to pick a single product category and purchase just from that category, multiple discounts from certain manufacturer’s will be a burden both to the seller and buyer.

## After Warranty Maintenance Pricing

RFP Section VI Item B.2.b Page 12 Of 29.

*What is the proposed pricing for maintenance after the warranty period? Are any costs associated with installation and system implementation?*

Digital Video Group Inc. has an after warranty and support program call LifeLine. LifeLine has been designed by Digital Video Group Inc to offer our clients an after-warranty program that is specifically tailored to each client's needs and budget. At Digital Video Group, we do not believe that one size fits all.

LifeLine has four options available for each specific equipment item or system designed and installed by Digital Video Group Inc. Those options are a tiered level of maintenance, support and service.

**Tier 1:** Unlimited phone and email support. No terms of service. Hardware replacement liaison.

**Tier 2:** All of Tier 1 plus: Remote Troubleshooting and Support. Guaranteed 24-hour response time via phone or email. Drive imaging services for backup and recovery.

**Tier 3:** All of Tier 2 plus: Priority access to all technical services. Guaranteed 72-hour on-site response time. Additional 2 on-site support or training days.

**Tier 4:** All of Tier 3 plus: Guaranteed 24-hour on-site response time. Additional 4 on-site support or training days. For large installed systems, 25% of support contract available for hardware replacement budget.

An example of the after-warranty costs would be as follows:

\$100,000.00 Installed Post Production System.

**Tier 1: \$3,000.00      Less the Contract Discount of 12% equals: \$2,640.00**

**Tier 2: \$5,000.00      Less the Contract Discount of 12% equals: \$4,400.00**

**Tier 3: \$7,500.00      Less the Contract Discount of 12% equals: \$6,600.00**

**Tier 4: \$10,000.00      Less the Contract Discount of 12% equals: \$8,800.00**

Cost associated with installation and system implementation are defined by a Statement of Work. Depending upon the work that needs to be performed our standard VASCUPP Contract price is \$165.00 per hour.

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20.00



## Rental Equipment Pricing

RFP Section VI Item B.2.c Page 12 Of 29.

Does the offer from your firm include the option to rent equipment? If your firm can provide rental equipment on an "as needed" basis, what are the proposed prices?

Yes, our offer does include the option to rent. Equipment is subject to availability. The per day rental price is calculated at 25% of the Manufactures' Suggested List Price per day. This does not include a technician for set-up if required. If technical set-up is required, then the hourly VASCUPP Contract rate of \$165.00 will apply. Digital Video Group's current Rental Pool as of 11/09/2016

### RENTAL POOL

Name	Model	Description	QTY	Notes	DAILY RATE
AJA	CION-RO	Cion 4K camera, No lens	1	\$ 8,995.00	\$ 2,248.75
AJA	HD10A	Analog Component to HDSDI Converter	1	\$ 695.00	\$ 173.75
Anton Bauer	Dionic 90	Battery	1	\$ 425.00	\$ 106.25
ATOMOS	Ninja	SSD Video Recorder	1	\$ 1,995.00	\$ 498.75
Audio Technica	AT831b	Lavalier Microphone	1	\$ 199.00	\$ 49.75
Black Magic Design	CONVNTRM/BB/ANSD I	Analog to SDI 12G	1	\$ 495.00	\$ 123.75
Black Magic Design	HyperDeck Shuttle	Capture Device	1	\$ 395.00	\$ 98.75
Black Magic Design	Intensity Shuttle Thunderbolt	External HDMI Capture DNxHD/ProRes Thunderbolt IF	1	\$ 295.00	\$ 73.75
ESE	ES-453U	8 digit SMPTE/EUB Reader	1	\$ 595.00	\$ 148.75
Evertz	7750RG-HD	Sync Generator	1	\$ 5,995.00	\$ 1,498.75
EXTRON	DTP-HDMI-4K-230RX	DTP Receiver	1	\$ 1,199.00	\$ 299.75
EXTRON	DTP-T-HWP-4K-231D	DTP Transmitter	1	\$ 1,199.00	\$ 299.75
Fujinon	MS-11	Rear Lens Control Manual Focus	1	\$ 1,995.00	\$ 498.75
Fujinon	TH17X5BRM29-700	Zoom Lens	1	\$ 4,995.00	\$ 1,248.75
JVC	GY-LS300CHU	4K Camera	1	\$ 4,395.00	\$ 1,098.75
Pioneer	BDP-62 FD	BluRay player	1	\$ 495.00	\$ 123.75
Sennheiser	AVX-ME2 SET -4-US	Wireless Lavalier	1	\$ 899.00	\$ 224.75
Sennheiser	USME66/K6 COMBO	Lavalier Microphone	3	\$ 899.00	\$ 224.75
Sony	FWD40W600B	40" LCD Display	1	\$ 899.00	\$ 224.75
Sony	LMD-A170	17" LCD Production Monitor	1	\$ 3,995.00	\$ 998.75
Sony	VPL-EW7	Projector	1	\$ 1,020.00	\$ 255.00
Canon	C100 DAF	Main Hardware and Software Models. Excluded: Provided Professional Services. i.e. Commissioning, Training, Travel	1	\$ 7,995.00	\$ 1,998.75
Canon	EFS10-22mm	EFS10-22mm Zoom Lens 9518A002 s/n 138030430989	1	\$ 699.00	\$ 174.75
TV ONE	C3-510-1001	Corio Master Mini Chassis	1	\$ 9,999.00	\$ 2,499.75

## Hypothetical Pricing Schedule

RFP Section VI Item B.2.d Page 12 Of 29.

For evaluation purposes only, a hypothetical Pricing Schedule is included in Section VII of the RFP. Please fill out and submit the Pricing Schedule with the RFP offer.

### Equipment and Furniture:

Annual Expenditures			% Discount		Discounted Total
Broadcast Television	\$200,000.	less	18 %-average	% =	\$ 164,000.00
Multimedia Presentation	\$700,000.	less	15. %-average	% =	\$ 595,000.00
Multimedia Development	\$300,000.	less	15 %-average	% =	\$ 255,000.00
Satellite Transmitting and Receiving	\$300,000.	less	15 %-average	% =	\$ 255,000.00
Teleconferencing and Communication	\$1,300,000.	less	18 %-average	% =	\$1,066,000.00
Computer Presentation	\$1,900,000.	less	10 %-average	% =	\$1,710,000.00
Broadband Distribution	\$200,000.	less	10 %-average	% =	\$ 180,000.00
Multi-Media Furniture	\$ 150,000.	less	18 %-average	% =	<u>\$ 123,000.00</u>
<b>Section A Total</b>					<b>\$ 4,348,000.00</b>

### Services:

Annual Maintenance Contracts      \$100,000                      less    12% = \$88,000.00

### Hourly Service Rates:

Annual Number Of Hours			Hourly Rate		Annual Total
Maintenance After the Warranty	200 hours	X	\$165.00 =		\$33,000.00
Installation	700 hours	X	\$165.00 =		\$115,500.00
Technical Assistance	50 hours	X	\$165.00 =		\$8,250.00
Training	5 hours	X	\$165.00 =		<u>\$ 825.00</u>
<b>Section B Total</b>					<b>\$157,575.00</b>

### Section C Rental Equipment:

Annual Expenditures	% Discount	Discounted Total
\$100,000.	less 25% =	\$ 75,000.00
<b>Section C Total</b>		<b>\$ 75,000.00</b>

**Grand Total Sections A, B and C**    **4,580,575.00**

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## **Plans and Approach Section**

*RFP Section VI Item B.3 Page 12 Of 29.*

“Provide specific plans and approach for providing the proposed services as specified in the Statement of Needs including a statement of understanding that your firm shall comply with the mandatory requirements and indicating the desirable specifications that your firm agrees to provide. Mandatory requirements are designated by the words shall or must and desirable services are designated by the words should or may.”

## **Goods**

*RFP Section VI Item B.3.a Page 12 Of 29*

2. *Describe the audio visual and multi-media products offered in the following categories:*

*Broadcast Television Equipment*

*Multimedia Presentation Equipment*

*Multimedia Development Equipment*

*Satellite Transmitting and Receiving Equipment*

*Teleconferencing and Communication Equipment*

*Computer Presentation Equipment - Streaming and Webcasting*

*Broadband Distribution Equipment*

*Multi-Media Furniture*

## **Broadcast Television Equipment**

Digital Video Group Inc. by design is a Company whose core competency is Broadcast Television Technology. In the past thirteen years of our business we have been recognized as the Mid Atlantic leader in this field. Our Offering for this Contract is substantial and covers a wide range of Products and Design and Integration Services for this technology vertical.

The following table represents our offering for the VASCUPP Contract.

**TABLE 3 BROADCAST TELEVISION EQUIPMENT RFP Section VI Item B.3.a Page 12 Of 29**

Manufacturer		Discount from Manufacture's Published List Price
360 Systems		7.00%
AJA	Excludes the AJA CION Camera	12.00%
American Power Conversion		22.00%
Analog Way		10.00%
Anchor Audio		17.00%
Anton Bauer		12.00%
Artel Video Systems (Formally Communications Specialties Inc.)		14.00%
Audio Technica		25.00%
	Excluding the Following Product Categories	
	Audio Technica Audio Technica Pro 88W	15.00%
	Audio Technica Audio Technica ProPoint	15.00%
	Audio Technica Audio Technica Series 40	15.00%
	Audio Technica Audio Technica Shotgun Mics	15.00%
	Audio Technica Audio Technica UniPoint	15.00%
Autoscript	Main Hardware Models Excludes Software	17.00%
Autoscript	Software Modules	10.00%
AVID - Support Renewals	Support Renewals Client must have Support in-forces at	10.00%
AVID -Hardware	Standard Video Hardware Accessories excluding AVID	10.00%
AVID -Hardware	AVID Advanced Storage Products- Base Models	10.00%
AVID -Hardware	AVID supplied CPU's	15.00%
AVID -Hardware	AVID Advanced Storage Products-Accessories	15.00%
AVID -Software	Media Composer, Single License with Support-No Dongle	AVID EDU
AVID -Software	Media Composer, Single License with Support-with Dongle	AVID EDU
AVID -Software	Media Composer, Floating License with Support (5-20-50	AVID EDU
Azden		22.00%
Black Magic Design		7.00%
Broadcast Pix Inc		10.00%
C2G (Cables to Go)		19.00%
C2G-Adaptor Products		12.00%
C2G-Power Products		12.00%
C2G-Retail Products		12.00%
Canon Broadcast		12.00%
Canon Camcorders		7.00%
Canon Cine EOS 35MM Cameras		20.00%
Camplex (Tecnec)		7.00%
Cartoni		20.00%
Chyron-Hego		12.00%
Cisco		20.00%
Clearcom (and HME Company)		17.00%
Cobalt		12.00%
Compulock-Synnex		17.00%
Contemporary Research		20.00%
Crispin Corporation	Broadcast Automation (Hardware&Software)	12.00%
Crispin Corporation	Broadcast Automation (Services and 3rd party items)	2.00%
Crown		22.00%
Cuescript		15.00%
Denon-Marantz		12.00%
Digital Projection		17.00%
Draper		20.00%

**TABLE 3 BROADCAST TELEVISION EQUIPMENT Continued RFP Section VI Item B.3.a Page 12 of 29**

Manufacturer		Discount from Manufacture's Published List Price
EEG Enterprises Inc		5.00%
Electrovoice		25.00%
Elemental Technologies	Elemental Live Appliance Products-Excludes Spare Parts	10.00%
Elemental Technologies	Elemental Delta Appliance Products-Excludes Spare Parts	10.00%
Elemental Technologies	Elemental Delta Appliance Products-Excludes Spare Parts	10.00%
Ensemble Designs		12.00%
ESE		12.00%
Evertz		14.00%
FX Designs		7.00%
Facilis Technology Inc.	Base Models Only	9.00%
Facilis Technology Inc.	Options / Accessories / Upgrades	5.00%
Fujinon		15.00%
Genelec		17.00%
Grass Valley	Main Models Only	25.00%
Grass Valley	Services Excludes travel costs	10.00%
Haivision		7.00%
Harmonic/Omneon	Main Models Only	17.00%
Harmonic/Omneon	Services Excludes travel costs	10.00%
Hewlett Packard	Computer/Servers	10.00%
Hewlett Packard	Monitors and peripherals	10.00%
Hitachi		12.00%
IHSE		7.00%
iKan		15.00%
Ikegami		14.00%
Imagine Communications	Main Models Only	22.00%
Imagine Communications	Services excludes travel costs	10.00%
ImmediaTV (Cobalt)		12.00%
JVC		12.00%
Kramer Electronics		17.00%
Lectrosonics		10.00%
Leightronics		12.00%
LG USA		
	LG USA Commercial LED Displays * Clearance Models excluded	18.00%
	LG USA Commercial LED Displays Thin Bezel (3.5mm) Monitor Wall	8.00%
	LG USA Prosumer LED TV Displays	18.00%
	LG USA Prosumer LED TV Displays up to and including 49 Inches	8.00%
	LG USA Prosumer LED TV with Super Sign Displays up to and including 49 Inches	8.00%
Logitech	Keyboards and Accessories	7.00%
Litepanels (VITEC)		10.00%
Manfrotto (Formally Bogen)		17.00%
Marshall Electronics	Monitors	16.00%
Marshall Electronics	IP Cameras	16.00%
Middle Atlantic		22.00%
Milestone A/V (Formally Chief)		20.00%
Miller		12.00%
Netgear		29.00%

**TABLE 3 BROADCAST TELEVISION EQUIPMENT Continued RFP Section VI Item B.3.a Page 12 of 29**

Manufacturer		Discount from Manufacture's Published List Price
<b>Nevion</b>		
	Nevion A/V Streaming Devices: Processor and nSure, VikinX eMerge Media Gateways (Ventura, Video Gateways, NX)	5%
	Nevion A/V Streaming Devices Flashlink, VikinX and related software VikinX modular and Sublime	12%
	Nevion A/V Streaming Devices, Support Nevcare	0%
	Nevion A/V Streaming Devices. VideoPath, VikinX Sublime X2, SFPs, and some Flashlink Special category products (incl. NX4600 campaign)	5%
Newtek		5%
O'Conner Engineering	Camera Tripods and Support Equipment	15%
Omnimount		30%
<b>Panasonic</b>		
	Panasonic Broadcast and Professional Recording Products and	10%
	Panasonic Professional Displays AV Monitors-Large	10%
	Panasonic Broadcast and Professional Cameras	10%
	Panasonic Broadcast and Professional Cameras-Varicam	7%
Peerless Industries		17%
Plura Broadcast		10%
PortaBrace		17%
Q-TV (Autocue by VITEC)		12%
<b>Quantum Corporation</b>		
	Quantum Corporation Networked Attached Storage	10%
	Quantum Corporation Networked Attached Storage Accessories & 3rd Party Options	5%
Osprey Video		10.00%
<b>Planar</b>		
	Planar Open System Displays	15.00%
	Planar Simplicity Series	10.00%
	Planar PS Series	10.00%
	Planar EP Series	15.00%
	Planar UltraLux Series	15.00%
	Planar UltraRes Series	15.00%
	Planar Transparent	15.00%
	Planar Media Player	15.00%
QSC		25.00%
Radio Design Labs		22.00%
Rane		10.00%
Rokinon		10.00%
Ross Video Educational		10.00%
Ross Video Main Models	Excludes Optional Software Modules	10.00%
Ross Video Main Models	Optional Software Modules	5.00%
Ross Video Services	Excludes Travel Costs	5.00%
RTS		8.00%
S.A.M. (Formally Snell&Wilcox)		10.00%
Sachtler (VITEC)		15.00%
Samsung		15.00%
Sennheiser		27.00%
Sharp		22.00%
Shure		20.00%

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**TABLE 3 BROADCAST TELEVISION EQUIPMENT Continued RFP Section VI Item B.3.a Page 12 of 29**

Manufacturer	Discount from Manufacturer's Published List Price
Sierra Video Systems (Kramer)	17.00%
Sony	
Sony Professional Video Products *	15.00%
Sony * Excluding Sony Program Priced Models	
Sony AV Projectors	25.00%
Sony Commercial Displays	15.00%
Sony Professional Broadcast Displays	15.00%
Sony Professional Audio	20.00%
Sony Cine/4K Projectors	5.00%
Steadicam (Tiffen)	10.00%
StorageDNA	10.00%
Tecnec	
TecNec AV Accessories and Integration Products	12.00%
TecNec OEM Branded Products	7.00%
TecNec Pre-made and Bulk Cables	19.00%
Tektronix	
Tektronix Test and Measurement Equipment-Base Models and	9.00%
Tektronix Extended Warranty, Service Contracts	9.00%
Tektronix Parts and Accessories	2.00%
Telecast (Belden)	10.00%
Teletream	Main Hardware and Software Models Excludes Services
Telex	15.00%
Teradek (VITEC)	5.00%
Tightrope Media systems	5.00%
Tiffen	18.00%
Tripplite	
Tripplite Corded Power Outlet Strips	18.00%
Tripplite UPS systems	25.00%
Tripplite Power Cords, Power Cord Adapters	40.00%
Tripplite Wall Mount Rack Enclosures	22.00%
Tripplite Full Size Rack Enclosures	20.00%
Tripplite Cables including Fiber, USB	25.00%
Tripplite Display Mounts	18.00%
Tripplite KVM Switches	20.00%
Tripplite Extended Warranty for Select Products	15.00%
TV Logic	10.00%
TV-One	20.00%
Vinten (VITEC)	10.00%
Vizrt	Main Hardware and Software Models-Excludes Factory
LIVEU	Main Models-Excludes Data Plans
Wheatstone	5.00%
Winsted	12.00%
Wohler	9.00%

**TABLE 3 BROADCAST TELEVISION EQUIPMENT Continued RFP Section VI Item B.3.a Page 12 of 29**

Manufacturer	Discount from Manufacture's Published List Price
<b>Yamaha</b>	
Yamaha Analog Audio Console/Mixers-Base Models	20.00%
Yamaha Compact Disc Players	20.00%
Yamaha Digital Audio Work Stations	0.00%
Yamaha Digital Audio consoles excluding DM2000	15.00%
Yamaha DSP Processors	15.00%
Yamaha Headphones	25.00%
Yamaha BR Series Loud Speakers	25.00%
Yamaha BR Series Loud Speakers Accessories	20.00%
Yamaha Club Series Loud Speakers	25.00%
Yamaha Club Series Loud Speaker Accessories	20.00%
Yamaha Installation Loud Speakers and Accessories	20.00%
Yamaha Powered Loud Speakers	25.00%
Yamaha Powered Loud Speaker Accessories	20.00%
Yamaha Powered Monitor Speakers and Accessories	20.00%
Yamaha Portable PA Systems	20.00%
Yamaha Portable Recorders	25.00%
Yamaha Power Amplifiers	20.00%
Yamaha Powered Mixers-Base models	20.00%
Yamaha Powered Mixer Accessories	10.00%
Yamaha Signal Processor Cables	15.00%
Yamaha Signal Processor Interfaces	15.00%
Yamaha Signal Processors	15.00%
Zacuto	10.00%
Carl Zeiss	5.00%
[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]



**Multimedia Presentation Equipment RFP Section VI Item B.3.a Page 12 of 29**

A logical progression from DVG's core competency was the need for our clients to be able to present the content that they created in ways other than traditional "Broadcasting".

Rich media content (Video and Audio) is everywhere, and certainly exists in today's modern classroom.

Culturally we are a visual society and are constantly being exposed to high quality, high definition visual images that are a delight for our eyes. This High-quality video and audio content, first produced by a very select few, is now literally available on everything from our laptops to our cell phones.

It is no surprise that Digital Video Group Inc, offers a wide range of Multimedia Presentation Equipment for some of the best in class manufacturer's.

The following table represents our offering for the VASCUPP Contract.

**TABLE 4 MULTIMEDIA PRESENTATION EQUIPMENT RFP Section VI Item B.3.a Page 12 of 29**

Manufacturer		Discount from Manufacture's Published List Price
AJA	Excludes the AJA CION Camera	12.00%
American Power Conversion		22.00%
Analog Way		10.00%
Anchor Audio		17.00%
Artel Video Systems (Formally Communications Specialties Inc.)		14.00%
Audio Technica		25.00%
	Excluding the Following Product Categories	
	Audio Technica Audio Technica Pro 88W	15.00%
	Audio Technica Audio Technica ProPoint	15.00%
	Audio Technica Audio Technica Series 40	15.00%
	Audio Technica Audio Technica Shotgun Mics	15.00%
	Audio Technica Audio Technica UniPoint	15.00%
Autoscript	Main Hardware Models Excludes Software	17.00%
Autoscript	Software Modules	10.00%
Azden		22.00%
Behringer		25.00%
Black Magic Design		7.00%
Broadcast Pix Inc		10.00%
C2G (Cables to Go)		19.00%
C2G-Adaptor Products		12.00%
C2G-Power Products		12.00%
C2G-Retail Products		12.00%
Canon Projectors LV		12.00%
Canon Projectors-Realis		15.00%
Camplex (Tecnec)		7.00%
Cartoni		20.00%
CatDV		5.00%
Chief Manufacturing		22.00%
Cisco		20.00%
Clearone		
	Clearone Digital Signage Products-Base Models	24.00%
	Clearone Digital Signage Products-Accessories	7.00%
	Clearone Media Collaboration Products- Base Models	16.00%
	Clearone Media Collaboration Products- Extended Support	12.00%
	Clearone Professional Audio Products-Base Models	21.00%
	Clearone Professional Audio Products-Accessories	6.00%
	Clearone Wireless Microphone Products (M500-M586-M915)	15.00%
	Clearone ViewPro Products	13.00%
Compulock-Synnex		17.00%
Contemporary Research		20.00%
Crestron		27.00%
Crown		22.00%
Cuescript		15.00%
CyberTouch		10.00%
Davis and Sandford		12.00%
Day-Lite Screen Company		22.00%
Dell	Computers	7.00%
Dell	Monitors	13.00%

**TABLE 4 MULTIMEDIA PRESENTATION EQUIPMENT** Continued RFP Section VI Item B.3.a Page 12  
Of 29

Manufacturer		Discount from Manufacture's Published List Price
Denon-Marantz		12.00%
Digital Projection		17.00%
Draper		20.00%
Electrovoice		25.00%
Ensemble Designs		12.00%
Epson	Digital Video Group will Extend the Brighter Futures Pricing, which varies from model to model	
Ergotron		25.00%
Extron		42.00%
FX Designs		7.00%
Fujinon		15.00%
Genelec		17.00%
Hewlett Packard	Computer/Servers	10.00%
Hewlett Packard	Monitors and peripherals	10.00%
Hitachi		12.00%
iKan		15.00%
Ikegami		14.00%
JVC		12.00%
Lectrosionics		10.00%
LG USA		
	LG USA Commercial LED Displays * Clearance Models excluded	18.00%
	LG USA Commercial LED Displays Thin Bezel (3.5mm) Monitor Wall	8.00%
	LG USA Prosumer LED TV Displays	18.00%
	LG USA Prosumer LED TV Displays up to and including 49 Inches	8.00%
	LG USA Prosumer LED TV with Super Sign Displays up to and including 49 Inches	8.00%
Logitech	Keyboards and Accessories	7.00%
Litepanels (VITEC)		10.00%
Manfrotto (Formally Bogen)		17.00%
Marshall Electronics	Monitors	16.00%
Media Vision		15.00%
Mersive Technologies		12.00%
Middle Atlantic		22.00%
Milestone A/V (Formally Chief)		20.00%
Miller		12.00%
NEC		
	NEC Display Solutions AV Projectors	10.00%
	NEC Display Solutions NEC AccuSync Series LCD A/V LCD/LED/Plasma Monitors	6.00%
	NEC Display Solutions NEC Ceiling Mounts/Mount Accessories AV Projectors	10.00%
	NEC Display Solutions NEC Entry Level E Series A/V LCD/LED/Plasma Monitors	6.00%
	NEC Display Solutions NEC Entry Level Integration Projector Products	20.00%
	NEC Display Solutions NEC High Performance Commercial Grade V Series A/V	10.00%
	NEC Display Solutions NEC High Resolution M Series A/V LCD/LED/Plasma	8.00%
	NEC Display Solutions NEC Integration and Large Venue Projector Accessories	15.00%
	NEC Display Solutions NEC Interactive Software - Can be used with Projector and	10.00%
	NEC Display Solutions NEC Interactive Software (Cloud Version) - Can be used with	10.00%
	NEC Display Solutions NEC LCD SPECTRAVIEW SERIES A/V LCD/LED/Plasma	6.00%
	NEC Display Solutions NEC Main / Large Venue Integration Projectors	25.00%
	NEC Display Solutions NEC Medical Series LCDs Accessories Excluded	15.00%
	NEC Display Solutions NEC Mobile Projector Products	13.00%
	NEC Display Solutions NEC MultiSync E Series LCD	6.00%
	NEC Display Solutions NEC MultiSync EA Series LCD	6.00%
	NEC Display Solutions NEC MultiSync EX Accessories Excluded A/V	0.00%
	NEC Display Solutions NEC MultiSync P Series A/V LCD/LED/Plasma Monitors	5.00%

**TABLE 4 MULTIMEDIA PRESENTATION EQUIPMENT** Continued RFP Section VI Item B.3.a Page 12  
of 29

Manufacturer	Discount from Manufacture's Published List Price	
NEC Display Solutions	NEC MultiSync PA Series A/V LCD/LED/Plasma Monitors	6.00%
NEC Display Solutions	NEC Professional Grade P Series A/V LCD/LED/Plasma	15.00%
NEC Display Solutions	NEC Professional Grade X-Series A/V LCD/LED/Plasma	23.00%
NEC Display Solutions	NEC Replacement Remotes AV Projectors	15.00%
NEC Display Solutions	NEC Short Throw Projector Products AV Projectors	15.00%
NEC Display Solutions	NEC Spare Lamps AV Projectors	9.00%
NEC Display Solutions	NEC Speakers and Stands A/V LCD/LED/Plasma Monitors	10.00%
NEC Display Solutions	NEC Travel Cases AV Projectors	15.00%
NEC Display Solutions	NEC Ultra Short Throw Projector Products AV Projectors	17.00%
NEC Display Solutions	NEC Volume Projector Products Excludes the following	15.00%
NEC Display Solutions	NEC Volume, Short Throw, Ultra Short Throw, Mobile, and	7.00%
Netgear		29.00%
Newtek		5%
O'Conner Engineering		15%
Omnimount		30%
Panasonic		
	Panasonic Professional Displays AV Monitors-Large	10%
	Panasonic Broadcast and Professional Cameras	10%
	Panasonic AV Projectors	18%
Peerless Industries		17%
Presonus		22%
Q-TV (Autocue by VITEC)		12%
Quantum Corporation		
Planar		
	Planar Open System Displays	15.00%
	Planar Simplicity Series	10.00%
	Planar PS Series	10.00%
	Planar EP Series	15.00%
	Planar UltraLux Series	15.00%
	Planar UltraRes Series	15.00%
	Planar Transparent	15.00%
	Planar Media Player	15.00%
QSC		25.00%
Radio Design Labs		22.00%
RGB Spectrum		
RGB Spectrum	AV Signal Processing and Distribution Equipment	10.00%
RGB Spectrum	AV Conferencing Systems	15.00%
Rokinon		10.00%
Samsung		15.00%
Sennheiser		27.00%
Sharp		22.00%
Shure		20.00%
Sony		
	Sony Professional Video Products *	15.00%
	Sony * Excluding Sony Program Priced Models	
	Sony AV Projectors	25.00%
	Sony Commercial Displays	15.00%
	Sony Professional Audio	20.00%
	Sony Cine/4K Projectors	5.00%
Steadicam (Tiffen)		10.00%

**TABLE 4 MULTIMEDIA PRESENTATION EQUIPMENT** Continued RFP Section VI Item B.3.a Page 12 of 29

Manufacturer		Discount from Manufacture's Published List Price
<hr/>		
Tecnec		
	TecNec AV Accessories and Integration Products	12.00%
	TecNec OEM Branded Products	7.00%
	TecNec Pre-made and Bulk Cables	19.00%
Telex		15.00%
Tiffen		18.00%
TV-One		20.00%
Vaddio		21.00%
Vinten (VITEC)		10.00%
Wooden Camera		7.00%
<hr/>		
Yamaha		
	Yamaha Analog Audio Console/Mixers-Base Models	20.00%
	Yamaha Compact Disc Players	20.00%
	Yamaha DSP Processors	15.00%
	Yamaha Headphones	25.00%
	Yamaha BR Series Loud Speakers	25.00%
	Yamaha BR Series Loud Speakers Accessories	20.00%
	Yamaha Club Series Loud Speakers	25.00%
	Yamaha Club Series Loud Speaker Accessories	20.00%
	Yamaha Installation Loud Speakers and Accessories	20.00%
	Yamaha Powered Loud Speakers	25.00%
	Yamaha Powered Loud Speaker Accessories	20.00%
	Yamaha Powered Monitor Speakers and Accessories	20.00%
	Yamaha Portable PA Systems	20.00%
	Yamaha Portable Recorders	25.00%
	Yamaha Power Amplifiers	20.00%
	Yamaha Powered Mixers-Base models	20.00%
	Yamaha Powered Mixer Accessories	10.00%
	Yamaha Signal Processor Cables	15.00%
	Yamaha Signal Processor Interfaces	15.00%
	Yamaha Signal Processors	15.00%
Zacuto		10.00%
Carl Zeiss		5.00%

**Multimedia Development Equipment RFP Section VI Item B.3.a Page 12 of 29**

Multimedia Development Equipment comprises in a large part Rich Media “Content” creation.

Digital Video Group Inc. has for years, equipped most of the VASCUPP member University’s Media Labs, Editing Suites and Athletic Departments with content acquisition and creation hardware and software tools.

The following table represents our offering for the VASCUPP Contract.

Utah Scientific

20.00%

**TABLE 5 MUTLIMEDIA DEVEOPMENT EQUIPMENT RFP Section VI Item B.3.a Page 12 Of 29**

Manufacturer		Discount from Manufacture's Published List Price
AVID - Support Renewals	Support Renewals Client must have Support in-forces at	10.00%
AVID -Hardware	Standard Video Hardware Accessories excluding AVID	10.00%
AVID -Hardware	AVID Advanced Storage Products- Base Models	10.00%
AVID -Hardware	AVID supplied CPU's	15.00%
AVID -Hardware	AVID Advanced Storage Products-Accessories	15.00%
AVID -Software	Media Composer, Single License with Support-No Dongle	AVID EDU
AVID -Software	Media Composer, Single License with Support-with Dongle	AVID EDU
AVID -Software	Media Composer, Floating License with Support (5-20-50	AVID EDU
CatDV		5.00%
Chyron-Hego		12.00%
Clearone		
	Clearone Media Collaboration Products- Base Models	24.00%
	Clearone Media Collaboration Products- Extended Support	7.00%
Crestron		27.00%
Dell	Computers	7.00%
Dell	Monitors	13.00%
EEG Enterprises Inc		5.00%
Extron		42.00%
FX Designs		7.00%
Hewlett Packard	Computer/Servers	10.00%
Hewlett Packard	Monitors and peripherals	10.00%
Logitech	Keyboards and Accessories	7.00%
Media Vision		15.00%
Mersive Technologies		12.00%
NEC		
	NEC Display Solutions NEC Interactive Software - Can be used with Projector and	10.00%
	NEC Display Solutions NEC Interactive Software (Cloud Version) - Can be used with	10.00%
Nevion		
	Nevion A/V Streaming Devices: Processor and nSure, VikinX eMerge Media Gateways (Ventura, Video Gateways, NX)	5%
	Nevion A/V Streaming Devices Flashlink, VikinX and related software VikinX modular and Sublime	12%
	Nevion A/V Streaming Devices, Support Nevcare	0%
	Nevion A/V Streaming Devices. VideoPath, VikinX Sublime X2, SFPs, and some Flashlink Special category products (incl.	5%
Newtek		5%
Quantum Corporation		
	Quantum Corporation Networked Attached Storage	10%
	Quantum Corporation Networked Attached Storage Accessories & 3rd Party Options	5%
StorageDNA		10.00%
Tecnec		
	TecNec AV Accessories and Integration Products	12.00%
	TecNec OEM Branded Products	7.00%
	TecNec Pre-made and Bulk Cables	19.00%
Telestream	Main Hardware and Software Models Excludes Services	5.00%
Vizrt	Main Hardware and Software Models-Excludes Factory Service	15.00%

**Satellite Transmitting and Receiving Equipment RFP Section VI Item B.3.a Page 12 of 29**

Content Distribution via Satellite is losing its Business Proposition for many Universities. Digital Video Group continues to support this transmission and receiving technology by providing many of the top tier Manufacturers whose products will support this technology vertical.

The following table represents our offering for the VASCUPP Contract.



**TABLE6 SATELLITE TRANSMITTING AND RECEIVING EQUIPMENT RFP Section VI Item B.3.a Page 12 of 29**

Manufacturer		Discount from Manufacture's Published List Price
360 Systems		7.00%
AJA	Excludes the AJA CION Camera	12.00%
Artel Video Systems (Formally Communications Specialties Inc.)		14.00%
Cobalt		12.00%
Dell	Computers	7.00%
Dell	Monitors	13.00%
EEG Enterprises Inc		5.00%
Elemental Technologies	Elemental Live Appliance Products-Excludes Spare Parts	10.00%
Elemental Technologies	Elemental Delta Appliance Products-Excludes Spare Parts	10.00%
Elemental Technologies	Elemental Delta Appliance Products-Excludes Spare Parts	10.00%
Ensemble Designs		12.00%
Evertz		14.00%
Extron		42.00%
Grass Valley	Main Models Only	25.00%
Grass Valley	Services Excludes travel costs	10.00%
Haivision		7.00%
Harmonic/Omneon	Main Models Only	17.00%
Harmonic/Omneon	Services Excludes travel costs	10.00%
Hewlett Packard	Computer/Servers	10.00%
Hewlett Packard	Monitors and peripherals	10.00%
Imagine Communications	Main Models Only	22.00%
Imagine Communications	Services excludes travel costs	10.00%
ImmediaTV (Cobalt)		12.00%
Leightronics		12.00%
Nevion		
	Nevion A/V Streaming Devices: Processor and nSure, VikinX eMerge	5%
	Nevion A/V Streaming Devices Flashlink, VikinX and related	12%
	Nevion A/V Streaming Devices, Support Nevcare	0%
	Nevion A/V Streaming Devices. VideolPath, VikinX Sublime X2, SFPs,	5%
Plura Broadcast		10%
RGB Spectrum		
RGB Spectrum	AV Signal Processing and Distribution Equipment	10.00%
RGB Spectrum	AV Conferencing Systems	15.00%
Osprey Video		10.00%
Tecnec		
	TecNec AV Accessories and Integration Products	12.00%
	TecNec OEM Branded Products	7.00%
	TecNec Pre-made and Bulk Cables	19.00%
Tektronix		
	Tektronix Test and Measurement Equipment-Base Models and	9.00%
	Tektronix Extended Warranty, Service Contracts	9.00%
	Tektronix Parts and Accessories	2.00%
Telecast (Belden)		10.00%
Telestream	Main Hardware and Software Models Excludes Services	5.00%
TV-One		20.00%
V-Brick		10.00%
LIVEU	Main Models-Excludes Data Plans	15.00%

**Teleconferencing and Communication Equipment RFP Section VI Item B.3.a Page 12 of 29**

Digital Video Group Inc. recognizes that fast reliable and unified communications is the life's blood in both Academia and Business.

To that extent we have partnered with those manufacturer's that will allow Digital Video Group Inc. to support our clients in the deployment of these types of systems. Whether it be Distance Learning applications and network infrastructure, or simple Video Conferencing Systems we have products and services to support the VASCUPP member Universities.

The following table represents our offering for the VASCUPP Contract.

**TABLE 7 TELECONFERENCING AND COMMUNICATIONS EQUIPMENT RFP Section VI Item B.3.a Page 12 of 29**

Manufacturer		Discount from Manufacture's Published List Price
Anchor Audio		17.00%
Artel Video Systems (Formally Communications Specialties Inc.)		14.00%
Broadcast Pix Inc		10.00%
Canon Camcorders		7.00%
Chief Manufacturing		22.00%
Chyron-Hego		12.00%
Cisco		20.00%
Clearone		
	Clearone Media Collaboration Products- Base Models	16.00%
	Clearone Media Collaboration Products- Extended Support	12.00%
	Clearone Professional Audio Products-Base Models	21.00%
	Clearone Professional Audio Products-Accessories	6.00%
	Clearone Wireless Microphone Products (M500-M586-M915)	15.00%
	Clearone ViewPro Products	13.00%
Cobalt		12.00%
Crestron		27.00%
CyberTouch		10.00%
Day-Lite Screen Company		22.00%
Dell	Computers	7.00%
Dell	Monitors	13.00%
Draper		20.00%
EEG Enterprises Inc		5.00%
Electrovoice		25.00%
Elemental Technologies	Elemental Live Appliance Products-Excludes Spare Parts	10.00%
Elemental Technologies	Elemental Delta Appliance Products-Excludes Spare Parts	10.00%
Elemental Technologies	Elemental Delta Appliance Products-Excludes Spare Parts	10.00%
Ensemble Designs		12.00%
Extron		27.00%
FX Designs		7.00%
Fujinon		15.00%
Genelec		17.00%
Haivision		7.00%
Harmonic/Omneon	Main Models Only	17.00%
Harmonic/Omneon	Services Excludes travel costs	10.00%
Hewlett Packard	Computer/Servers	10.00%
Hewlett Packard	Monitors and peripherals	10.00%
Hitachi		12.00%
IHSE		7.00%
iKan		15.00%
Ikegami		14.00%
Imagine Communications	Main Models Only	22.00%
Imagine Communications	Services excludes travel costs	10.00%
ImmediaTV (Cobalt)		12.00%
JVC		12.00%
Kramer Electronics		17.00%
Lectrosonics		10.00%
Leightronics		12.00%

**TABLE 7 TELECONFERENCING AND COMMUNICATIONS EQUIPMENT Continued RFP**  
**Section VI Item B.3.a Page 12 of 29**

Manufacturer		Discount from Manufacture's Published List Price
<b>LG USA</b>		
	LG USA Commercial LED Displays * Clearance Models excluded	18.00%
	LG USA Commercial LED Displays Thin Bezel (3.5mm) Monitor Wall	8.00%
	LG USA Prosumer LED TV Displays	18.00%
	LG USA Prosumer LED TV Displays up to and including 49 Inches	8.00%
	LG USA Prosumer LED TV with Super Sign Displays up to and including 49 Inches	8.00%
<b>Logitech</b>	Keyboards and Accessories	7.00%
<b>Logitech</b>	Lifefize Professional Video Conferencing Equipment	12.00%
<b>Litepanels (VITEC)</b>		10.00%
<b>Marshall Electronics</b>	IP Cameras	16.00%
<b>Media Vision</b>		15.00%
<b>Mersive Technologies</b>		12.00%
<b>Milestone A/V (Formally Chief)</b>		20.00%
<b>NEC</b>		
	NEC Display Solutions AV Projectors	10.00%
	NEC Display Solutions NEC AccuSync Series LCD A/V LCD/LED/Plasma Monitors	6.00%
	NEC Display Solutions NEC Ceiling Mounts/Mount Accessories AV Projectors	10.00%
	NEC Display Solutions NEC Entry Level E Series A/V LCD/LED/Plasma Monitors	6.00%
	NEC Display Solutions NEC Entry Level Integration Projector Products	20.00%
	NEC Display Solutions NEC High Performance Commercial Grade V Series A/V	10.00%
	NEC Display Solutions NEC High Resolution M Series A/V LCD/LED/Plasma	8.00%
	NEC Display Solutions NEC Integration and Large Venue Projector Accessories	15.00%
	NEC Display Solutions NEC Interactive Software - Can be used with Projector and	10.00%
	NEC Display Solutions NEC Interactive Software (Cloud Version) - Can be used with	10.00%
	NEC Display Solutions NEC LCD SPECTRAVIEW SERIES A/V LCD/LED/Plasma	6.00%
	NEC Display Solutions NEC Main / Large Venue Integration Projectors	25.00%
	NEC Display Solutions NEC Medical Series LCDs Accessories Excluded	15.00%
	NEC Display Solutions NEC Mobile Projector Products	13.00%
	NEC Display Solutions NEC MultiSync E Series LCD	6.00%
	NEC Display Solutions NEC MultiSync EA Series LCD	6.00%
	NEC Display Solutions NEC MultiSync EX Accessories Excluded A/V	0.00%
	NEC Display Solutions NEC MultiSync P Series A/V LCD/LED/Plasma Monitors	5.00%
	NEC Display Solutions NEC MultiSync PA Series A/V LCD/LED/Plasma Monitors	6.00%
	NEC Display Solutions NEC Professional Grade P Series A/V LCD/LED/Plasma	15.00%
	NEC Display Solutions NEC Professional Grade X-Series A/V LCD/LED/Plasma	23.00%
	NEC Display Solutions NEC Replacement Remotes AV Projectors	15.00%
	NEC Display Solutions NEC Short Throw Projector Products AV Projectors	15.00%
	NEC Display Solutions NEC Spare Lamps AV Projectors	9.00%
	NEC Display Solutions NEC Speakers and Stands A/V LCD/LED/Plasma Monitors	10.00%
	NEC Display Solutions NEC Travel Cases AV Projectors	15.00%
	NEC Display Solutions NEC Ultra Short Throw Projector Products AV Projectors	17.00%
	NEC Display Solutions NEC Volume Projector Products Excludes the following	15.00%
	NEC Display Solutions NEC Volume, Short Throw, Ultra Short Throw, Mobile, and	7.00%
<b>Netgear</b>		29.00%

**TABLE 7 TELECONFERENCING AND COMMUNICATIONS EQUIPMENT Continued RFP**  
**Section VI Item B.3.a Page 12 Of 29**

Manufacturer	Discount from Manufacture's Published List Price
<b>Nevision</b>	
Nevision A/V Streaming Devices: Processor and nSure, VikinX eMerge Media Gateways (Ventura, Video Gateways, NX)	5%
Nevision A/V Streaming Devices Flashlink, VikinX and related software VikinX modular and Sublime	12%
Nevision A/V Streaming Devices, Support Nevcare	0%
Nevision A/V Streaming Devices. VideoPath, VikinX Sublime X2, SFPs, and some Flashlink Special category products (incl.	5%
<b>Panasonic</b>	
Panasonic AV Projectors	18%
Panasonic AV Conferencing Camera Systems	18%
Osprey Video	10.00%
<b>Planar</b>	
Planar Open System Displays	15.00%
Planar Simplicity Series	10.00%
Planar PS Series	10.00%
Planar EP Series	15.00%
Planar UltraLux Series	15.00%
Planar UltraRes Series	15.00%
Planar Transparent	15.00%
Planar Media Player	15.00%
<b>RGB Spectrum</b>	
RGB Spectrum AV Signal Processing and Distribution Equipment	10.00%
RGB Spectrum AV Conferencing Systems	15.00%
Ross Video Educational	10.00%
Ross Video Main Models Excludes Optional Software Modules	10.00%
Ross Video Main Models Optional Software Modules	5.00%
Ross Video Services Excludes Travel Costs	5.00%
RTS	8.00%
S.A.M. (Formally Snell&Wilcox)	10.00%
Samsung	15.00%
Sennheiser	27.00%
Sharp	22.00%
Shure	20.00%
<b>Sony</b>	
Sony Professional Video Products *	15.00%
Sony * Excluding Sony Program Priced Models	
Sony AV Projectors	25.00%
Sony Commercial Displays	15.00%
Sony Professional Audio	20.00%
Sony Cine/4K Projectors	5.00%
<b>Tecnec</b>	
TecNec AV Accessories and Integration Products	12.00%
TecNec OEM Branded Products	7.00%
TecNec Pre-made and Bulk Cables	19.00%
<b>Tektronix</b>	
Tektronix Test and Measurement Equipment-Base Models and	9.00%
Tektronix Extended Warranty, Service Contracts	9.00%
Tektronix Parts and Accessories	2.00%

**TABLE 7 TELECONFERENCING AND COMMUNICATIONS EQUIPMENT Continued RFP**  
**Section VI Item B.3.a Page 12 of 29**

<u>Manufacturer</u>		<u>Discount from Manufacture's Published List Price</u>
Telecast (Belden)		10.00%
Telestream	Main Hardware and Software Models Excludes Services	5.00%
Telex		15.00%
TV Logic		10.00%
TV-One		20.00%
Vaddio		21.00%
V-Brick		10.00%
Vinten (VITEC)		10.00%
Vizrt	Main Hardware and Software Models-Excludes Factory Service	15.00%
LIVEU	Main Models-Excludes Data Plans	15.00%

**Computer Presentation Equipment - Streaming and Webcasting RFP Section VI Item B.3.a Page 12 of 29**

Building upon our legacy multimedia development expertise for content creation as well as our intrinsic understanding of distribution formats and codecs, Digital Video Group Inc represent the best in class for computer and purpose-built Streaming and Webcasting Products.

The following table represents our offering for the VASCUPP Contract.

**TABLE 8 COMPUTER PRESENTATION EQUIPMENT-STREAMING AND WEBCASTING**  
**RFP Section VI Item B.3.a Page 12 of 29**

Manufacturer		Discount from Manufacture's Published List Price
Artel Video Systems (Formally Communications Specialties Inc.)		14.00%
Broadcast Pix Inc		10.00%
Chyron-Hego		12.00%
Cobalt		12.00%
Dell	Computers	7.00%
Dell	Monitors	13.00%
EEG Enterprises Inc		5.00%
Elemental Technologies	Elemental Live Appliance Products-Excludes Spare Parts and	10.00%
Elemental Technologies	Elemental Delta Appliance Products-Excludes Spare Parts an	10.00%
Elemental Technologies	Elemental Delta Appliance Products-Excludes Spare Parts an	10.00%
Evertz		14.00%
Haivision		7.00%
Harmonic/Omneon	Main Models Only	17.00%
Harmonic/Omneon	Services Excludes travel costs	10.00%
Hewlett Packard	Computer/Servers	10.00%
Hewlett Packard	Monitors and peripherals	10.00%
Imagine Communications	Main Models Only	22.00%
Imagine Communications	Services excludes travel costs	10.00%
ImmediaTV (Cobalt)		12.00%
Marshall Electronics	IP Cameras	16.00%
Media Vision		15.00%
Mersive Technologies		12.00%
Netgear		29.00%
Nevion		
	Nevion A/V Streaming Devices: Processor and nSure, VikinX eMerge Media Gateways (Ventura, Video Gateways, NX)	5.00%
	Nevion A/V Streaming Devices Flashlink, VikinX and related software VikinX modular and Sublime	12.00%
	Nevion A/V Streaming Devices, Support Nevcare	0.00%
	Nevion A/V Streaming Devices. VideoIPath, VikinX Sublime X2, SFPs, and some Flashlink Special category products (incl. NX4600 campaign)	5.00%
Newtek		5.00%
Panasonic		
	Panasonic AV Conferencing Camera Systems	18.00%
Osprey Video		10.00%
Tecnec		
	TecNec AV Accessories and Integration Products	12.00%
	TecNec OEM Branded Products	7.00%
	TecNec Pre-made and Bulk Cables	19.00%
Telecast (Belden)		10.00%
Telestream	Main Hardware and Software Models Excludes Services	5.00%
Tightrope Media systems		5.00%
V-Brick		10.00%
Vizrt	Main Hardware and Software Models-Excludes Factory Servi	15.00%
LIVEU	Main Models-Excludes Data Plans	15.00%



**Broadband Distribution Equipment RFP Section VI Item B.3.a Page 12 of 29**

Digital Video Group Inc. represents a select group of industry leading Manufacturer's in support of Broadband Distribution Equipment Systems.

The following table represents our offering for the VASCUPP Contract.

**BROADBAND DISTRIBUTION EQUIPMENT RFP Section VI Item B.3.a Page 12 of 29**

Manufacturer		Discount from Manufacture's Published List Price
Artel Video Systems (Formally Communications Specialties Inc.)		14.00%
Cobalt		12.00%
Evertz		14.00%
Grass Valley	Main Models Only	25.00%
Grass Valley	Services Excludes travel costs	10.00%
Harmonic/Omneon	Main Models Only	17.00%
Harmonic/Omneon	Services Excludes travel costs	10.00%
Imagine Communications	Main Models Only	22.00%
Imagine Communications	Services excludes travel costs	10.00%
<b>Nevion</b>		
	Nevion A/V Streaming Devices: Processor and nSure, VikinX eMerge Media Gateways (Ventura, Video Gateways, NX)	5.00%
	Nevion A/V Streaming Devices Flashlink, VikinX and related software VikinX modular and Sublime	12.00%
	Nevion A/V Streaming Devices, Support Nevcare	0.00%
	Nevion A/V Streaming Devices. VideoPath, VikinX Sublime X2, SFPs, and some Flashlink Special category products (incl.	5.00%
Nickless Schrimmer & Co		5.00%
Sencore		5.00%
<b>Tecnec</b>		
	TecNec AV Accessories and Integration Products	12.00%
	TecNec OEM Branded Products	7.00%
	TecNec Pre-made and Bulk Cables	19.00%
<b>Tektronix</b>		
	Tektronix Test and Measurement Equipment-Base Models and	9.00%
	Tektronix Extended Warranty, Service Contracts	9.00%
	Tektronix Parts and Accessories	2.00%
Teradek (VITEC)		5.00%

**Multi-Media Furniture RFP Section VI Item B.3.a Page 12 Of 29**

Across the spectrum of Multimedia Furniture Manufacturers, Digital Video Group Inc can provide off-the-shelf products to custom designed technical furniture systems as well as all manner of equipment enclosures.

The following table represents our offering for the VASCUPP Contract.

**MULTI-MEDIA FURNITURE RFP Section VI Item B.3.a Page 12 of 29**

Manufacturer	Discount from Manufacture's Published List Price
American Power Conversion	22.00%
Anchor Audio	17.00%
C2G-Retail Products	12.00%
Chief Manufacturing	22.00%
Day-Lite Screen Company	22.00%
FX Designs	7.00%
Interruptive Woodworking	10.00%
Middle Atlantic	22.00%
Milestone A/V (Formally Chief Manufacturing)	20.00%
Peerless Industries	17.00%
QSC	25.00%
TecNec	
TecNec AV Accessories and Integration Products	12.00%
TecNec OEM Branded Products	7.00%
TecNec Pre-made and Bulk Cables	19.00%
<b>Tripplite</b>	
Tripplite Corded Power Outlet Strips	18.00%
Tripplite UPS systems	25.00%
Tripplite Power Cords, Power Cord Adapters	40.00%
Tripplite Wall Mount Rack Enclosures	22.00%
Tripplite Full Size Rack Enclosures	20.00%
Tripplite Cables including Fiber, USB	25.00%
Tripplite Display Mounts	18.00%
Tripplite KVM Switches	20.00%
Tripplite Extended Warranty for Select Products	15.00%



# VCU Procurement Services

January 23, 2020

David Thomas  
8525 Meadowbridge Road, Suite 100  
Mechanicsville, VA 23116

RE: Contract #: 7058821-07JC  
Renewal No. Three of Four (4)

Procurement Services  
University Purchasing

912 W Grace Street, 5<sup>th</sup> Floor  
Box 980327  
Richmond, Virginia 23284

804 828-1077  
Fax: 804 828-7837  
TDD: 1-800-828-1120  
[www.vcu.edu/procurement](http://www.vcu.edu/procurement)

Dear Mr. Thomas,

Your firm's contract with Virginia Commonwealth University (VCU) for Audio Visual Products, Services and Maintenance expires on 02/28/2020. VCU intends to exercise the renewal of this contract in accordance with:

Section XI, Item V of Contract #: 7058821-07JC;

Your signature constitutes your firm's acceptance of this renewal, to include the optional use language and the eVA registration requirement provisions below.

This contract is an optional use, requirements based contract. VCU is in no way required to make purchases from the Contractor and may, in its sole discretion, purchase the identical and/or similar goods/services from other sources. Any estimates/quantities identified on a purchase order issued against this contract do not represent a purchase commitment by VCU. Services shall be provided in accordance with the contract for the renewal period: 03/01/2020 through 02/28/2021.

Pricing remains the same as the previous contract period.

Attached is the revised pricing in accordance with the contract terms.

By signing and submitting this contract renewal letter Contractor certifies that it will maintain the insurance coverages required at the time the contract was awarded. At renewal, Contractor shall have a new Certificate of Insurance listing VCU as the "Additional Insured", citing the contractor's name and contract number, mailed to VCU Risk Management, Box 843040, Richmond, VA.

Please return this document to me no later than 02/25/2020. Your response may be faxed to me at (804) 828-7837. If you have any questions, please contact me at (804) 628-2897.

Sincerely,

Jason Lofgreen, CUPO  
Senior Buyer

Contract #: : 7058821-07JC

---

**RESPONSE:**

Digital Video Group Inc.

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Name of Firm



---

Signature

David B Thomas

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Name Printed

Director, Contract Sales

---

Title

1/27/2020

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Date



# VCU Procurement Services

Date: January 4, 2018

Digital Video Group, Inc.  
8525 Meadowbridge Rd., Suite 100  
Mechanicsville, VA 23116

RE: Renewal No.: Two (2) of four (4) one-year renewal options

Dear David Thomas:

The VASCUPP cooperative contract # 7058821- 07JC with Virginia Commonwealth University (VCU) as the lead institution for Audio Visual Products, Services and Maintenance expires on February 28, 2019. VCU intends to exercise the renewal of this contract in accordance with Section XI Special Terms and Conditions, item V, Renewal of Contract

Your signature constitutes your firm's acceptance of this renewal, to include the eVA registration and requirement provisions below.

This contract is an optional use, requirements based contract. VCU is in no way required to make purchases from the Contractor and may, in its sole discretion, purchase the identical and/or similar goods/services from other sources. Individual purchase orders shall be issued on an as needed basis for Audio Visual Products, Services and Maintenance. Services shall be provided in accordance with the contract for the renewal period: March 1, 2019 through February 28, 2020.

- Pricing remains the same as the previous contract period.
- Attached is the revised pricing in accordance with the contract terms.
- By signing and submitting this contract renewal letter, Contractor certifies that it will maintain the insurance coverages required at the time of the contract award. At renewal, Contractor shall have a new Certificate of Insurance listing VCU as the "Additional Insured", citing the contractor's name and contract number, mailed to VCU Risk Management, Box 843040, Richmond, VA.

Please return this document to me as soon as possible. You may fax this form to (804) 828-7837 or email to [pbanks3@vcu.edu](mailto:pbanks3@vcu.edu). If you have any questions, please contact me at (804) 828-0160.

Sincerely,

Princess Banks  
Senior Buyer

**Procurement Services**  
University Purchasing

912 W Grace Street, 5<sup>th</sup> Floor  
Box 980327  
Richmond, Virginia 23284

804 828-1077  
Fax: 804 828-7837  
TDD: 1-800-828-1120  
[www.vcu.edu/procurement](http://www.vcu.edu/procurement)

**RESPONSE:**

Contract #: 7058821- 07JC

Digital Video Group Inc

Name of Firm



Signature

David B Thomas

Name Printed

Director, Contract Sales

Title

01/04/2019

Date





# VCU Procurement Services

Date: February 7, 2018

RE: Contract #: : 7058821-(1JC-18JC)  
Renewal No.: 1 of four (4) one year renewal options

Procurement Services  
University Purchasing

912 W Grace Street, 5<sup>th</sup> Floor  
Box 980327  
Richmond, Virginia 23284

804 828-1077  
Fax: 804 828-7837  
TDD: 1-800-828-1120  
[www.vcu.edu/procurement](http://www.vcu.edu/procurement)

Good Afternoon,

Your firm's contract with Virginia Commonwealth University (VCU) for Audio Visual Products, Services and Maintenance expires on February 28, 2018. VCU intends to exercise the renewal of this contract in accordance with Section XI Special Terms and Conditions, item V, Renewal of Contract.

Your signature constitutes your firm's acceptance of this renewal, to include the optional use language and the eVA registration requirement provisions below.

This contract is an optional use, requirements based contract. VCU is in no way required to make purchases from the Contractor and may, in its sole discretion, purchase the identical and/or similar goods/services from other sources. Individual purchase orders shall be issued on an as needed basis for Audio Visual Products, Services and Maintenance. Services shall be provided in accordance with the contract for the renewal period: March 1, 2018 through February 28, 2019.

Pricing remains the same as the previous contract period.

Attached is the revised pricing in accordance with the contract terms.

By signing and submitting this contract renewal letter Contractor certifies that it will maintain the insurance coverages required at the time the contract was awarded. At renewal, Contractor shall have a new Certificate of Insurance listing VCU as the "Additional Insured", citing the contractor's name and contract number, mailed to VCU Risk Management, Box 843040, Richmond, VA.

Please return this document to me no later than February 16, 2018. Your response may be emailed to me at [aranthes@vcu.edu](mailto:aranthes@vcu.edu) If you have any questions, please contact me at (804) 828-1070.

Sincerely,

Amy Anthes  
Senior Buyer

Contract #: :  
(please  
provide  
complete  
contract  
number)

7058821-07JC

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**RESPONSE:**

Digital Video Group Inc.

Name of Firm

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Signature

---

David B Thomas

Name Printed

---

Director, Contract Sales

Title

---

02/08/2018

Date

---



# VCU

Make it real.

**COMMONWEALTH OF VIRGINIA  
STANDARD CONTRACT**

**Contract Number: 7058821-07JC**

This contract entered into by Digital Video Group, Inc., hereinafter called the "Contractor" and Commonwealth of Virginia, Virginia Commonwealth University (VCU), called the "Purchasing Agency".

**WITNESSETH** that the Contractor and the Purchasing Agency, in consideration of the mutual covenants, promises and agreements herein contained, agree as follows:

**PERIOD OF THE PERFORMANCE:** March 1, 2017 through February 28, 2018 with four (4) successive one year renewal options.

**SCOPE OF CONTRACT:** The Contractor shall provide the goods/services to the Purchasing Agency as set forth in the Contract Documents.

The contract documents shall consist of:

- (1) This signed form;
- (2) The Request for Proposals #7058821JC dated October 13, 2016 including Addendum #01 dated November 1, 2016;
- (3) The Contractor's Proposal dated November 07, 2016; and
- (4) The Negotiated Modification dated January 16, 2017.

All of which documents are incorporated herein by reference.

IN WITNESS WHEREOF, the parties have caused this Contract to be duly executed intending to be bound thereby.

**CONTRACTOR:**

Digital Video Group, Inc.

By: David B Thomas

Name Printed: David B Thomas

Title: Director, Contract Sales

Date: 2/17/2017

**PURCHASING AGENCY:**

Virginia Commonwealth University

By: Karol Kain Gray

Name Printed: Karol Kain Gray

Title: VP Finance and Budget

Date: 2/24/17



**VCU**

# Request for Proposals

RFP #: 7058821JC

RFP Title #: VASCUPP Audio Visual Term Contracts

Issuing Agency: Virginia Commonwealth University

Issue Date: October 13, 2016

Closing Date: November 11, 2016



A VASCUPP Member Institution

**Request for Proposals RFP #7058821JC**

**Issue Date:** October 13, 2016

**Title:** VASCUPP Audio Visual Term Contracts

**Send all Proposals To:** Virginia Commonwealth University  
RFP #7058821JC  
Attention: Jackie Colbert  
912 W Grace St, 5th floor  
Richmond, Virginia 23284-0327

**Proposals Shall Be Received Until:** **November 11, 2016 at 11:00 AM local time**

**Direct ALL inquiries concerning this RFP to:** Jackie Colbert  
**jcolbert@vcu.edu**

**Questions concerning this RFP must be received via email no later than: October 27, 2016 at 2:00 PM local time.**

This Request for Proposals & any Addenda are posted on the eVa website at: <http://www.eva.virginia.gov>

HARD-COPY, ORIGINAL PROPOSALS MUST BE RECEIVED IN VIRGINIA COMMONWEALTH UNIVERSITY'S DEPARTMENT OF PROCUREMENT SERVICES ON OR BEFORE THE DATE AND TIME DESIGNATED ON THIS SOLICITATION. ELECTRONIC SUBMISSIONS AND FACSIMILE SUBMISSIONS WILL NOT BE ACCEPTED IN LIEU OF THE HARD-COPY, ORIGINAL PROPOSAL. VENDORS ARE RESPONSIBLE FOR THE DELIVERY OF THEIR PROPOSAL. PROPOSALS RECEIVED AFTER THE OFFICIAL DATE AND TIME WILL BE REJECTED. THE OFFICIAL DATE AND TIME USED IN RECEIPT OF RESPONSES IS THAT TIME ON THE CLOCK OR AUTOMATIC TIME STAMP IN THE DEPARTMENT OF PROCUREMENT SERVICES.

**IF PROPOSALS ARE HAND DELIVERED OR SENT BY FEDEX, UPS, OR ANY OTHER PRIVATE COURIER, DELIVER TO THE ADDRESS NOTED ABOVE. IF USING US MAIL (NOT RECOMMENDED): IF PROPOSALS ARE MAILED VIA US MAIL ONLY, MAIL TO VIRGINIA COMMONWEALTH UNIVERSITY, RFP#7058821JC, ATTN: Jackie Colbert, PO BOX 980327, RICHMOND, VA 23298-0327. THE RFP NUMBER, DATE AND TIME OF PROPOSAL SUBMISSION DEADLINE, AS REFLECTED ABOVE, MUST CLEARLY APPEAR ON THE FACE OF THE RETURNED PROPOSAL PACKAGE.**

In Compliance With This Request for Proposals And To All Conditions Imposed Therein and Hereby Incorporated By Reference, The Undersigned Offers And Agrees To Furnish The Goods/Services Described Herein In Accordance With The Attached Signed Proposal Or As Mutually Agreed Upon By Subsequent Negotiation. Furthermore, The Undersigned Agrees Not To Start Any Work Relative To This Particular Solicitation Until A Resulting Formal Signed Purchase Order Is Received By The Contractor From University's Department of Procurement Services. Any Work Relative To This Request for Proposals Performed By The Contractor Prior To Receiving A Formal Signed Purchase Order Shall Be At The Contractor's Own Risk And Shall Not Be Subject To Reimbursement By The University.

**Signature below constitutes acknowledgement of all information contained through links referenced herein.**

**NAME AND ADDRESS OF COMPANY:**

_____	Date: _____
_____	By (Signature In Ink): _____
_____ Zip Code _____	Name Typed: _____
E-Mail Address: _____	Title: _____
Telephone: ( ____ ) _____	Fax Number: ( ____ ) _____
<b>Toll free, if available</b>	<b>Toll free, if available</b>
DUNS NO.: _____	FEI/FIN NO.: _____

REGISTERED WITH eVA: ( ) YES ( ) NO	SMALL BUSINESS: ( ) YES ( ) NO
VIRGINIA DSBSD CERTIFIED: ( ) YES ( ) NO	MINORITY-OWNED: ( ) YES ( ) NO
DSBSD CERTIFICATION #: _____	WOMEN-OWNED: ( ) YES ( ) NO

**THIS SOLICITATION CONTAINS 29 PAGES.**

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## **I. PURPOSE:**

The intent and purpose of this Request for Proposals (RFP) is to establish multiple term contracts through competitive negotiations with qualified source(s) for a broad range of audio visual, multi-media and related products, services and maintenance.

It is the intent of this solicitation and resulting contract(s) to allow for cooperative procurement. Accordingly, any public body, public or private health or educational institution or lead-issuing institution's affiliated foundations may access any resulting contract(s) if authorized by the Contractor.

Participation in this cooperative procurement is strictly voluntary. If authorized by the Contractor(s), the resultant contract(s) may be extended to the entities indicated above to purchase at contract prices in accordance with contract terms. The Contractor shall notify the lead-issuing institution in writing of any entities accessing the contract. No modification of this contract or execution of a separate contract is required to participate. The Contractor shall provide usage reports for all entities accessing the Contract upon request. Participating entities shall place their own orders directly with the Contractor(s) and shall fully and independently administer their use of the contract(s) to include contractual disputes, invoicing and payments without direct administration from the lead-issuing institution. The lead-issuing institution shall not be held liable for any costs or damages incurred by any other participating entity as a result of any authorization by the Contractor to extend the contract. It is understood and agreed that the lead-issuing institution is not responsible for the acts or omissions of any entity, and will not be considered in default of the Agreement no matter the circumstances.

Use of this contract(s) does not preclude any participating entity from using other contracts or competitive processes.

## **II. GOVERNNG RULES:**

This solicitations is issued in accordance with the provisions of:

- A. Purchasing Manual for Institution of Higher Education and their Vendors (<https://vascupp.org>)
- B. Rules Governing Procurement of goods, Services, Insurance, and Construction by a Public Institution of Higher Education of the commonwealth of Virginia (<https://vascupp.org>)

## **III. BACKGROUND:**

The University is located on two downtown Campuses in Richmond, VCU enrolls more than 32,000 students in 211 certificate and degree programs in the arts, sciences and humanities. Sixty-nine of the programs are unique in Virginia, many of them crossing the disciplines of VCU's 14 degree-granting schools and one college. As one of the nation's top research universities, VCU attracts more than \$225 million a year in sponsored research funding.

Twenty-seven VCU graduate and professional programs are ranked among the best in the nation in U.S. News & World Report's "America's Best Graduate Schools." These include the No. 1 ranked sculpture and nurse anesthesia programs.

VCU Life Sciences has developed into a University-wide discipline that builds upon the University's traditional scientific strengths in the biological sciences, basic biomedical sciences, patient care, biomedical engineering and biotechnology. VCU Life Sciences is comprehensive in its involvement of all levels of students in the study of life sciences, from freshmen to students in the professional programs to Ph.D. candidates, and integrates diverse disciplines from all over the University, including the academic medical center as well as arts and humanities.

VCU Medical Center is one of the nation's leading academic medical centers and stands alone as the only academic medical center in Central Virginia. The medical center includes the 780-bed MCV Hospitals and outpatient clinics, MCV Physicians — a 600-physician-faculty group practice, and the health sciences schools of VCU. The VCU Medical Center offers state-of-the art care in more than 200 specialty areas, many of national and international note, including organ transplantation, head and spinal cord trauma, burn healing and cancer treatment. The VCU Medical Center is the site for the region's only Level 1 Trauma Center. As a leader in health care research, the VCU Medical Center offers patients the opportunity to choose to participate in programs that advance evolving treatment, such as those sponsored by the National Cancer Institute through VCU's Massey Cancer Center, Virginia's first NCI-designated cancer center.

VCU's nationally recognized theatre, music and dance programs offer more than 365 concerts, performances and recitals a year. The Anderson Gallery showcases regional art as well as work by international artists.

VCU is an urban leader, forging ties with business, industry and government in such innovative projects as the collocation of the schools of Business and Engineering, the da Vinci Center for Innovation in Product Design and Development and the Virginia BioTechnology Research Park.

The University and its medical center are the largest-single employer in the Richmond area, with more than 12,000 full-time and 6,000 part-time employees, including 1,900 full-time instructional faculty — many of them nationally and internationally recognized in their fields. John B. Fenn, Ph.D., research professor in the Department of Chemistry and affiliate professor of chemical engineering, was one of three international scientists to be awarded the 2002 Nobel Prize in chemistry.

#### **IV. OFFEROR INFORMATION REQUESTS:**

The opportunity for potential Offerors to present questions and obtain clarification relative to any facet of this solicitation is from the issue date of the RFP until October 27, 2016 at 2:00 PM EDT. Submit all questions to Jackie Colbert, [jcolbert@vcu.edu](mailto:jcolbert@vcu.edu). The questions and clarifications will be issued in an addendum to the RFP.

#### **V. STATEMENT OF NEEDS:**

##### **A. Goods**

1. The Contractor shall provide audio visual, multi-media, and related products, services and maintenance. The Contractor should provide access to every audio visual, multi-media and all related products and services that the company sells through the contract. Audio visual products and services added to the Contractor product mix after the award of the contracts may be incorporated into the contract. The Contractor shall only provide ENERGY STAR or similarly qualified equipment to Commonwealth of Virginia state agencies in any audio visual category where these energy efficient products are available.
2. The contract should provide for purchasing equipment in the following categories:

Broadcast Television Equipment

Multimedia Presentation Equipment

Multimedia Development Equipment

Satellite Transmitting and Receiving Equipment

Teleconferencing and Communication Equipment



Computer Presentation Equipment – Streaming and Webcasting

Broadband Distribution Equipment

Multi-Media Furniture

3. The Contractor should be able to install, maintain and service all products supplied in a professional manner while providing excellent customer service. The Contractor should anticipate that installation services are required for approximately 90.0% of the VCU AV projects.
4. The Contractor must have a Class "A" Contractor's license with the appropriate specialty classification as recognized by the Virginia Board for Contractors, Department of Professional and Occupational Regulation to perform required installation services for any work that is attached to real property.
5. It is anticipated that the Contractor may offer prices for equipment and services expressed as a percentage discount off the manufacturer's list price for equipment and the Contractor's list price for services. The discounted price shall include all associated costs for equipment and services including the freight terms F.O.B. Destination/Prepaid and any travel and living expenses for technician services. Discounts shall be considered the minimum discounts for the duration of the contracts including any renewals. Audio visual products and services added to the Contractor product mix after the award of the contracts shall be incorporated into the contract at the same discount as products priced similarly within the product category.
6. During the last fiscal year from July 1, 2015 to June 30, 2016, public institutions of higher education in the Commonwealth of Virginia purchased approximately \$27,700,000 from the current VASCUPP audio visual contracts. This RFP is issued because the existing contracts do not have any renewal options remaining. New audio visual contracts are required to support on-going audio visual needs at public institutions of higher education in the Commonwealth of Virginia. It is expected that the combined spend by the public institutions of higher education in the Commonwealth of Virginia will remain approximately \$27,700,000 on an annual basis during the initial contract term and any subsequent renewal terms. Potential annual purchases by other state agencies and localities could increase the estimated annual spend by approximately \$10,000,000. This estimated volume is provided only as a guideline for preparing the discounts offered. It is not a guarantee of the contract volume. The Contractor shall supply at the discounts offered the quantities actually ordered by the VASCUPP institutions of higher education and any other users of the contracts. The resulting contracts are for audio visual requirements on an "as needed basis".
7. The contract should contain provisions for a select group of products for rent on an "as needed" basis. The Contractor should provide the necessary combination of services to include, but not limited to, a rental technician to run the equipment, delivery, set-up, and pick-up. Rental equipment may be subject to availability.

B. Design, Project Management, Installation/Integration, Commissioning and Closeout Standards

1. System Standardization
  - a. When designing, quoting, and installing systems the Contractor must adhere to industry standards as well as all Buyer system and templates standards. Any deviation in system design, equipment, or configuration from the Buyer's standards must be pre-approved by the Buyer in advance.
2. Project Management
  - a. All Buyer projects should be formally managed by a full time, in-house employee of the Contractor whose primary role is project management. The project manager shall be available to the Buyer at all times during the installation and be the point of contact person for the University. The project manager is to be knowledgeable of the specific project, all

industry and professional standards and current with proper installation techniques. Prior to the University authorizing payment, the project manager shall be responsible for providing proof of performance, quality installation and that all equipment is accounted for as part of the official system sign-off. Sign-off must be obtained from the Contract Administrator or designee.

- b. All projects should strictly follow the schedule provided by the Buyer.
  - c. All project deliverables should be delivered on the date indicated in the schedule.
  - d. The Contractor must use the Buyers project management system to interface with the project unless no such system is available. The Contractor should use the interface to manage items including but not limited to:
    - 1) Schedule
    - 2) Identify and manage Risk
    - 3) Store and retrieve project documents
    - 4) Communications
    - 5) Staging
    - 6) Commissioning
    - 7) Deliverables
    - 8) Punch lists
3. Control Programming
- a. The Buyer owns all system programs such as control and audio DSP programs.
  - b. All programming must be performed by a full time, in-house employee of the Contractor.
  - c. All Contractor programmers should have a programming certification from the manufacturer providing the system or the Buyer must be notified if a non-certified programmer is working on the program to approve.
  - d. Contractor must adhere to all Buyer standards and templates for control programming.
4. System Integration
- a. Staging - Contractors shall stage all new system integrations on the agreed upon date local to the Buyer to provide proof of performance. The following system deliverables are due at staging if applicable:
    - 1) Full demonstration of system functionality as can be reasonably staged
      - a) For partial system upgrades, at a minimum the control programs functionality shall be virtually demonstrated.
      - b) All new equipment must at least be powered up to verify out of box functionality.
    - 2) Control Program Deliverables
      - a) Functional control program
      - b) Functional control user interface
    - 3) Equipment Documentation Deliverables
      - a) Manufacturer Name
      - b) Model Number
      - c) Serial Number
      - d) Mac Address
    - 4) Complete Wiring Diagrams
    - 5) The Contractor's programmer shall be present during system staging.
- b. Installation

- 1) Installation crew must have the following upon arriving to the installation site:
  - a) Complete wiring diagrams and detailed knowledge of the system functionality
  - b) Scope of Work
  - c) Knowledge of location
  - d) Buyer's contact information
  - e) At least one member of the Contractor's on-site installation crew must have industry related certification.
- c. Commissioning
  - 1) The installed system must be fully tested by the Contractor with all possible sources and in every configuration prior to commissioning to the Buyer. This includes several system shutdowns and restarts after the final programs have been loaded.
  - 2) Contractor to then demonstrate all system functionality and scope deliverables to the Buyer.
- d. Project Closeout Deliverables due prior to system signoff
  - 1) Un-compiled control program and user interface files individually by room.
  - 2) Audio DSP program files individually by room.
  - 3) As built wiring diagrams in .DWG and PDF formats individually by room
  - 4) Any passwords associated with the equipment and system programming individually by room
  - 5) Date equipment warranties begin and duration

### C. Warranty and Maintenance

1. The Contractor should include a minimum of a one (1) year warranty from the date of acceptance on all equipment or in accordance with the standard manufacturer's warranty, whichever is greater. The warranty should cover all equipment, labor and wiring of a completed system for a minimum of one (1) year from the date of final acceptance.
2. All products purchased under the contract shall minimally include the Original Equipment Manufacturer (OEM) warranty that shall pass directly to the purchaser. Products that fail after acceptance and installation shall be covered under warranty. Products that are inoperative at installation shall either be replaced by the Contractor or repaired under warranty. The decision to replace such products or accept warranty repair shall be at the sole discretion of the purchaser except in the event the purchaser fails to provide timely notice of product failure to the Contractor.
3. The Contractor should replace in-kind any equipment which fails within first thirty (30) days of purchase.
4. The Contractor should provide loaner equipment, if needed, similar to the product, which requires repair under warranty at no charge to the University.
  1. After the warranty period, the Contractor should make service agreements available to the University. Either the Contractor or the manufacturer of the equipment may provide the maintenance.

### D. Additional Services

1. When necessary, the Contractor should provide professional on-site consultation, system design, installation, service and maintenance on the audio visual and multi-media products. Sometimes these services may be required in conjunction with the purchase of products from the Contractor and sometimes only the consulting services, system design, installation or service and maintenance may be required.
2. As may be agreed upon with the University, the Contractor should organize and participate in technology shows. The purpose of the show is to present new products and provide information to University departments.
3. When necessary, the Contractor should provide training to University departments on the operation of new equipment.

#### E. Order Placement

1. The Contractor shall provide a quote with the following requirements – product number, product description list price, contract discount, contract price, delivery lead time after receipt of order and contract number. Any labor quoted must indicate the number of hours times the hourly contract rate.
2. The Contractor shall accept a University Purchase Order for individual orders of any dollar amount and should accept the Bank of America Visa Corporate Purchasing Card for orders of \$5,000 or less.

#### F. Procurement Requirements:

1. Freight terms shall be F.O.B. Destination/Prepaid with inside delivery; additional charges shall not be allowed.
2. The terms and conditions of the RFP govern the resulting contract and not any Contractor terms and conditions or software license agreement.
3. The proposal prices shall include all costs for the equipment and services including all applicable freight and travel and living expenses; extra charges will not be allowed.
4. The initial contract term is one (1) year with four (4) annual, optional renewal terms.
5. Any authorized user of a cooperative contract awarded from the RFP may choose at their discretion to waive specific requirements in Section V as needed. The contractor must receive written approval from the authorized user to waive a requirement and that written permission is applicable to the specific authorized user alone.

### **VI. PROPOSAL PREPARATION AND SUBMISSION INSTRUCTIONS:**

#### A. Proposal Submission Instructions:

1. Complete and return Page 2 of the RFP. Proposals shall be signed by an authorized representative of the Offeror.
2. Complete and return signed addenda acknowledgments (if applicable).
3. Utilization of the words “shall” or “must” indicates a mandatory requirement.
4. Submit one (1) original hard copy (paper) of the entire proposal, including all attachments and proprietary information. The original proposal must be clearly marked on the outside of the proposal. Submit one (1) unsecured, original electronic copy (on a disc or flash drive) of the entire proposal including all attachments and INCLUDING ANY PROPRIETARY INFORMATION and one (1) unsecured, original electronic copy (on a disc or flash drive) of the entire proposal

including all attachments and EXCLUDING ANY PROPRIETARY INFORMATION. These discs or flash drives must be clearly marked on the outside whether it includes or excludes proprietary information. No other distribution of the proposal shall be made by the Offeror.

5. Proposal Presentation:
  - a. All information requested must be submitted. Failure to submit all information requested may result in the Purchasing Agency requiring prompt submission of missing information and/or giving a lowered evaluation of the proposal. Proposals which are substantially incomplete or lack key information may be rejected by the purchasing agency. Mandatory requirements are those required by law or regulation or are such that they cannot be waived and are not subject to negotiation.
  - b. All information requested by this Request for Proposals on the ownership, utilization and planned involvement of small businesses, women-owned businesses and minority-owned businesses must be submitted. If an Offeror fails to submit all information requested, the Purchasing Agency may require prompt submission of missing information after the receipt of Contractors proposals.
  - c. Proposals should be prepared simply and economically, providing a straightforward, concise description of capabilities to satisfy the requirements of the RFP. Emphasis should be placed on completeness and clarity of content.
  - d. Proposals should be organized in the order in which the requirements are presented in the RFP. All pages of the proposal should be numbered. Each paragraph in the proposal should reference the paragraph number of the corresponding section of the RFP. It is also helpful to cite the paragraph number, subletter, and repeat the text of the requirement as it appears in the RFP. If a response covers more than one page, the paragraph number and subletter should be repeated at the top of the next page. The proposal should contain a table of contents, which cross-references the RFP requirements. Information which the offeror desires to present that does not fall within any of the requirements of the RFP should be inserted at an appropriate place or be attached at the end of the proposal and designated as additional material. Proposals that are not organized in this manner risk elimination from consideration if the evaluators are unable to find the RFP requirements are specifically addressed.
  - e. Each copy of the proposal should be bound or contained in a single volume where practical. All documentation submitted with the proposal should be contained in that single volume.
6. If applicable, the outside of the Proposal must be marked to clearly denote proprietary information is contained in the documents. **Written notice of proprietary information must be submitted as the first page of the Offeror's Proposal.** Notice must specifically identify the applicable portions of the Offeror's Proposal that contain data or materials to be protected and shall state the reasons why protection is necessary. In addition, the specific (i.e. specific words, figures or paragraphs) proprietary or trade secret material submitted, must be identified on the applicable page(s) within the Offeror's Proposal, by some distinct method, such as highlighting, underlining, etc. **The classification of an entire Proposal document, line item prices and/or total Proposal prices as proprietary or trade secrets is not acceptable and may result in rejection and return of the Proposal.** Ownership of all data, materials and documentation originated and prepared for VCU pursuant to the RFP shall belong exclusively to the University and be subject to public inspection in accordance with the Virginia Freedom of Information Act. Trade secrets or proprietary information submitted by an Offeror shall not be subject to public disclosure under the Virginia Freedom of Information Act; however, the Offeror must invoke the protections of Section 43F of The Governing Rules, in writing, either before or at the time the data or other material is submitted.
7. Communications regarding this Request for Proposals (RFP) shall be formal from the date of the issuance for this RFP, until either a Contractor has been selected or the University Procurement Services Department rejects all proposals. Formal communications shall be

directed to the University Procurement Department only. Informal communications including but not limited to, request for information, comments or speculations, regarding this RFP to any University employee other than Procurement Services Department representative may result in the offending Offeror's Proposal being rejected.

8. Oral Presentation: Offerors who submit a proposal in response to this RFP may be required to conduct an oral presentation of their proposal to VCU. Oral presentations are an option and may or may not be required. Should an oral presentation be required, VCU will designate the date and location for the presentation; the date is critical and alternative dates will not be available. Offerors who are invited to conduct an oral presentation shall include the individual(s) who would be the primary point of contact for VCU, on the Offerors presentation team.
9. The version of the solicitation issued by the Virginia Commonwealth University Purchasing Department as amended by any addenda is the mandatory controlling version of the document. Any modification of or additions to the solicitation by the Offeror shall not modify the official version of the solicitation issued by the Virginia Commonwealth University Purchasing Department unless accepted in writing by the University. Such modifications or additions to the solicitation by the Offeror may be cause for rejection of the proposal; however, Virginia Commonwealth University reserves the right to decide, on a case by case basis, in its sole discretion, whether to reject such a proposal. If the modifications or additions are not identified until after the award of the contract, the controlling version of the solicitation document shall still be the official state form issued by the Purchasing Department.

B. Specific Proposal Requirements:

1. Proposals should be as thorough and detailed as possible so that VCU may properly evaluate your capabilities to provide the required goods/services.
2. Proposed Price.
  - a. Describe the proposed discount pricing structure for the required equipment categories listed Section V, Item A. 2. Provide a list of the brands of AV equipment, equipment categories and the discount from the manufacturer list price by brand and equipment category offered to include but not limited to the manufacturers that VCU uses below. VCU prefers that the deepest discounts are for the largest volume manufacturers listed below with competitive discounts off other manufacturers and types of AV equipment that your company sells.

AVF

Apple

Biamp

Chief

Cisco

Clearone

Compulock

Crestron

Dalite

Dell

Epson

Ergotron

Extron

Icon

JBL  
Logitech  
Middle Atlantic  
NEC  
Netgear  
Planar  
QSC  
Radio Design Labs  
Sharp  
Shure  
Smart Technologies  
Sony  
TrippLite  
Vaddio  
Vutec

Discounts offered must at minimum meet any educational pricing discounts such as Crestron A+, Extron Education contract and Epson brighter futures pricing.

- b. What is the proposed pricing for maintenance after the warranty period? Are any costs associated with installation and system implementation?
  - c. Does the offer from your firm include the option to rent equipment? If your firm can provide rental equipment on an "as needed" basis, what are the proposed prices?
  - d. For evaluation purposes only, a hypothetical Pricing Schedule is included in Section VII of the RFP. Please fill out and submit the Pricing Schedule with the RFP offer.
3. Provide specific plans and approach for providing the proposed services as specified in the Statement of Needs including a statement of understanding that your firm shall comply with the mandatory requirements and indicating the desirable specifications that your firm agrees to provide. Mandatory requirements are designated by the words shall or must and desirable services are designated by the words should or may. The plans should include, but need not be limited to:
- a. Describe the audio visual and multi-media products offered in the following categories:

Broadcast Television Equipment

Multimedia Presentation Equipment

Multimedia Development Equipment

Satellite Transmitting and Receiving Equipment

Teleconferencing and Communication Equipment

Computer Presentation Equipment - Streaming and Webcasting

Broadband Distribution Equipment

Multi-Media Furniture

- b. Indicate that your firm understands that individual University purchase orders will be issued for individual requirements on an "as needed" basis.

- c. Confirm that your firm agrees to freight terms F.O.B. Destination/Pre-paid.
- d. Provide plans to provide the equipment and services specified in Section V.B.
- e. Submit a copy of your firm's Class "A" Contractor's License with appropriate specialty classification as recognized by the Virginia Board for Contractors, Department of Professional and Occupational Regulation to perform the AV installation services.
- f. Describe the proposed approach for the provision of warranty and maintenance under the contract.
- g. Address in detail the additional services listed in Section V.D. of the Statement of Needs that are offered. What, if any, are the costs associated with the services listed in Section V., Item D.2 and D.4.
- h. Provide a sample quote that provides all of the following information: product number, product description, list price, contract discount, contract price, delivery lead time after receipt of order and contract number.
- i. Provide an implementation schedule indicating how long after the award of the contract it shall take your company to begin accepting orders from authorized users of the contract and delivering audio visual products and services.

4. Utilization of the words "shall" or "must" in Section V, Statement of Needs indicates a mandatory requirement:

Does / Shall your company comply with mandatory requirements as presented in Section V, Statement of Needs?

Yes \_\_\_\_ No \_\_\_\_

If "NO," identify the specific requirement and the reason for non-compliance.

5. Utilization of the words "should" or "may" in Section V, Statement of Needs indicates a non-mandatory requirement.

Does / Shall your company comply the non-mandatory requirements as presented in Section V (i.e. "should" becomes "shall")?

Yes \_\_\_\_ No \_\_\_\_

6. If "NO," identify the specific requirement and the reason for non-compliance.

7. Submit information about the qualifications and experience that your company has to provide the required products and services.

- a. Describe the firm's qualifications and experience providing the required products and services during the last three (3) years. Information provided should include, but is not limited to, comparable accounts in higher education and the scope of the services. Include information for a minimum of three (3) similar accounts, describing the types of projects and the scope of the services provided. Please include contact information with the name, address, email address and current phone number.
- b. Specify any technicians your company intends to assign to the VASCUPP contract. Provide information to include but is not limited to the names, qualifications, and experience of the technicians to be assigned to the contract. Resumes of staff to be assigned to the contract may be used. Submit relevant professional certifications for the technicians proposed to work on contract projects.
- c. Does the offer include a single primary point of contact for the VASCUPP institutions for sales, support and problem resolution? If so, please provide the name and contact information.



- d. Provide a list of institutions of higher education with which your firm has a signed term contract.
- e. Provide the amount of annual sales the firm has with each VASCUPP Member Institution. A list of VASCUPP Members can be found at:

<http://procurement.vcu.edu/our-services/university-purchasing/vascupp/>

- 8. Does your firm agree to accept the Bank of America Visa Corporate Purchasing Card for orders of \$5,000 or less?
- 9. Does your company accept the terms and conditions as presented in Section X, General Terms and Conditions and in Section XI, Special Terms and Conditions to govern the contract?  
Yes \_\_\_\_ No \_\_\_\_

If "NO," identify the specific term and condition(s) and the reason for non-compliance.

- 10. Small, Women-Owned and Minority-Owned Business commitment for utilization.
  - a. The Offeror must submit complete information on Appendix I unless the Offeror is a Department of Small Business and Supplier Diversity (DSBSD). DSBSD certified small businesses must include their certification number on the coversheet of this RFP, but are not required to complete Appendix I.
- 11. Method of Payment
  - a. The Offeror must complete and submit Appendix II to select an electronic payment method.

**VII. PRICING SCHEDULE:**

The hypothetical below will be used during the RFP evaluation process to determine the scores for the price evaluation criterion. Quantities indicated below are used for evaluation purposes only and shall not be interpreted as actual contract usage by VCU. Actual contract amounts shall be determined based on actual usage whether it is higher or lower than the amounts in the hypothetical. In the event of a mathematical error, the correct discount percentage or unit price shall prevail.

A. Equipment and Furniture:

	Annual			
	Expenditures		% Discount	Discounted Total
Broadcast Television	\$200,000.	less	_____ %	= \$ _____
Multimedia Presentation	\$700,000.	less	_____ %	= \$ _____
Multimedia Development	\$300,000.	less	_____ %	= \$ _____
Satellite Transmitting	\$300,000.	less	_____ %	= \$ _____

and Receiving

Teleconferencing and Communication \$1,300,000. less \_\_\_\_\_ % = \$ \_\_\_\_\_

Computer Presentation \$1,900,000. less \_\_\_\_\_ % = \$ \_\_\_\_\_

Broadband Distribution \$200,000. less \_\_\_\_\_ % = \$ \_\_\_\_\_

Multi-Media Furniture \$ 150,000. less \_\_\_\_\_ % = \$ \_\_\_\_\_

Section A Total \$ \_\_\_\_\_

B. Services:

Annual Maintenance Contracts \$100,000 less \_\_\_\_\_ % = \$ \_\_\_\_\_

Hourly Service Rates:

	Annual Number Of Hours		Hourly Rate	=	Annual Total
Maintenance After The Warranty	200 hours	X	\$ _____	=	\$ _____
Installation	700 hours	X	\$ _____	=	\$ _____
Technical Assistance	50 hours	X	\$ _____	=	\$ _____
Training	25 hours	X	\$ _____	=	\$ _____
Section B Total					\$ _____

C. Rental Equipment:

Annual

	Expenditures		% Discount	Discounted Total
Section C Total	\$100,000.	less	_____ % = \$	_____
Grand Total Sections A, B and C				\$ _____

**VIII. EVALUATION AND AWARD CRITERIA:**

Proposals will be evaluated based upon the information provided in the Offeror’s Proposal using the following criteria: Offeror’s qualifications and experience; methodology/approach to providing the requirements stated herein; price; and the Offeror’s status as a Virginia certified SWaM Business or the Offeror’s plans to utilize Virginia DSBSD certified SWaM Businesses in the Offeror’s performance of the contract. Negotiations shall be conducted with Offerors so selected. After negotiations have been conducted with each Offeror so selected, the VCU shall select the Offeror which, in its opinion, has made the best offer, and shall award the contract to that Offeror. VCU reserves the right to make multiple awards from the RFP. The University may cancel this Request for Proposals or reject Proposals at any time prior to an award, and is not required to furnish a statement of the reason why a particular Proposal was not deemed to be the most advantageous. (Governing Rules Section 49.D) Should the University determine in writing and in its sole discretion that only one Offeror has made the best proposal, a Contract may be negotiated and awarded to that Offeror. The award document will be a Contract incorporating by reference all the requirements, terms and conditions of the RFP, and the Offeror’s response thereto.

Notice of Award(s) or Notice of Intent to Award may be accessed electronically at <http://www.eva.virginia.gov>.

**IX. REPORTING AND DELIVERY REQUIREMENTS:**

**By submitting a Proposal, Offerors certify that all information provided in response to the Request for Proposals is true and accurate. Failure to provide information required by this Request for Proposals will ultimately result in rejection of the Proposal.**

It is the policy of the Commonwealth of Virginia that 42% of its purchases be made from small businesses to contribute to the establishment, preservation, and strengthening of small businesses, and businesses owned by women and minorities, and to encourage their participation in VCU procurement activities. The University encourages Contractors to provide for the participation of small businesses and businesses owned by women and minorities through partnerships, joint ventures, subcontracts or other contractual opportunities.

**Use of Subcontractors:** If the Offeror intends to use subcontractors to perform any portion of the work described in this RFP, the Offeror must clearly so state. VCU is placing an increased emphasis on its SWaM (Small, Women, and Minority Owned) business program and is interested in identifying any potential opportunities that may be available to engage SWaM vendors to be certified by the Virginia Department of Small Business and Supplier Diversity (DSBSD) through new or existing contracts. **Identify and list any such opportunities that your firm would commit to if awarded this Contract in Appendix I- Participation in VCU Procurement Transactions Small Businesses and Businesses Owned by Women and Minority.** The Offeror’s response must include a description of which portion(s) of the work will be sub-contracted out and the names and addresses of potential Subcontractor(s) under the Contract.

**REPORT ON THE PARTICIPATION OF SMALL BUSINESSES AND BUSINESSES OWNED**

## BY WOMEN AND MINORITIES

Unless the Contractor is a DSBSD certified small business, the Contractor shall submit quarterly reports on the direct involvement of Department of Small Business and Supplier Diversity (DSBSD) certified SWaM Businesses in the performance of the Contract. The report shall specify the actual dollars spent to date with Small Businesses, Women-Owned Businesses, and Minority-Owned Businesses based upon the Contractor's commitment for utilization of DSBSD SWaM Businesses.

The Contractor shall provide this information to:

Virginia Commonwealth University  
Procurement Services Office  
Attn: SWAM Coordinator  
912 W. Grace Street, POB 980327  
Richmond, VA 23284  
Email: [swamreporting@vcu.edu](mailto:swamreporting@vcu.edu)

Failure to submit the required information will be considered a contract compliance issue and will be addressed accordingly. In addition, failure to submit the required information will result in invoices being returned without payment.

### **X. GENERAL TERMS AND CONDITIONS:**

- A. **PURCHASING MANUAL:** This RFP is subject to the provisions of the Commonwealth of Virginia's Purchasing Manual for Institutions of Higher Education and their Vendors and any revisions thereto, which are hereby incorporated into this contract in their entirety. A copy of the manual is available for review at the VCU Procurement Services Office. In addition, the manual may be accessed electronically at <http://procurement.vcu.edu/> or a copy can be obtained by calling VCU Procurement Services at (804) 828-1077.
- B. **APPLICABLE LAW AND COURTS:** This RFP and any resulting Contract shall be governed in all respects by the laws of the Commonwealth of Virginia and any litigation with respect thereto shall be brought in the courts of the Commonwealth. The Contractor shall comply with all applicable federal, state and local laws, rules and regulations.
- C. **ANTI-DISCRIMINATION:** By submitting their Proposals, Offerors certify to the Commonwealth and to VCU that they will conform to the provisions of the Federal Civil Rights Act of 1964, as amended, as well as the Virginia Fair Employment Contracting Act of 1975, as amended, where applicable, the Virginians With Disabilities Act, the Americans With Disabilities Act and Section 2.2-4311 of the *Virginia Public Procurement Act*. If the award is made to a faith-based organization, the organization shall not discriminate against any recipient of goods, services, or disbursements made pursuant to the contract on the basis of the recipient's religion, religious belief, refusal to participate in a religious practice, or on the basis of race, age, color, gender or national origin and shall be subject to the same rules as other organizations that contract with public bodies to account for the use of the funds provided; however, if the faith-based organization segregates public funds into separate accounts, only the accounts and programs funded with public funds shall be subject to audit by the public body. (*Code of Virginia, § 2.2-4343.1*).

In every Contract over \$10,000 the provisions in 1. and 2. below apply:

1. During the performance of this Contract, the Contractor agrees as follows:
  - a) Virginia Commonwealth University is an equal opportunity/affirmative action institution providing access to education and employment without regard to age, race,

color, national origin, gender, religion, sexual orientation, veteran's status, political affiliation or disability. As such, the Contractor will not discriminate against any employee or applicant for employment because of age, race, color, national origin, gender, religion, sexual orientation, veteran's status, political affiliation or disability or any other basis prohibited by state law related to discrimination in employment, except where there is a bona fide occupational qualification reasonably necessary to the normal operation of the Contractor. The Contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.

- b) The Contractor, in all solicitations or advertisements for employees placed by or on behalf of the Contractor, will state that such Contractor is an equal opportunity employer.
- c) Notices, advertisements and solicitations placed in accordance with federal law, rule or regulation shall be deemed sufficient for the purpose of meeting these requirements.

2. The Contractor will include the provisions of 1. above in every subcontract or purchase order over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.

- D. ETHICS IN PUBLIC CONTRACTING: By submitting their Proposals, Offerors certify that their Proposals are made without collusion or fraud and that they have not offered or received any kickbacks or inducements from any other Offeror, supplier, manufacturer or subcontractor in connection with their Proposal, and that they have not conferred on any public employee having official responsibility for this procurement transaction any payment, loan, subscription, advance, deposit of money, services or anything of more than nominal value, present or promised, unless consideration of substantially equal or greater value was exchanged.
- E. IMMIGRATION REFORM AND CONTROL ACT OF 1986: By submitting their Proposals, Offerors certify that they do not and will not during the performance of this Contract employ illegal alien workers or otherwise violate the provisions of the Federal Immigration Reform and Control Act of 1986.
- F. DEBARMENT STATUS: By submitting their Proposals, Offerors certify that they are not currently debarred by the Commonwealth of Virginia from submitting proposals on contracts for the type of goods and/or services covered by this solicitation, nor are they an agent of any person or entity that is currently so debarred.
- G. ANTITRUST: By entering into a Contract, the Contractor conveys, sells, assigns, and transfers to the Commonwealth of Virginia all rights, title and interest in and to all causes of the action it may now have or hereafter acquire under the antitrust laws of the United States and the Commonwealth of Virginia, relating to the particular goods or services purchased or acquired by the Commonwealth of Virginia under said contract.
- H. MANDATORY USE OF STATE FORM AND TERMS AND CONDITIONS: Failure to submit a Proposal on the official VCU Form provided for that purpose may be a cause for rejection of the Proposal. Modification of, or additions to, the General Terms and Conditions of the solicitation may be cause for rejection of the Proposal; however, the Commonwealth reserves the right to decide, on a case by case basis, in its sole discretion, whether to reject such a Proposal.
- I. FINAL OF TERMS: If any prospective Offeror has questions about the specifications or other RFP documents, the prospective Offeror should contact the Services Category Manager whose name

appears on the face of the RFP no later than five (5) working days before the Proposal due date. Any revisions to the RFP will be made only by Addendum issued by the Services Category Manager.

J. PAYMENT:

1. To Prime Contractor:

- a) Invoices for items ordered, delivered and accepted shall be submitted by the Contractor directly to the payment address shown on the purchase order/Contract. All invoices shall show the VCU Contract number and/or purchase order number; social security number (for individual Contractors) or the federal employer identification number (for proprietorships, partnerships, and corporations).
- b) Any payment terms requiring payment in less than thirty (30) days will be regarded as requiring payment thirty (30) days after invoice or delivery, whichever occurs last. This shall not affect offers of discounts for payment in less than thirty (30) days, however.
- c) All goods or services provided under this Contract or purchase order, that are to be paid for with public funds, shall be billed by the Contractor at the contract price, regardless of which public institution is being billed.
- d) The following shall be deemed to be the date of payment: the date of postmark in all cases where payment is made by mail, or the date of offset when offset proceedings have been instituted as authorized under the Virginia Debt Collection Act.
- e) Unreasonable Charges. Under certain emergency procurements and for most time and material purchases, final job costs cannot be accurately determined at the time orders are placed. In such cases, contractors should be put on notice that final payment in full is contingent on a determination of reasonableness with respect to all invoiced charges. Charges which appear to be unreasonable will be researched and challenged, and that portion of the invoice held in abeyance until a settlement can be reached. Upon determining that invoiced charges are not reasonable, VCU shall promptly notify the contractor, in writing, as to those charges which it considers unreasonable and the basis for the determination. A Contractor may not institute legal action unless a settlement cannot be reached within thirty (30) days of notification. The provisions of this Section do not relieve VCU of its prompt payment obligations with respect to those charges that are not in dispute (Code of Virginia, § 2.2-4363).

f) To Subcontractors:

- a) Contractor awarded a contract under this RFP is hereby obligated:
  - i. To pay the Subcontractor(s) within seven (7) days of the Contractor's receipt of payment from VCU for the proportionate share of the payment received for work performed by the Subcontractor(s) under the contract; or
  - ii. To notify VCU and the Subcontractor(s), in writing, of the Contractor's intention to withhold payment and the reason.
- b) The Contractor is obligated to pay the Subcontractor(s) interest at the rate of one percent per month (unless otherwise provided under the terms of the contract) on all amounts owed by the Contractor that remain unpaid seven (7) days following receipt of payment from VCU, except for amounts withheld as stated in 2. above. The date of mailing of any payment by U.S. Mail is deemed to be payment to the addressee. These

provisions apply to each sub-tier Contractor performing under the primary contract. A Contractor's obligation to pay an interest charge to a Subcontractor may not be construed to be an obligation of VCU.

- K. PRECEDENCE OF TERMS: Paragraphs A-J of these General Terms and Conditions shall apply in all instances. In the event there is a conflict between any of the other General Terms and Conditions and any Special Terms and Conditions in this solicitation, the Special Terms and Conditions shall apply.
- L. QUALIFICATIONS OF OFFERORS: VCU may make such reasonable investigations as deemed proper and necessary to determine the ability of the Offeror to perform the services/furnish the goods and the Offeror shall furnish to VCU all such information and data for this purpose as may be requested. VCU reserves the right to inspect Offeror's physical facilities prior to award to satisfy questions regarding the Offeror's capabilities. VCU further reserves the right to reject any Proposal if the evidence submitted by, or investigations of, such Offeror fails to satisfy VCU that such Offeror is properly qualified to carry out the obligations of the Contract and to provide the services and/or furnish the goods contemplated therein.
- M. TESTING AND INSPECTION: VCU reserves the right to conduct any test/inspection it may deem advisable to assure goods and services conform to the specifications.
- N. ASSIGNMENT OF CONTRACT: A Contract shall not be assignable by the Contractor in whole or in part without the written consent of the VCU Director of Procurement Services.
- O. CHANGES TO THE CONTRACT: Changes can be made to the Contract in any one of the following ways:
1. The parties may agree in writing to modify the scope of the Contract. An increase or decrease in the price of the Contract resulting from such modification shall be agreed to by the parties as a part of their written agreement to modify the scope of the Contract.
  2. The VCU Procurement Services Department may order changes within the general scope of the Contract at any time by written notice to the Contractor. Changes within the scope of the contract include, but are not limited to, things such as services to be performed, the method of packing or shipment, and the place of delivery or installation. The Contractor shall comply with the notice upon receipt. The Contractor shall be compensated for any additional costs incurred as the result of such order and shall give VCU a credit for any savings. Said compensation shall be determined by one of the following methods:
    - a) By mutual agreement between the parties in writing; or
    - b) By agreeing upon a unit price or using a unit price set forth in the Contract, if the work to be done can be expressed in units, and the Contractor accounts for the number of units of work performed, subject to the VCU's right to audit the Contractor's records and/or to determine the correct number of units independently; or
    - c) By ordering the Contractor to proceed with the work and keep a record of all costs incurred and savings realized. A markup for overhead and profit may be allowed if provided by the Contract. The same markup shall be used for determining a decrease in price as the result of savings realized. The Contractor shall present VCU with all vouchers and records of expenses incurred and savings realized. VCU shall have the right to audit the records of the Contractor as it deems necessary to determine costs or savings. Any claim for an adjustment in price under this provision must be asserted by written notice to VCU within thirty (30) days from the date of receipt of the written order from VCU. If the parties fail to agree on an amount of adjustment, the question of an increase or decrease in the Contract price or time for performance shall be resolved

in accordance with the procedures for resolving disputes provided by the Disputes Clause of this Contract or, if there is none, in accordance with the disputes provisions of the Commonwealth of Virginia's Purchasing Manual for Institutions of Higher Education and Their Vendors. Neither the existence of a claim or a dispute resolution process, litigation or any other provision of this Contract shall excuse the Contractor from promptly complying with the changes ordered by the VCU Procurement Service Office or with the performance of the Contract generally.

- P. DEFAULT: In case of failure to deliver goods or services in accordance with the Contract terms and conditions, VCU after due oral or written notice, may procure them from other sources and hold the Contractor responsible for any resulting additional purchase and administrative costs. This remedy shall be in addition to any other remedies which VCU may have in law or equity.
- Q. USE OF BRAND NAMES: Unless otherwise provided in this RFP, the name of a certain brand, make or manufacturer does not restrict Offerors to the specific brand, make or manufacturer named, but conveys the general style, type, character, and quality of the article desired. Any article, which the public body, in its sole discretion, determines to be the equal of that specified, considering quality, workmanship, economy of operation, and suitability for the purpose intended, shall be accepted. The Offeror is responsible to clearly and specifically identify the product being offered and to provide sufficient descriptive literature, catalog cuts and technical detail to enable VCU to determine if the product offered meets the requirements of the solicitation. This is required even if offering the exact brand, make or manufacturer specified. Unless the Offeror clearly indicates in its proposal that the product offered is an "equal" product, such proposal will be considered to offer the brand name product referenced in the RFP.
- R. TRANSPORTATION AND PACKAGING: By submitting their Proposals, all Offerors certify and warrant that the price offered for FOB Destination includes only the actual freight rate costs at the lowest and best rate and is based upon the actual weight of the goods to be shipped. Except as otherwise specified herein, standard commercial packaging, packing and shipping containers shall be used. All shipping containers shall be legibly marked or labeled on the outside with purchase order number, commodity description, and quantity. Further, Offeror shall bear the risk of loss until the goods and equipment until VCU accepts Delivery of them.
- S. INSURANCE: By signing and submitting a Proposal under this RFP, the Offeror certifies that if awarded the Contract, it will have the following insurance coverages at the time the Contract is awarded. For construction contracts, if any Subcontractors are involved, the subcontractor will have workers' compensation insurance in accordance with §§ 2.2-4332 and 65.2-800 et seq. of the *Code of Virginia*. The Offeror further certifies that the Contractor and any Subcontractors will maintain these insurance coverages during the entire term of the Contract and that all insurance coverage will be provided by insurance companies authorized to sell insurance in Virginia by the Virginia State Corporation Commission.

Minimum Insurance Coverages and Limits Required for Most Contracts:

1. Worker's Compensation - Statutory requirements and benefits. Coverage is compulsory for employers of three or more employees, to include the employer. Contractors who fail to notify VCU of increases in the number of employees that change their workers' compensation requirements under the *Code of Virginia* during the course of the Contract shall be in noncompliance with the Contract.
2. Employers Liability - \$100,000.
3. Commercial General Liability - \$1,000,000 per occurrence. Commercial General Liability is to include bodily injury and property damage, personal injury and advertising injury, products



and completed operations coverage. VCU must be named as an additional insured and so endorsed on the policy.

4. Automobile Liability - \$1,000,000 per occurrence. (Only used if motor vehicle is to be used in the contract.)

T. ANNOUNCEMENT OF AWARD: Upon the award or the announcement of the decision to award a contract as a result of this RFP, VCU will publicly post such notice electronically at <http://www.eva.virginia.gov> for a minimum of ten (10) days.

U. DRUG-FREE WORKPLACE: During the performance of this Contract, the Contractor agrees to (i) provide a drug-free workplace for the Contractor's employees; (ii) post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana is prohibited in the contractor's workplace and specifying the actions that will be taken against employees for violation of such prohibition; (iii) state in all solicitations or advertisements for employees placed by or on behalf of the Contractor that the Contractor maintains a drug-free workplace; and (iv) include the provisions of the foregoing clauses in every Subcontract or purchase order of over \$10,000, so that the provisions will be binding upon each Subcontractor and/ or Vendor.

For the purposes of this section, "*drug-free workplace*" means a site for the performance of work done in connection with a specific Contract awarded to a Contractor, the employees of whom are prohibited from engaging in the unlawful manufacture, sale, distribution, dispensation, possession or use of any controlled substance or marijuana during the performance of the Contract.

V. NONDISCRIMINATION OF CONTRACTORS: A Bidder, Offeror, or Contractor shall not be discriminated against in the solicitation or award of this Contract because of race, religion, color, sex, national origin, age, disability, or against faith-based organizations or any other basis prohibited by state law relating to discrimination in employment. If the award of this Contract is made to a faith-based organization and an individual, who applies for or receives goods, services, or disbursements provided pursuant to this Contract objects to the religious character of the faith-based organization from which the individual receives or would receive the goods, services, or disbursements, the public body shall offer the individual, within a reasonable period of time after the date of his objection, access to equivalent goods, services, or disbursements from an alternative provider.

W. eVA BUSINESS-TO-GOVERNMENT VENDOR REGISTRATION, CONTRACTS, AND ORDERS: The eVA Internet electronic procurement solution, website portal [www.eVA.virginia.gov](http://www.eVA.virginia.gov), streamlines and automates government purchasing activities in VCU. The eVA portal is the gateway for vendors to conduct business with VCU Institution and other public bodies. All Vendors desiring to provide goods and/or services to VCU shall participate in the eVA Internet e-procurement solution by completing the free eVA Vendor Registration. All Bidders or Offerors must register in eVA and pay the Vendor Transaction Fees specified below; failure to register will result in the bid/proposal being rejected.

Vendor Transaction Fees are determined by the date the original purchase order is issued and are as follows:

1. For orders issued July 1, 2014 and after, the Vendor Transaction Fee is:
  - a) DSBSD-certified Small Businesses: 1%, capped at \$500 per order.
  - b) Businesses that are not DSBSD-certified Small Businesses: 1%, capped at \$1,500 per order.

2. For orders issued prior to July 1, 2014 the vendor transaction fees can be found at [www.eVA.virginia.gov](http://www.eVA.virginia.gov)

The specified vendor transaction fee will be invoiced, by the Commonwealth of Virginia Department of General Services, approximately thirty (30) days after the corresponding purchase order is issued and payable thirty (30) days after the invoice date. Any adjustments (increases/decreases) will be handled through purchase order changes.

- X. FAMILY EDUCATIONAL RIGHTS AND PRIVACY ACT (FERPA). The Selected Offeror/Vendor acknowledges that for the purposes of this Contract it will be designated as a "school official" with "legitimate educational interests" in the University education records, as those terms have been defined under FERPA and its implementing regulations, and the Selected Firm/Vendor agrees to abide by the limitations and requirements imposed on school officials. Selected Firm/Vendor will

University's and its students' benefit, and will not share such data with or disclose it to any third party except as provided for in this Contract, required by law, or authorized in writing by the University.

#### **XI. SPECIAL TERMS AND CONDITIONS:**

- A. ADVERTISING: In the event a contract is awarded for supplies, equipment, or services resulting from this proposal, no indication of such sales or services to Virginia Commonwealth University will be used in product literature or advertising. The Contractor shall not state in any of the advertising or product literature that the Commonwealth of Virginia or any agency or institution of the Commonwealth has purchased or uses its products or services.
- B. ASBESTOS: Whenever and wherever during the course of performing any work under this contract, the Contractor discovers the presence of asbestos or suspects that asbestos is present, he shall stop the work immediately, secure the area, notify the Building Owner and await positive identification of the suspect material. During the downtime in such a case, the Contractor shall not disturb any surrounding surfaces but shall protect the area with suitable dust covers. In the event the Contractor is delayed due to the discovery of asbestos or suspected asbestos, then a mutually agreed extension of time to perform the work shall be allowed the Contractor but without additional compensation due to the time extension.
- C. AUDIT: The Contractor shall retain all books, records, and other documents relative to this contract for five (5) years after final payment, or until audited by the Commonwealth of Virginia, whichever is sooner. The agency, its authorized agents, and/or State auditors shall have full access to and the right to examine any of said materials during said period.
- D. BEST AND FINAL OFFER (BAFO): At the conclusion of negotiations, the Offeror(s) may be asked to submit in writing, a best and final offer (BAFO). After the BAFO is submitted, no further negotiations shall be conducted with the Offeror(s). The Offeror(s) proposal will be re-evaluated to combine and include the information contained in the BAFO. The decision to award will be based on the final evaluation including the BAFO.
- E. PROPOSAL ACCEPTANCE PERIOD: Any proposal in response to this solicitation shall be valid for sixty (60) days. At the end of the sixty (60) days, the proposal may be withdrawn at the written request of the Offeror. If the proposal is not withdrawn at that time it remains in effect until an award is made or the solicitation is cancelled.
- F. PROPOSAL PRICES: Proposal prices shall be in the form of a firm discount percentage or a firm unit price as applicable for each item during the contract period.
- G. CANCELLATION OF CONTRACT: The purchasing agency reserves the right to cancel and terminate any resulting contract, in part or in whole, without penalty, upon sixty (60) days written notice to the Contractor. In the event the initial contract period is for more than twelve (12) months, the resulting contract may be terminated by either party, without penalty, after the initial twelve (12)

months of the contract period upon 60 days written notice to the other party. Any contract cancellation notice shall not relieve the Contractor of the obligation to deliver and/or perform on all outstanding orders issued prior to the effective date of cancellation.

H. **CONTRACTOR REGISTRATION:** If a contract for construction, removal, repair or improvement of a building or other real property is for one hundred and twenty thousand dollars (\$120,000) or more, or if the total value of all such contracts undertaken by the offeror within any 12-month period is seven hundred and fifty thousand dollars (\$750,000) or more, the offeror is required under Title 54.1-1100, Code of Virginia (1950), as amended, to be licensed by the State Board of Contractors as a "CLASS A CONTRACTOR". If such a contract is for seventy-five hundred dollars (\$7,500) or more but less than one hundred and twenty thousand dollars (\$120,000), or if the total value of all such contracts undertaken by offeror within any 12-month period is between one hundred and fifty thousand dollars (\$150,000) and seven hundred and fifty thousand dollars (\$750,000), the offeror is required to be licensed as a "CLASS B CONTRACTOR". If such a contract is for one thousand dollars (\$1,000) or more but less than seventy-five hundred dollars (\$7,500), or if the contractor does less than \$150,000 in business in a 12-month period, the offeror is required to be licensed as a "CLASS C CONTRACTOR". The board shall require a master tradesmen license as a condition of licensure for electrical, plumbing and heating, ventilation and air conditioning contractors. The offeror shall place on the outside of the envelope containing the proposal and shall place in the proposal over his signature whichever of the following notations is appropriate, inserting his contractor license number:

Licensed Class A Virginia Contractor No. \_\_\_\_\_ Specialty: \_\_\_\_\_  
Licensed Class B Virginia Contractor No. \_\_\_\_\_ Specialty: \_\_\_\_\_  
Licensed Class C Virginia Contractor No. \_\_\_\_\_ Specialty: \_\_\_\_\_

If the offeror shall fail to provide this information on his proposal or on the envelope containing the proposal and shall fail to promptly provide said contractor license number to the Commonwealth in writing when requested to do so before or after the opening of proposals, he shall be deemed to be in violation of Section 54.1-1115 of the Code of Virginia (1950), as amended, and his proposal will not be considered.

If an offeror shall fail to obtain the required license prior to submission of his proposal, the proposal shall not be considered.

- I. **CONTRACTOR'S TITLE TO MATERIALS:** No materials or supplies for the work shall be purchased by the Contractor or by any Subcontractor subject to any chattel mortgage or under a conditional sales or other agreement by which an interest is retained by the seller. The Contractor warrants that he has clear title to all materials and supplies for which he invoices for payment.
- J. **DELIVERY AND STORAGE:** It shall be the responsibility of the Contractor to make all arrangements for delivery, unloading, receiving and storing materials in the building during installation. The Owner will not assume any responsibility for receiving these shipments. Contractor shall check with the Owner and make necessary arrangements for security and storage space in the building during installation.
- K. **SPECIAL EDUCATIONAL OR PROMOTIONAL DISCOUNTS:** The Contractor shall extend any special educational or promotional sale prices or discounts immediately to the Commonwealth during the term of the contract. Such notice shall also advise the duration of the specific sale or discount price.
- L. **DRUG FREE WORKPLACE:** The Contractor acknowledges and certifies that it understands that the following acts by the Contractor, its employees and/or agents performing services on state property are prohibited:

The unlawful manufacture, distribution, dispensing, possession or use of alcohol or other drugs; and

Any impairment or incapacitation from the use of alcohol or other drugs (except the use of drugs for legitimate medical purposes).

The Contractor further acknowledges and certifies that it understands that a violation of these prohibitions constitutes a breach of contract and may result in default action being taken by the Commonwealth in addition to any criminal penalties that may result from such conduct.

- M. **EXTRA CHARGES NOT ALLOWED:** The proposal price shall be for complete installation ready for Commonwealth's use, and shall include all applicable freight and installation charges; extra charges will not be allowed.
- N. **FINAL INSPECTION:** At the conclusion of the work, the Contractor shall demonstrate to the authorized owner's representative that the work is fully operational and in compliance with contract specifications and codes. Any deficiencies shall be promptly and permanently corrected by the Contractor at the Contractor's sole expense prior to final acceptance of the work.
- O. **IDENTIFICATION OF PROPOSAL:** The proposal package should be identified as follows:

From: \_\_\_\_\_  
Name of Offeror Due Date Time \_\_\_\_\_

\_\_\_\_\_ RFP No.  
Street or Box Number

\_\_\_\_\_ RFP Title  
City, State, Zip Code +4

Name of Contract / Purchase Officer or Buyer: Jackie Colbert

The package should be addressed as directed on Page 2 of the solicitation.

If a proposal is not clearly identified, the Offeror takes the risk that the proposal may be inadvertently opened and the information compromised which may cause the proposal to be disqualified. Proposals may be hand delivered to the designated location in the office issuing the solicitation. No other correspondence or other proposals should be placed in the envelope.

**LATE PROPOSALS:** To be considered for selection, proposals must be received by the issuing office by the designated date and hour. The official time used in the receipt of proposals is that time on the automatic time stamp machine in the issuing office. Proposals received in the issuing office after the date and hour designated are automatically disqualified and will not be considered. The University is not responsible for delays in the delivery of mail by the U.S. Postal Service, private couriers, or the intrauniversity mail system. It is the sole responsibility of the Offeror to insure that its proposal reaches the issuing office by the designated date and hour.

- P. **INDEMNIFICATION:** Contractor agrees to indemnify, defend and hold harmless the Commonwealth of Virginia, its officers, agents, and employees from any claims, damages and actions of any kind or nature, whether at law or in equity, arising from or caused by the use of any materials, goods, or equipment of any kind or nature furnished by the Contractor/any services of any kind or nature furnished by the Contractor, provided that such liability is not attributable to the sole negligence of the using agency or to failure of the using agency to use the materials, goods, or equipment in the manner already and permanently described by the Contractor on the materials, goods, or equipment delivered.
- Q. **INSTALLATION:** All items must be assembled and set in place, ready for use. All crating and other debris must be removed from the premises.
- R. **LIMITATION OF LIABILITY:** To the maximum extent permitted by applicable law, the Contractor will not be liable under this contract for any indirect, incidental, special or consequential damages, or damages from loss profits, revenue, data or use of the supplies, equipment and/or services delivered under this contract. This limitation of liability will not apply, however, to liability arising from: (a) personal injury or death; (b) defect or deficiency caused by willful misconduct or

negligence on the part of the Contractor; or (c) circumstances where the contract expressly provides a right to damages, indemnification or reimbursement.

- S. MAINTENANCE MANUALS: The Contractor shall provide with each piece of equipment an operations and maintenance manual with wiring diagrams, parts list, and a copy of all warranties.
- T. PRIME CONTRACTOR RESPONSIBILITIES: The Contractor shall be responsible for completely supervising and directing the work under this contract and all subcontractors that he may utilize, using his best skill and attention. Subcontractors who perform work under this contract shall be responsible to the prime Contractor. The Contractor agrees that he is as fully responsible for the acts and omissions of his subcontractors and of persons employed by them as he is for the acts and omissions of his own employees.
- U. QUANTITIES: Quantities set forth in this solicitation are estimates only, and the Contractor shall supply at proposal prices actual quantities as ordered, regardless of whether such total quantities are more or less than those shown.
- V. RENEWAL OF CONTRACT: This contract may be renewed by the Commonwealth for four (4) successive one (1) year periods under the terms and conditions of the original contract except as stated in 1. below. Price increases may be negotiated only at the time of renewal. Written notice of the Commonwealth's intention to renew should be provided approximately 60 days prior to the expiration date of each contract period:
1. If the Commonwealth elects to exercise the option to renew the contract for an additional one (1) year period, the contract discounts which are applied to the Published List Price of the product(s) shall remain the same as in the initial term of the contract during all optional renewal terms except that deeper discounts may be offered if market conditions warrant increasing the discount percentage. Contract prices based on unit prices may be negotiated only at the time of renewal; however, in no case shall the costs for a succeeding one-year period exceed the prior year's contract price(s), increased or decreased by no more than the percentage increase or decrease the services category of the CPI-W section of the US Bureau of Labor Statistic's Consumer Price Index, for the latest twelve months for which statistics are available.
- W. SUBCONTRACTS: No portion of the work shall be subcontracted without prior written consent of the purchasing agency. In the event that the Contractor desires to subcontract some part of the work specified herein, the Contractor shall furnish the purchasing agency the names, qualifications and experience of their proposed subcontractors. The Contractor shall, however, remain fully liable and responsible for the work to be done by its subcontractor(s) and shall assure compliance with all requirements of the contract.
- X. WARRANTY (COMMERCIAL): The Contractor agrees that the supplies or services furnished under any award resulting from this solicitation shall be covered by the most favorable commercial warranties the Contractor gives any customer for such supplies or services and that the rights and remedies provided therein are in addition to and do not limit those available to the Commonwealth by any other clause of this solicitation.
- Y. WORK SITE DAMAGES: Any damage to existing utilities, equipment or finished surfaces resulting from the performance of this contract shall be repaired to the Commonwealth's satisfaction at the Contractor's expense.
- Z. POLICY OF EQUAL EMPLOYMENT: Virginia Commonwealth University is an equal opportunity/affirmative action employer. Women, Minorities, persons with disabilities are encouraged to apply. The University encourages all vendors to establish and maintain a policy to insure equal opportunity employment. To that end, Offerors should submit along with their proposals, their policy of equal employment.
- AA. COMMUNICATIONS: Communications regarding this Request for Proposals (RFP) shall be formal from the date of issue for this RFP, until either a Contractor has been selected or the University

Purchasing Department rejects all proposals. Formal communications shall be directed to the University Purchasing Department.

Informal communications including but not limited to, request for information, comments or speculations, regarding this RFP to any University employee other than a Purchasing Department representative may result in the offending Offeror's proposal being rejected.

BB. SECTION 508 COMPLIANCE: All information technology which, pursuant to this Contract, is purchased or upgraded by or for the use of any Commonwealth agency or institution or political subdivision of the Commonwealth (the "Technology") shall comply with Section 508 of the Rehabilitation Act (29 U.S.C. 794d), as amended. If requested, the Contractor must provide a detailed explanation of how compliance with Section 508 of the Rehabilitation Act is achieved and a validation of concept demonstration. The requirements of this Paragraph along with the Non-Visual Access to Technology Clause shall be construed to achieve full compliance with the Information Technology Access Act, §§ 2.2-3500 through 2.2-3504 of the *Code of Virginia*.

CC. NONVISUAL ACCESS TO TECHNOLOGY: All information technology which, pursuant to this Agreement, is purchased or upgraded by or for the use of any State agency or institution or political subdivision of the Commonwealth (the "Technology") shall comply with the following nonvisual access standards from the date of purchase or upgrade until the expiration of this Agreement:

1. effective, interactive control and use of the Technology shall be readily achievable by nonvisual means;
2. the Technology equipped for nonvisual access shall be compatible with information technology used by other individuals with whom any blind or visually impaired user of the Technology interacts;
3. nonvisual access technology shall be integrated into any networks used to share communications among employees, program participants or the public; and
4. the technology for nonvisual access shall have the capability of providing equivalent access by nonvisual means to telecommunications or other interconnected network services used by persons who are not blind or visually impaired.

Compliance with the foregoing nonvisual access standards shall not be required if the head of the using agency, institution or political subdivision determines that (i) the Technology is not available with nonvisual access because the essential elements of the Technology are visual and (ii) nonvisual equivalence is not available.

Installation of hardware, software, or peripheral devices used for nonvisual access is not required when the Technology is being used exclusively by individuals who are not blind or visually impaired, but applications programs and underlying operating systems (including the format of the data) used for the manipulation and presentation of information shall permit the installation and effective use of nonvisual access software and peripheral devices.

If requested, the Contractor must provide a detailed explanation of how compliance with the foregoing nonvisual access standards is achieved and a validation of concept demonstration.

The requirements of this Paragraph shall be construed to achieve full compliance with the Information Technology Access Act, §§ 2.1-807 through 2.1-811 of the *Code of Virginia*.

DD. DETERMINATION OF RESPONSIBILITY: The Contract will be awarded to the responsive and responsible Offeror with a Proposal, conforming to the RFP, will be most advantageous to VCU, technical and financial factors considered. A responsible Offeror is one who affirmatively demonstrates to VCU that it has adequate financial resources and the requisite capacity, capability, and facilities to perform the Contract, has a satisfactory record of performance on other comparable projects, has a satisfactory record of integrity and business ethics, and is otherwise qualified and eligible to receive award under the solicitation and laws and regulations applicable to the procurement. VCU reserves the right to investigate the capabilities of Offeror, confirm any

part of the information furnished by an Offeror, and require other evidence to determine that the Offeror is responsible.

**EE. REJECTION OF PROPOSALS & WAIVER OF MINOR INFORMALITIES/IRREGULARITIES:**

VCU reserves the right to reject any or all Proposals in part or in total for any reason, to accept any Proposal if considered best for its interest, and to waive informalities and minor irregularities in Proposals received, commensurate with best public procurement practices.

**FF. PROTEST:** Any Offeror who desires to protest the award or decision to award a Contract shall submit the protest in writing to:

Director of Procurement Services  
Virginia Commonwealth University  
912 West Grace, 5<sup>th</sup> Floor  
Richmond, VA 23284

VCU will announce the award utilizing the Commonwealth of Virginia's e-Procurement system (eVA). The protest must be received no later than ten (10) days after the award or the announcement of the decision to award, whichever occurs first. However, if the protest of any actual or potential Offeror depends in whole or in part upon information contained in public records pertaining to the procurement transaction that are subject to inspection under the Rules Governing Procurement of Goods, Services, Insurance, and Construction by a Public Institution of Higher Education of the Commonwealth of Virginia Governed by Subchapter 3 of the Restricted Higher Education Financial and Administrative Operations Act,, Chapter 4.10 (§23-38.88 et seq) of Title 23 of the Code of Virginia, §34, then the time within which the protest shall be submitted shall expire ten (10) days after those records are available for inspection by such Offeror under §34, or at such later time as provided in this section.

VCU Notices of Award(s) or Notices of Intent to Award may be accessed electronically at <http://www.eva.virginia.gov>.

No protest shall lie for a claim that the selected Offeror is not a responsible Offeror.

The written protest shall include the basis for the protest and relief sought.

The VCU Director of Procurement Services shall issue a decision in writing within ten (10) days of receipt stating the reasons for the action taken. This decision shall be final unless the Offeror appeals within ten (10) days of receipt of the written decision by instituting legal action as provided in Section 54 of the Governing Rules.

Nothing in this paragraph shall be construed to permit a proposer to challenge the validity of the terms or conditions of the RFP.

"Days" as used in this paragraph refer to calendar days. If a deadline falls on a Saturday or Sunday, the next business day shall be considered to be the deadline.

**XII. CONTRACT ADMINISTRATION:**

Upon award of the contract VCU shall designate, in writing, the name(s) of the Contract Administrator(s) who shall work with the contractor in formulating mutually acceptable plans and standards for the delivery, installation and on-going service and/or maintenance that may be required.

A. The Contract Administrator shall use all powers under the contract to enforce its faithful performance. The Contract Administrator shall determine the amount, quality and acceptability of

work and shall decide all other questions in connection with the work.

- B. All direction and orders from VCU shall be transmitted through the Contract Administrator, or his designee. However the Contract Administrator shall have no authority to order changes in the work which alter the concept or scope of the work or change the basis for compensation to the contractor.

## **XII. ATTACHMENTS:**

- A: Appendix I – Participation In State Procurement Transactions Small Businesses and Businesses Owned By Women and Minorities:

[http://procurement.vcu.edu/media/procurement/pdf/document-library/RFP Website Link Appendix 1.pdf](http://procurement.vcu.edu/media/procurement/pdf/document-library/RFP%20Website%20Link%20Appendix%201.pdf)

- B: Appendix II – Invoicing and Payment

[http://procurement.vcu.edu/media/procurement/pdf/document-library/RFP Website Link Appendix 2.pdf](http://procurement.vcu.edu/media/procurement/pdf/document-library/RFP%20Website%20Link%20Appendix%202.pdf)





**RFP - Addendum**

DATE: November 1, 2016

ADDENDUM NO. 01 TO ALL OFFERORS:

Reference - Request for Proposals: RFP# 7058821JC

Commodity/Title:	VASACUPP Audio Visual Term Contracts
Issue Date:	October 13, 2016
Proposal Due:	November 11, 2016 at 11:00 AM

The above is hereby changed to read: **See Attached.**

NOTE: A signed acknowledgment of this addendum must be received by this office either prior to the proposal due date and hour or attached to your proposal. Signature of this addendum does not constitute your signature on the original proposal document. The original proposal document must also be signed.

Very truly yours,

Jackie Colbert

\_\_\_\_\_  
Name of Firm

\_\_\_\_\_  
Signature/Title

\_\_\_\_\_  
Date

Questions for Clarification Submitted By Potential Offerors for RFP# 6946149JC

The questions submitted by potential proposers and the answers from VCU are below. The clarifications are in bold and italics.

1. Is it acceptable to exclude pricing for any manufacturers that do not offer products within our chosen categories?

***It is a business decision whether your firm wants to propose to only sell "chosen" categories and manufacturers.***

2. Can you provide any insight into the type of AV gear needed for this RFP? We carry a range of products and I am curious if you all are interested in more Commercial Audio/TV's/Home style components.

***Please see Section VI, Item B.2.a on Page 11 of the RFP for a list of the largest volume manufacturers.***

3. Since we are a local business (based in Charlottesville), would it help if we could physically swap out any defective gear within a short period of time (1 day)?

***The VASCUPP AV contracts are used by institutions of higher education and localities throughout the Commonwealth of Virginia. It is a business decision what your company wants to propose about swapping out defective gear.***

4. I see in the RFP that "installation services are required for approximately 90% of the VCU AV projects" and that bidders "must have a Class "A" Contractor's License"; would you be willing to accept proposals from vendors without a Class A license offering products for projects that do not require installation services?

***The contractor must have a Class A Virginia Contractor's License. Having a Class A Contractor's License is a mandatory requirement of the RFP. Companies that do not have a Class A Contractor's License are non-responsive and not eligible for an award from the RFP.***

5. We do not hold a Class "A" contractor's license. We hold a Class "B." Section e. states you must include "a copy of your firm's Class "A" Contractor's License with appropriate specialty classification as recognized by the Virginia Board for Contractors, Department of Professional and Occupational Regulation to perform the AV installation services." Section H. Contractor Registration states that either Class "A" or Class "B" is acceptable. Can you please clarify what is required?

**Section H. does not state that either Class "A" or Class "B" is acceptable. Please see the answer to question #4 above.**

6. Our company is undergoing SWaM recertification. How will our pending recertification impact our evaluation?

**The SWaM's numerical score is for DSBSD registered firms only. If a firm is in the process of completing the registration, the points are only added to the total score after the registration is complete prior to the contract award. The points are not retroactive and are only added at the next milestone scoring during the RFP evaluation for firms that are still under consideration for the contract award.**

7. On Page 9 of the VASCUPP Audio Visual Term contract RFP (proposal preparation and submission instructions) proposals are submitted electronically including any proprietary information and excluding any proprietary information. Can you please tell me what proprietary information means?

**Proprietary information is confidential information that could be referred to as a trade secret. It is information that would put your organization at a competitive disadvantage if the information became generally known in the marketplace.**

8. We are a small, minority business located in Maryland, and I was just wondering if we have to be located in VA to qualify for this. Any assistance you can provide would be greatly appreciated.

**Your company does not have to be located in Virginia, but a small, minority business must be certified by DSBSD as a small, minority business to be recognized as a SWaM's business for the purposes of the RFP.**

9. Can I submit a proposal for VASCUPP inclusion for AV rental and labor services only as I am no longer a reseller of AV equipment?

**As specified in the Statement of Needs, the core requirement for RFP # 7058821JC is the purchase of AV equipment and the installation/support for that equipment. It is a business decision whether your firm wants to compete to provide only rental services for AV equipment.**

10. Section VI, Item B.3.g – There is a requirement to provide costs associated with Section V., Item D.4. However, in looking at the RFP, there is not a Section V., Item D.4. Can you please provide the details of this "additional service" requirement?

Reference Page 13, Section VI., Item B.3.g.: Change the Item to the following to delete Item D.4.

***Address in detail the additional services listed in Section V.D. of the Statement of Needs that are offered. What, if any, are the costs associated with the services listed in Section V., Item D.2?***

11. Section VI, Item B.2 - There is a list of identified manufacturers to propose and price. Our question is are we able to add to the list to submit?

***The manufacturers listed in Section VI, Item B.2.a are the largest volume manufacturers. The list is to solicit the deepest discounts for these largest volume manufacturers and competitive discounts off all other manufacturers and categories of AV equipment that your company sells.***

# A PROPOSAL PRESENTED TO VIRGINIA COMMONWEALTH UNIVERSITY

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FOR RFP # 7058821JC-VASCUPP AUDIO VISUAL TERM  
CONTRACTS

**David Thomas, Director-Contract Sales**  
DIGITAL VIDEO GROUP MECHANICSVILLE,VA |

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**Issue Date:** October 13, 2016

**Title:** VASCUPP Audio Visual Term Contracts

**Send all Proposals To:** Virginia Commonwealth University  
RFP #7058821JC  
Attention: Jackie Colbert  
912 W Grace St, 5th floor  
Richmond, Virginia 23284-0327

**Proposals Shall Be Received Until:** November 11, 2016 at 11:00 AM local time

**Direct ALL inquiries concerning this RFP to:** Jackie Colbert  
[jcolbert@vcu.edu](mailto:jcolbert@vcu.edu)

**Questions concerning this RFP must be received via email no later than: October 27, 2016 at 2:00 PM local time.**

This Request for Proposals & any Addenda are posted on the eVa website at: <http://www.eva.virginia.gov>


HARD-COPY, ORIGINAL PROPOSALS MUST BE RECEIVED IN VIRGINIA COMMONWEALTH UNIVERSITY'S DEPARTMENT OF PROCUREMENT SERVICES ON OR BEFORE THE DATE AND TIME DESIGNATED ON THIS SOLICITATION. ELECTRONIC SUBMISSIONS AND FACSIMILE SUBMISSIONS WILL NOT BE ACCEPTED IN LIEU OF THE HARD-COPY, ORIGINAL PROPOSAL. VENDORS ARE RESPONSIBLE FOR THE DELIVERY OF THEIR PROPOSAL. PROPOSALS RECEIVED AFTER THE OFFICIAL DATE AND TIME WILL BE REJECTED. THE OFFICIAL DATE AND TIME USED IN RECEIPT OF RESPONSES IS THAT TIME ON THE CLOCK OR AUTOMATIC TIME STAMP IN THE DEPARTMENT OF PROCUREMENT SERVICES.

**IF PROPOSALS ARE HAND DELIVERED OR SENT BY FEDEX, UPS, OR ANY OTHER PRIVATE COURIER, DELIVER TO THE ADDRESS NOTED ABOVE. IF USING US MAIL (NOT RECOMMENDED): IF PROPOSALS ARE MAILED VIA US MAIL ONLY, MAIL TO VIRGINIA COMMONWEALTH UNIVERSITY, RFP#7058821JC, ATTN: Jackie Colbert, PO BOX 980327, RICHMOND, VA 23298-0327. THE RFP NUMBER, DATE AND TIME OF PROPOSAL SUBMISSION DEADLINE, AS REFLECTED ABOVE, MUST CLEARLY APPEAR ON THE FACE OF THE RETURNED PROPOSAL PACKAGE.**

In Compliance With This Request for Proposals And To All Conditions Imposed Therein and Hereby Incorporated By Reference, The Undersigned Offers And Agrees To Furnish The Goods/Services Described Herein In Accordance With The Attached Signed Proposal Or As Mutually Agreed Upon By Subsequent Negotiation. Furthermore, The Undersigned Agrees Not To Start Any Work Relative To This Particular Solicitation Until A Resulting Formal Signed Purchase Order Is Received By The Contractor From University's Department of Procurement Services. Any Work Relative To This Request for Proposals Performed By The Contractor Prior To Receiving A Formal Signed Purchase Order Shall Be At The Contractor's Own Risk And Shall Not Be Subject To Reimbursement By The University. **Signature below constitutes acknowledgement of all information contained through links referenced herein.**

**NAME AND ADDRESS OF COMPANY:**

Digital Video Group Inc  
8525 Meadowbridge Road, Suite 100  
Mechanicsville, VA Zip Code 23116  
E-Mail Address:  
Telephone: ( 804 ) 559-8850  
**Toll free, if available**  
DUNS NO.: 132-395-232

Date: 11/07/2016  
By (Signature In Ink):   
Name Typed: David B Thomas  
Title: Director, Contract Sales  
Fax Number: ( 804 ) 559-0017  
**Toll free, if available**  
FEI/FIN NO.: 81-0606512

REGISTERED WITH eVA: ( X ) YES ( ) NO  
VIRGINIA DSBSD CERTIFIED: ( X ) YES ( ) NO  
DSBSD CERTIFICATION #: 009020

SMALL BUSINESS: ( X ) YES ( ) NO  
MINORITY-OWNED: ( ) YES ( ) NO  
WOMEN-OWNED: ( ) YES ( X ) NO

## **Specific Proposal Requirements**

Proposed Price.

### **Discount Pricing Structure**

*RFP Section VI Item B.2.a. Page 11 Of 29*

Describe the proposed discount pricing structure for the required equipment categories listed Section V, Item A. 2. Provide a list of the brands of AV equipment, equipment categories and the discount from the manufacturer list price by brand and equipment category offered to include but not limited to the manufacturers that VCU uses below. VCU prefers that the deepest discounts are for the largest volume manufacturers listed below with competitive discounts off other manufacturers and types of AV equipment that your company sells.

Digital Video Group Inc.'s discount structure for the required equipment categories listed in Section V, Item A.2 is based upon the discount that is listed for each Manufacturer and each Manufacturer's Product Category. Please refer to TABLE 1.

**TABLE 1. RFP Section VI Item B.2.a. Page 11 Of 29**

Manufacture	Discount from Manufacture's Published List Price
AVF	Not Offered
Apple	Not Offered
Biamp	Not Offered
Chief (now called Milestone AV)	22.00%
Cisco	20.00%
Clearone	
	Clearone Digital Signage Products-Base Models 24.00%
	Clearone Digital Signage Products-Accessories 7.00%
	Clearone Media Collaboration Products- Base Models 16.00%
	Clearone Media Collaboration Products- Extended Support 12.00%
	Clearone Professional Audio Products-Base Models 21.00%
	Clearone Professional Audio Products-Accessories 6.00%
	Clearone Wireless Microphone Products (M500-M586-M915) 15.00%
	Clearone ViewPro Products 13.00%
Compulock-Synnex	17.00%
Crestron	25.00%
Dalite	22.00%
Dell	Computers 7.00%
Dell	Monitors 13.00%
Epson	Digital Video Group will Extend the Brighter Futures Pricing, which varies from model to model
Ergotron	25.00%
Extron	42.00%
Icon	N/A
JBL	25.00%
Logitech	Keyboards and Accessories 7.00%
Middle Atlantic	22.00%
NEC	
	NEC Display Solutions AV Projectors 10.00%
	NEC Display Solutions NEC AccuSync Series LCD A/V LCD/LED/Plasma Monitors 6.00%
	NEC Display Solutions NEC Ceiling Mounts/Mount Accessories AV Projectors 10.00%
	NEC Display Solutions NEC Entry Level E Series A/V LCD/LED/Plasma Monitors 6.00%
	NEC Display Solutions NEC Entry Level Integration Projector Products 20.00%
	NEC Display Solutions NEC High Performance Commercial Grade V Series A/V 10.00%
	NEC Display Solutions NEC High Resolution M Series A/V LCD/LED/Plasma 8.00%
	NEC Display Solutions NEC Integration and Large Venue Projector Accessories 15.00%
	NEC Display Solutions NEC Interactive Software - Can be used with Projector and 10.00%
	NEC Display Solutions NEC Interactive Software (Cloud Version) - Can be used with 10.00%
	NEC Display Solutions NEC LCD SPECTRAVIEW SERIES A/V LCD/LED/Plasma 6.00%
	NEC Display Solutions NEC Main / Large Venue Integration Projectors 25.00%
	NEC Display Solutions NEC Medical Series LCDs Accessories Excluded 15.00%
	NEC Display Solutions NEC Mobile Projector Products 13.00%
	NEC Display Solutions NEC MultiSync E Series LCD 6.00%
	NEC Display Solutions NEC MultiSync EA Series LCD 6.00%
	NEC Display Solutions NEC MultiSync EX Accessories Excluded A/V 0.00%
	NEC Display Solutions NEC MultiSync P Series A/V LCD/LED/Plasma Monitors 5.00%
	NEC Display Solutions NEC MultiSync PA Series A/V LCD/LED/Plasma Monitors 6.00%
	NEC Display Solutions NEC Professional Grade P Series A/V LCD/LED/Plasma 15.00%
	NEC Display Solutions NEC Professional Grade X-Series A/V LCD/LED/Plasma 23.00%

**TABLE 1 Continued RFP Section VI Item B.2.a. Page 11 of 29**

Manufacture	Discount from Manufacture's Published List Price
NEC Display Solutions	NEC Replacement Remotes AV Projectors 15.00%
NEC Display Solutions	NEC Short Throw Projector Products AV Projectors 15.00%
NEC Display Solutions	NEC Spare Lamps AV Projectors 9.00%
NEC Display Solutions	NEC Speakers and Stands A/V LCD/LED/Plasma Monitors 10.00%
NEC Display Solutions	NEC Travel Cases AV Projectors 15.00%
NEC Display Solutions	NEC Ultra Short Throw Projector Products AV Projectors 17.00%
NEC Display Solutions	NEC Volume Projector Products Excludes the following 15.00%
NEC Display Solutions	NEC Volume, Short Throw, Ultra Short Throw, Mobile, and 7.00%
Netgear	29.00%
Planar	
	Planar Open System Displays 15.00%
	Planar Simplicity Series 10.00%
	Planar PS Series 10.00%
	Planar EP Series 15.00%
	Planar UltraLux Series 15.00%
	Planar UltraRes Series 15.00%
	Planar Transparent 15.00%
	Planar Media Player 15.00%
QSC	25.00%
Radio Design Labs	22.00%
Sharp	20.00%
Shure	17.00%
Smart Technologies	Not Offered
Sony	
	Sony Professional Video Products * 15.00%
	* Excluding Sony Program Priced Models
	Sony AV Projectors 25.00%
	Sony Commercial Displays 15.00%
	Sony Professional Broadcast Displays 15.00%
	Sony Professional Audio 20.00%
	Sony Cine/4K Projectors 5.00%
Triplite	
	Triplite Corded Power Outlet Strips 18.00%
	Triplite UPS systems 25.00%
	Triplite Power Cords, Power Cord Adapters 40.00%
	Triplite Wall Mount Rack Enclosures 22.00%
	Triplite Full Size Rack Enclosures 20.00%
	Triplite Cables including Fiber, USB 25.00%
	Triplite Display Mounts 18.00%
	Triplite KVM Switches 20.00%
	Triplite Extended Warranty for Select Products 15.00%
Vaddio	21.00%
Vutec	Not Offered

Digital will participate in the Crestron A+ Pricing Schedule, however the discount shown in Table1 is higher than the A+ Pricing Schedule. Digital Video Group Inc. will participate in the Extron Educational Pricing. Digital Video Group Inc. will participate in the Epson Brighter Future's Pricing Program. Please note that the Epson Brighter Future's Program Pricing is determined on a "model-by-model" basis. We have included the current Epson Brighter Future's Pricing Schedule as Appendix II.

Digital Video Group Inc will participate in Epson's Brighter Futures Pricing Schedule (see Appendix III for Epson Brighter Future's Pricing)

Additionally, Digital Vide Group has further identified for VCU Manufacture's Product Categories where because of the Manufacturers' distribution or marketing polices, discounts for these Product Categories are different. In the following example, I have chosen the manufacturer Tripplite, a preferred VCU Vendor.

Tripplite has categorized their product offering by type (UPS Systems-Full Size Rack Enclosures-etc.) Each product type or product category has a different gross profit ratio for the reseller (DVG).

**TABLE 2**

<u>Tripplite</u>	
Tripplite Corded Power Outlet Strips	18.00%
Tripplite UPS systems	25.00%
Tripplite Power Cords, Power Cord Adapters	40.00%
Tripplite Wall Mount Rack Enclosures	22.00%
Tripplite Full Size Rack Enclosures	20.00%
Tripplite Cables including Fiber, USB	25.00%
Tripplite Display Mounts	18.00%
Tripplite KVM Switches	20.00%
Tripplite Extended Warranty for Select Products	15.00%

What this means is that unless the member University wants to pick a single product category and purchase just from that category, multiple discounts from certain manufacturer's will be a burden both to the seller and buyer.

## After Warranty Maintenance Pricing

RFP Section VI Item B.2.b Page 12 Of 29.

*What is the proposed pricing for maintenance after the warranty period? Are any costs associated with installation and system implementation?*

Digital Video Group Inc. has an after warranty and support program call LifeLine. LifeLine has been designed by Digital Video Group Inc to offer our clients an after-warranty program that is specifically tailored to each client's needs and budget. At Digital Video Group, we do not believe that one size fits all.

LifeLine has four options available for each specific equipment item or system designed and installed by Digital Video Group Inc. Those options are a tiered level of maintenance, support and service.

**Tier 1:** Unlimited phone and email support. No terms of service. Hardware replacement liaison.

**Tier 2:** All of Tier 1 plus: Remote Troubleshooting and Support. Guaranteed 24-hour response time via phone or email. Drive imaging services for backup and recovery.

**Tier 3:** All of Tier 2 plus: Priority access to all technical services. Guaranteed 72-hour on-site response time. Additional 2 on-site support or training days.

**Tier 4:** All of Tier 3 plus: Guaranteed 24-hour on-site response time. Additional 4 on-site support or training days. For large installed systems, 25% of support contract available for hardware replacement budget.

An example of the after-warranty costs would be as follows:

\$100,000.00 Installed Post Production System.

**Tier 1: \$3,000.00      Less the Contract Discount of 12% equals: \$2,640.00**

**Tier 2: \$5,000.00      Less the Contract Discount of 12% equals: \$4,400.00**

**Tier 3: \$7,500.00      Less the Contract Discount of 12% equals: \$6,600.00**

**Tier 4: \$10,000.00      Less the Contract Discount of 12% equals: \$8,800.00**

Cost associated with installation and system implementation are defined by a Statement of Work.

Depending upon the work that needs to be performed our standard VASCUPP Contract price is \$165.00 per hour.

## Rental Equipment Pricing

RFP Section VI Item B.2.c Page 12 Of 29.

Does the offer from your firm include the option to rent equipment? If your firm can provide rental equipment on an "as needed" basis, what are the proposed prices?

Yes, our offer does include the option to rent. Equipment is subject to availability. The per day rental price is calculated at 25% of the Manufactures' Suggested List Price per day. This does not include a technician for set-up if required. If technical set-up is required, then the hourly VASCUPP Contract rate of \$165.00 will apply. Digital Video Group's current Rental Pool as of 11/09/2016

### RENTAL POOL

Name	Model	Description	QTY	Notes	DAILY RATE
AJA	CION-RO	Cion 4K camera, No lens	1	\$ 8,995.00	\$ 2,248.75
AJA	HD10A	Analog Component to HDSDI Converter	1	\$ 695.00	\$ 173.75
Anton Bauer	Dionic 90	Battery	1	\$ 425.00	\$ 106.25
ATOMOS	Ninja	SSD Video Recorder	1	\$ 1,995.00	\$ 498.75
Audio Technica	AT831b	Lavalier Microphone	1	\$ 199.00	\$ 49.75
Black Magic Design	CONVNTRM/BB/ANSD I	Analog to SDI 12G	1	\$ 495.00	\$ 123.75
Black Magic Design	HyperDeck Shuttle	Capture Device	1	\$ 395.00	\$ 98.75
Black Magic Design	Intensity Shuttle Thunderbolt	External HDMI Capture DNxHD/ProRes Thunderbolt IF	1	\$ 295.00	\$ 73.75
ESE	ES-453U	8 digit SMPTE/EUB Reader	1	\$ 595.00	\$ 148.75
Evertz	7750RG-HD	Sync Generator	1	\$ 5,995.00	\$ 1,498.75
EXTRON	DTP-HDMI-4K-230RX	DTP Receiver	1	\$ 1,199.00	\$ 299.75
EXTRON	DTP-T-HWP-4K-231D	DTP Transmitter	1	\$ 1,199.00	\$ 299.75
Fujinon	MS-11	Rear Lens Control Manual Focus	1	\$ 1,995.00	\$ 498.75
Fujinon	TH17X5BRM29-700	Zoom Lens	1	\$ 4,995.00	\$ 1,248.75
JVC	GY-LS300CHU	4K Camera	1	\$ 4,395.00	\$ 1,098.75
Pioneer	BDP-62 FD	BluRay player	1	\$ 495.00	\$ 123.75
Sennheiser	AVX-ME2 SET -4-US	Wireless Lavalier	1	\$ 899.00	\$ 224.75
Sennheiser	USME66/K6 COMBO	Lavalier Microphone	3	\$ 899.00	\$ 224.75
Sony	FWD40W600B	40" LCD Display	1	\$ 899.00	\$ 224.75
Sony	LMD-A170	17" LCD Production Monitor	1	\$ 3,995.00	\$ 998.75
Sony	VPL-EW7	Projector	1	\$ 1,020.00	\$ 255.00
Canon	C100 DAF	HD Camcorder s/n 61283070052	1	\$ 7,995.00	\$ 1,998.75
Canon	EFS10-22mm	EFS10-22mm Zoom Lens 9518A002 s/n 138030430989	1	\$ 699.00	\$ 174.75
TV ONE	C3-510-1001	Corio Master Mini Chassis	1	\$ 9,999.00	\$ 2,499.75

## Hypothetical Pricing Schedule

RFP Section VI Item B.2.d Page 12 Of 29.

For evaluation purposes only, a hypothetical Pricing Schedule is included in Section VII of the RFP. Please fill out and submit the Pricing Schedule with the RFP offer.

### Equipment and Furniture:

Annual Expenditures			% Discount		Discounted Total
Broadcast Television	\$200,000.	less	18 %-average	% =	\$ 164,000.00
Multimedia Presentation	\$700,000.	less	15. %-average	% =	\$ 595,000.00
Multimedia Development	\$300,000.	less	15 %-average	% =	\$ 255,000.00
Satellite Transmitting and Receiving	\$300,000.	less	15 %-average	% =	\$ 255,000.00
Teleconferencing and Communication	\$1,300,000.	less	18 %-average	% =	\$1,066,000.00
Computer Presentation	\$1,900,000.	less	10 %-average	% =	\$1,710,000.00
Broadband Distribution	\$200,000.	less	10 %-average	% =	\$ 180,000.00
Multi-Media Furniture	\$ 150,000.	less	18 %-average	% =	<u>\$ 123,000.00</u>
Section A Total					\$ 4,348,000.00

### Services:

Annual Maintenance Contracts      \$100,000                      less      12% = \$88,000.00

### Hourly Service Rates:

Annual Number Of Hours			Hourly Rate		Annual Total
Maintenance After the Warranty	200 hours	X	\$165.00 =		\$33,000.00
Installation	700 hours	X	\$165.00 =		\$115,500.00
Technical Assistance	50 hours	X	\$165.00 =		\$8,250.00
Training	5 hours	X	\$165.00 =		<u>\$ 825.00</u>
Section B Total					\$157,575.00

### Section C Rental Equipment:

Annual Expenditures	% Discount	Discounted Total
\$100,000.	less 25% =	\$ 75,000.00
Section C Total		\$ 75,000.00

Grand Total Sections A, B and C                                      4,580,575.00



## **Plans and Approach Section**

*RFP Section VI Item B.3 Page 12 Of 29.*

“Provide specific plans and approach for providing the proposed services as specified in the Statement of Needs including a statement of understanding that your firm shall comply with the mandatory requirements and indicating the desirable specifications that your firm agrees to provide. Mandatory requirements are designated by the words shall or must and desirable services are designated by the words should or may.”

## **Goods**

*RFP Section VI Item B.3.a Page 12 Of 29*

2. *Describe the audio visual and multi-media products offered in the following categories:*

*Broadcast Television Equipment*

*Multimedia Presentation Equipment*

*Multimedia Development Equipment*

*Satellite Transmitting and Receiving Equipment*

*Teleconferencing and Communication Equipment*

*Computer Presentation Equipment - Streaming and Webcasting*

*Broadband Distribution Equipment*

*Multi-Media Furniture*

## **Broadcast Television Equipment**

Digital Video Group Inc. by design is a Company whose core competency is Broadcast Television Technology. In the past thirteen years of our business we have been recognized as the Mid Atlantic leader in this field. Our Offering for this Contract is substantial and covers a wide range of Products and Design and Integration Services for this technology vertical.

The following table represents our offering for the VASCUPP Contract.

**TABLE 3 BROADCAST TELEVISION EQUIPMENT RFP Section VI Item B.3.a Page 12 of 29**

Manufacturer		Discount from Manufacture's Published List Price
360 Systems		7.00%
AJA	Excludes the AJA CION Camera	12.00%
American Power Conversion		22.00%
Analog Way		10.00%
Anchor Audio		17.00%
Anton Bauer		12.00%
Artel Video Systems (Formally Communications Specialties Inc.)		14.00%
Audio Technica		25.00%
	Excluding the Following Product Categories	
	Audio Technica Audio Technica Pro 88W	15.00%
	Audio Technica Audio Technica ProPoint	15.00%
	Audio Technica Audio Technica Series 40	15.00%
	Audio Technica Audio Technica Shotgun Mics	15.00%
	Audio Technica Audio Technica UniPoint	15.00%
Autoscript	Main Hardware Models Excludes Software	17.00%
Autoscript	Software Modules	10.00%
AVID - Support Renewals	Support Renewals Client must have Support in-forces at	50.00%
AVID -Hardware	Standard Video Hardware Accessories excluding AVID	20.00%
AVID -Hardware	AVID Advanced Storage Products- Base Models	20.00%
AVID -Hardware	AVID supplied CPU's	15.00%
AVID -Hardware	AVID Advanced Storage Products-Accessories	15.00%
AVID -Software	Media Composer, Single License with Support-No Dongle	77.29%
AVID -Software	Media Composer, Single License with Support-with Dongle	56.00%
AVID -Software	Media Composer, Floating License with Support (5-20-50	93.53%
Azden		22.00%
Black Magic Design		7.00%
Broadcast Pix Inc		10.00%
C2G (Cables to Go)		19.00%
C2G-Adaptor Products		12.00%
C2G-Power Products		12.00%
C2G-Retail Products		12.00%
Canon Broadcast		12.00%
Canon Camcorders		7.00%
Canon Cine EOS 35MM Cameras		20.00%
Camplex (Tecnec)		7.00%
Cartoni		20.00%
Chyron-Hego		12.00%
Cisco		20.00%
Clearcom (and HME Company)		17.00%
Cobalt		12.00%
Compulock-Synnex		17.00%
Contemporary Research		20.00%
Crispin Corporation	Broadcast Automation (Hardware&Software)	12.00%
Crispin Corporation	Broadcast Automation (Services and 3rd party items)	2.00%
Crown		22.00%
Cuescript		15.00%
Denon-Marantz		12.00%
Digital Projection		17.00%
Draper		20.00%

**TABLE 3 BROADCAST TELEVISION EQUIPMENT Continued RFP Section VI Item B.3.a Page 12 of 29**

Manufacturer		Discount from Manufacturer's Published List Price
EEG Enterprises Inc		5.00%
Electrovoice		25.00%
Elemental Technologies	Elemental Live Appliance Products-Excludes Spare Parts	10.00%
Elemental Technologies	Elemental Delta Appliance Products-Excludes Spare Parts	10.00%
Elemental Technologies	Elemental Delta Appliance Products-Excludes Spare Parts	10.00%
Ensemble Designs		12.00%
ESE		12.00%
Evertz		14.00%
FX Designs		7.00%
Facilis Technology Inc.	Base Models Only	9.00%
Facilis Technology Inc.	Options / Accessories / Upgrades	5.00%
Fujinon		15.00%
Genelec		17.00%
Grass Valley	Main Models Only	25.00%
Grass Valley	Services Excludes travel costs	10.00%
Haivision		7.00%
Harmonic/Omneon	Main Models Only	17.00%
Harmonic/Omneon	Services Excludes travel costs	10.00%
Hewlett Packard	Computer/Servers	10.00%
Hewlett Packard	Monitors and peripherals	10.00%
Hitachi		12.00%
IHSE		7.00%
iKan		15.00%
Ikegami		14.00%
Imagine Communications	Main Models Only	22.00%
Imagine Communications	Services excludes travel costs	10.00%
ImmediaTV (Cobalt)		12.00%
JVC		12.00%
Kramer Electronics		17.00%
Lectrosonics		10.00%
Leightronics		12.00%
LG USA		
	LG USA Commercial LED Displays * Clearance Models excluded	18.00%
	LG USA Commercial LED Displays Thin Bezel (3.5mm) Monitor Wall	8.00%
	LG USA Prosumer LED TV Displays	18.00%
	LG USA Prosumer LED TV Displays up to and including 49 Inches	8.00%
	LG USA Prosumer LED TV with Super Sign Displays up to and including 49 Inches	8.00%
Logitech	Keyboards and Accessories	7.00%
Litepanels (VITEC)		10.00%
Manfrotto (Formally Bogen)		17.00%
Marshall Electronics	Monitors	16.00%
Marshall Electronics	IP Cameras	16.00%
Middle Atlantic		22.00%
Milestone A/V (Formally Chief)		20.00%
Miller		12.00%
Netgear		29.00%

**TABLE 3 BROADCAST TELEVISION EQUIPMENT Continued RFP Section VI Item B.3.a Page 12 of 29**

Manufacturer		Discount from Manufacture's Published List Price
<b>Nevion</b>		
	Nevion A/V Streaming Devices: Processor and nSure, VikinX eMerge Media Gateways (Ventura, Video Gateways, NX)	5%
	Nevion A/V Streaming Devices Flashlink, VikinX and related software VikinX modular and Sublime	12%
	Nevion A/V Streaming Devices, Support Nevcare	0%
	Nevion A/V Streaming Devices. VideoPath, VikinX Sublime X2, SFPs, and some Flashlink Special category products (incl. NX4600 campaign)	5%
Newtek		5%
O'Conner Engineering	Camera Tripods and Support Equipment	15%
Omnimount		30%
<b>Panasonic</b>		
	Panasonic Broadcast and Professional Recording Products and	10%
	Panasonic Professional Displays AV Monitors-Large	10%
	Panasonic Broadcast and Professional Cameras	10%
	Panasonic Broadcast and Professional Cameras-Varicam	7%
Peerless Industries		17%
Plura Broadcast		10%
PortaBrace		17%
Q-TV (Autocue by VITEC)		12%
<b>Quantum Corporation</b>		
	Quantum Corporation Networked Attached Storage	10%
	Quantum Corporation Networked Attached Storage Accessories & 3rd Party Options	5%
Osprey Video		10.00%
<b>Planar</b>		
	Planar Open System Displays	15.00%
	Planar Simplicity Series	10.00%
	Planar PS Series	10.00%
	Planar EP Series	15.00%
	Planar UltraLux Series	15.00%
	Planar UltraRes Series	15.00%
	Planar Transparent	15.00%
	Planar Media Player	15.00%
QSC		25.00%
Radio Design Labs		22.00%
Rane		10.00%
Rokinon		10.00%
Ross Video Educational		10.00%
Ross Video Main Models	Excludes Optional Software Modules	10.00%
Ross Video Main Models	Optional Software Modules	5.00%
Ross Video Services	Excludes Travel Costs	5.00%
RTS		8.00%
S.A.M. (Formally Snell&Wilcox)		10.00%
Sachtler (VITEC)		15.00%
Samsung		15.00%
Sennheiser		27.00%
Sharp		22.00%
Shure		20.00%

**TABLE 3 BROADCAST TELEVISION EQUIPMENT Continued RFP Section VI Item B.3.a Page 12 of 29**

Manufacturer	Discount from Manufacturer's Published List Price
Sierra Video Systems (Kramer)	17.00%
Sony	
Sony Professional Video Products *	15.00%
Sony * Excluding Sony Program Priced Models	
Sony AV Projectors	25.00%
Sony Commercial Displays	15.00%
Sony Professional Broadcast Displays	15.00%
Sony Professional Audio	20.00%
Sony Cine/4K Projectors	5.00%
Steadicam (Tiffen)	10.00%
StorageDNA	10.00%
Tecnec	
TecNec AV Accessories and Integration Products	12.00%
TecNec OEM Branded Products	7.00%
TecNec Pre-made and Bulk Cables	19.00%
Tektronix	
Tektronix Test and Measurement Equipment-Base Models and	9.00%
Tektronix Extended Warranty, Service Contracts	9.00%
Tektronix Parts and Accessories	2.00%
Telecast (Belden)	10.00%
Teletream	Main Hardware and Software Models Excludes Services
Telex	15.00%
Teradek (VITEC)	5.00%
Tightrope Media systems	5.00%
Tiffen	18.00%
Tripplite	
Tripplite Corded Power Outlet Strips	18.00%
Tripplite UPS systems	25.00%
Tripplite Power Cords, Power Cord Adapters	40.00%
Tripplite Wall Mount Rack Enclosures	22.00%
Tripplite Full Size Rack Enclosures	20.00%
Tripplite Cables including Fiber, USB	25.00%
Tripplite Display Mounts	18.00%
Tripplite KVM Switches	20.00%
Tripplite Extended Warranty for Select Products	15.00%
TV Logic	10.00%
TV-One	20.00%
Vinten (VITEC)	10.00%
Vizrt	Main Hardware and Software Models-Excludes Factory
ULIVE	Main Models-Excludes Data Plans
Wheatstone	5.00%
Winsted	12.00%
Wohler	9.00%

**TABLE 3 BROADCAST TELEVISION EQUIPMENT Continued RFP Section VI Item B.3.a Page 12 of 29**

Manufacturer	Discount from Manufacturer's Published List Price
Yamaha	
Yamaha Analog Audio Console/Mixers-Base Models	20.00%
Yamaha Compact Disc Players	20.00%
Yamaha Digital Audio Work Stations	0.00%
Yamaha Digital Audio consoles excluding DM2000	15.00%
Yamaha DSP Processors	15.00%
Yamaha Headphones	25.00%
Yamaha BR Series Loud Speakers	25.00%
Yamaha BR Series Loud Speakers Accessories	20.00%
Yamaha Club Series Loud Speakers	25.00%
Yamaha Club Series Loud Speaker Accessories	20.00%
Yamaha Installation Loud Speakers and Accessories	20.00%
Yamaha Powered Loud Speakers	25.00%
Yamaha Powered Loud Speaker Accessories	20.00%
Yamaha Powered Monitor Speakers and Accessories	20.00%
Yamaha Portable PA Systems	20.00%
Yamaha Portable Recorders	25.00%
Yamaha Power Amplifiers	20.00%
Yamaha Powered Mixers-Base models	20.00%
Yamaha Powered Mixer Accessories	10.00%
Yamaha Signal Processor Cables	15.00%
Yamaha Signal Processor Interfaces	15.00%
Yamaha Signal Processors	15.00%
Zacuto	10.00%
Carl Zeiss	5.00%

**Multimedia Presentation Equipment RFP Section VI Item B.3.a Page 12 of 29**

A logical progression from DVG's core competency was the need for our clients to be able to present the content that they created in ways other than traditional "Broadcasting".

Rich media content (Video and Audio) is everywhere, and certainly exists in today's modern classroom.

Culturally we are a visual society and are constantly being exposed to high quality, high definition visual images that are a delight for our eyes. This High-quality video and audio content, first produced by a very select few, is now literally available on everything from our laptops to our cell phones.

It is no surprise that Digital Video Group Inc, offers a wide range of Multimedia Presentation Equipment for some of the best in class manufacturer's.

The following table represents our offering for the VASCUPP Contract.

**TABLE 4 MULTIMEDIA PRESENTATION EQUIPMENT RFP Section VI Item B.3.a Page 12 of 29**

Manufacturer		Discount from Manufacture's Published List Price
AJA	Excludes the AJA CION Camera	12.00%
American Power Conversion		22.00%
Analog Way		10.00%
Anchor Audio		17.00%
Artel Video Systems (Formally Communications Specialties Inc.)		14.00%
Audio Technica		25.00%
	Excluding the Following Product Categories	
	Audio Technica Audio Technica Pro 88W	15.00%
	Audio Technica Audio Technica ProPoint	15.00%
	Audio Technica Audio Technica Series 40	15.00%
	Audio Technica Audio Technica Shotgun Mics	15.00%
	Audio Technica Audio Technica UniPoint	15.00%
Autoscript	Main Hardware Models Excludes Software	17.00%
Autoscript	Software Modules	10.00%
Azden		22.00%
Behringer		25.00%
Black Magic Design		7.00%
Broadcast Pix Inc		10.00%
C2G (Cables to Go)		19.00%
C2G-Adaptor Products		12.00%
C2G-Power Products		12.00%
C2G-Retail Products		12.00%
Canon Projectors LV		12.00%
Canon Projectors-Realis		15.00%
Camplex (Tecnec)		7.00%
Cartoni		20.00%
CatDV		5.00%
Chief Manufacturing		22.00%
Cisco		20.00%
Clearone		
	Clearone Digital Signage Products-Base Models	24.00%
	Clearone Digital Signage Products-Accessories	7.00%
	Clearone Media Collaboration Products- Base Models	16.00%
	Clearone Media Collaboration Products- Extended Support	12.00%
	Clearone Professional Audio Products-Base Models	21.00%
	Clearone Professional Audio Products-Accessories	6.00%
	Clearone Wireless Microphone Products (M500-M586-M915)	15.00%
	Clearone ViewPro Products	13.00%
Compulock-Synnex		17.00%
Contemporary Research		20.00%
Crestron		27.00%
Crown		22.00%
Cuescript		15.00%
CyberTouch		10.00%
Davis and Sandford		12.00%
Day-Lite Screen Company		22.00%
Dell	Computers	7.00%
Dell	Monitors	13.00%



**TABLE 4 MULTIMEDIA PRESENTATION EQUIPMENT** Continued RFP Section VI Item B.3.a Page 12  
Of 29

Manufacturer		Discount from Manufacture's Published List Price
Denon-Marantz		12.00%
Digital Projection		17.00%
Draper		20.00%
Electrovoice		25.00%
Ensemble Designs		12.00%
Epson	Digital Video Group will Extend the Brighter Futures Pricing, which varies from model to model	
Ergotron		25.00%
Extron		42.00%
FX Designs		7.00%
Fujinon		15.00%
Genelec		17.00%
Hewlett Packard	Computer/Servers	10.00%
Hewlett Packard	Monitors and peripherals	10.00%
Hitachi		12.00%
iKan		15.00%
Ikegami		14.00%
JVC		12.00%
Lectrosionics		10.00%
LG USA		
	LG USA Commercial LED Displays * Clearance Models excluded	18.00%
	LG USA Commercial LED Displays Thin Bezel (3.5mm) Monitor Wall	8.00%
	LG USA Prosumer LED TV Displays	18.00%
	LG USA Prosumer LED TV Displays up to and including 49 Inches	8.00%
	LG USA Prosumer LED TV with Super Sign Displays up to and including 49 Inches	8.00%
Logitech	Keyboards and Accessories	7.00%
Litepanels (VITEC)		10.00%
Manfrotto (Formally Bogen)		17.00%
Marshall Electronics	Monitors	16.00%
Media Vision		15.00%
Mersive Technologies		12.00%
Middle Atlantic		22.00%
Milestone A/V (Formally Chief)		20.00%
Miller		12.00%
NEC		
	NEC Display Solutions AV Projectors	10.00%
	NEC Display Solutions NEC AccuSync Series LCD A/V LCD/LED/Plasma Monitors	6.00%
	NEC Display Solutions NEC Ceiling Mounts/Mount Accessories AV Projectors	10.00%
	NEC Display Solutions NEC Entry Level E Series A/V LCD/LED/Plasma Monitors	6.00%
	NEC Display Solutions NEC Entry Level Integration Projector Products	20.00%
	NEC Display Solutions NEC High Performance Commercial Grade V Series A/V	10.00%
	NEC Display Solutions NEC High Resolution M Series A/V LCD/LED/Plasma	8.00%
	NEC Display Solutions NEC Integration and Large Venue Projector Accessories	15.00%
	NEC Display Solutions NEC Interactive Software - Can be used with Projector and	10.00%
	NEC Display Solutions NEC Interactive Software (Cloud Version) - Can be used with	10.00%
	NEC Display Solutions NEC LCD SPECTRAVIEW SERIES A/V LCD/LED/Plasma	6.00%
	NEC Display Solutions NEC Main / Large Venue Integration Projectors	25.00%
	NEC Display Solutions NEC Medical Series LCDs Accessories Excluded	15.00%
	NEC Display Solutions NEC Mobile Projector Products	13.00%
	NEC Display Solutions NEC MultiSync E Series LCD	6.00%
	NEC Display Solutions NEC MultiSync EA Series LCD	6.00%
	NEC Display Solutions NEC MultiSync EX Accessories Excluded A/V	0.00%
	NEC Display Solutions NEC MultiSync P Series A/V LCD/LED/Plasma Monitors	5.00%

**TABLE 4 MULTIMEDIA PRESENTATION EQUIPMENT** Continued RFP Section VI Item B.3.a Page 12  
of 29

Manufacturer	Discount from Manufacture's Published List Price	
NEC Display Solutions	NEC MultiSync PA Series A/V LCD/LED/Plasma Monitors	6.00%
NEC Display Solutions	NEC Professional Grade P Series A/V LCD/LED/Plasma	15.00%
NEC Display Solutions	NEC Professional Grade X-Series A/V LCD/LED/Plasma	23.00%
NEC Display Solutions	NEC Replacement Remotes AV Projectors	15.00%
NEC Display Solutions	NEC Short Throw Projector Products AV Projectors	15.00%
NEC Display Solutions	NEC Spare Lamps AV Projectors	9.00%
NEC Display Solutions	NEC Speakers and Stands A/V LCD/LED/Plasma Monitors	10.00%
NEC Display Solutions	NEC Travel Cases AV Projectors	15.00%
NEC Display Solutions	NEC Ultra Short Throw Projector Products AV Projectors	17.00%
NEC Display Solutions	NEC Volume Projector Products Excludes the following	15.00%
NEC Display Solutions	NEC Volume, Short Throw, Ultra Short Throw, Mobile, and	7.00%
Netgear		29.00%
Newtek		5%
O'Conner Engineering		15%
Omnimount		30%
Panasonic		
	Panasonic Professional Displays AV Monitors-Large	10%
	Panasonic Broadcast and Professional Cameras	10%
	Panasonic AV Projectors	18%
Peerless Industries		17%
Presonus		22%
Q-TV (Autocue by VITEC)		12%
Quantum Corporation		
Planar		
	Planar Open System Displays	15.00%
	Planar Simplicity Series	10.00%
	Planar PS Series	10.00%
	Planar EP Series	15.00%
	Planar UltraLux Series	15.00%
	Planar UltraRes Series	15.00%
	Planar Transparent	15.00%
	Planar Media Player	15.00%
QSC		25.00%
Radio Design Labs		22.00%
RGB Spectrum		
RGB Spectrum	AV Signal Processing and Distribution Equipment	10.00%
RGB Spectrum	AV Conferencing Systems	15.00%
Rokinon		10.00%
Samsung		15.00%
Sennheiser		27.00%
Sharp		22.00%
Shure		20.00%
Sony		
	Sony Professional Video Products *	15.00%
	Sony * Excluding Sony Program Priced Models	
	Sony AV Projectors	25.00%
	Sony Commercial Displays	15.00%
	Sony Professional Audio	20.00%
	Sony Cine/4K Projectors	5.00%
Steadicam (Tiffen)		10.00%

**TABLE 4 MULTIMEDIA PRESENTATION EQUIPMENT** Continued RFP Section VI Item B.3.a Page 12 of 29

Manufacturer		Discount from Manufacture's Published List Price
<hr/>		
Tecnec		
	TecNec AV Accessories and Integration Products	12.00%
	TecNec OEM Branded Products	7.00%
	TecNec Pre-made and Bulk Cables	19.00%
Telex		15.00%
Tiffen		18.00%
TV-One		20.00%
Vaddio		21.00%
Vinten (VITEC)		10.00%
Wooden Camera		7.00%
<hr/>		
Yamaha		
	Yamaha Analog Audio Console/Mixers-Base Models	20.00%
	Yamaha Compact Disc Players	20.00%
	Yamaha DSP Processors	15.00%
	Yamaha Headphones	25.00%
	Yamaha BR Series Loud Speakers	25.00%
	Yamaha BR Series Loud Speakers Accessories	20.00%
	Yamaha Club Series Loud Speakers	25.00%
	Yamaha Club Series Loud Speaker Accessories	20.00%
	Yamaha Installation Loud Speakers and Accessories	20.00%
	Yamaha Powered Loud Speakers	25.00%
	Yamaha Powered Loud Speaker Accessories	20.00%
	Yamaha Powered Monitor Speakers and Accessories	20.00%
	Yamaha Portable PA Systems	20.00%
	Yamaha Portable Recorders	25.00%
	Yamaha Power Amplifiers	20.00%
	Yamaha Powered Mixers-Base models	20.00%
	Yamaha Powered Mixer Accessories	10.00%
	Yamaha Signal Processor Cables	15.00%
	Yamaha Signal Processor Interfaces	15.00%
	Yamaha Signal Processors	15.00%
Zacuto		10.00%
Carl Zeiss		5.00%

**Multimedia Development Equipment RFP Section VI Item B.3.a Page 12 of 29**

Multimedia Development Equipment comprises in a large part Rich Media “Content” creation.

Digital Video Group Inc. has for years, equipped most of the VASCUPP member University’s Media Labs, Editing Suites and Athletic Departments with content acquisition and creation hardware and software tools.

The following table represents our offering for the VASCUPP Contract.

**TABLE 5 MUTLIMEDIA DEVEOPMENT EQUIPMENT RFP Section VI Item B.3.a Page 12 Of 29**

Manufacturer		Discount from Manufacture's Published List Price
AVID - Support Renewals	Support Renewals Client must have Support in-forces at	50.00%
AVID -Hardware	Standard Video Hardware Accessories excluding AVID	20.00%
AVID -Hardware	AVID Advanced Storage Products- Base Models	20.00%
AVID -Hardware	AVID supplied CPU's	15.00%
AVID -Hardware	AVID Advanced Storage Products-Accessories	15.00%
AVID -Software	Media Composer, Single License with Support-No Dongle	77.29%
AVID -Software	Media Composer, Single License with Support-with Dongle	56.00%
AVID -Software	Media Composer, Floating License with Support (5-20-50	93.53%
CatDV		5.00%
Chyron-Hego		12.00%
Clearone		
	Clearone Media Collaboration Products- Base Models	24.00%
	Clearone Media Collaboration Products- Extended Support	7.00%
Crestron		27.00%
Dell	Computers	7.00%
Dell	Monitors	13.00%
EEG Enterprises Inc		5.00%
Extron		42.00%
FX Designs		7.00%
Hewlett Packard	Computer/Servers	10.00%
Hewlett Packard	Monitors and peripherals	10.00%
Logitech	Keyboards and Accessories	7.00%
Media Vision		15.00%
Mersive Technologies		12.00%
NEC		
	NEC Display Solutions NEC Interactive Software - Can be used with Projector and	10.00%
	NEC Display Solutions NEC Interactive Software (Cloud Version) - Can be used with	10.00%
Nevion		
	Nevion A/V Streaming Devices: Processor and nSure, VikinX eMerge Media Gateways (Ventura, Video Gateways, NX)	5%
	Nevion A/V Streaming Devices Flashlink, VikinX and related software VikinX modular and Sublime	12%
	Nevion A/V Streaming Devices, Support Nevcare	0%
	Nevion A/V Streaming Devices. VideoPath, VikinX Sublime X2, SFPs, and some Flashlink Special category products (incl.	5%
Newtek		5%
Quantum Corporation		
	Quantum Corporation Networked Attached Storage	10%
	Quantum Corporation Networked Attached Storage Accessories & 3rd Party Options	5%
StorageDNA		10.00%
Tecnec		
	TecNec AV Accessories and Integration Products	12.00%
	TecNec OEM Branded Products	7.00%
	TecNec Pre-made and Bulk Cables	19.00%
Telestream	Main Hardware and Software Models Excludes Services	5.00%
Vizrt	Main Hardware and Software Models-Excludes Factory Service	15.00%

**Satellite Transmitting and Receiving Equipment RFP Section VI Item B.3.a Page 12 of 29**

Content Distribution via Satellite is losing its Business Proposition for many Universities. Digital Video Group continues to support this transmission and receiving technology by providing many of the top tier Manufacturers whose products will support this technology vertical.

The following table represents our offering for the VASCUPP Contract.

**TABLE6 SATELLITE TRANSMITTING AND RECEIVING EQUIPMENT RFP Section VI Item B.3.a Page 12 of 29**

Manufacturer		Discount from Manufacture's Published List Price
360 Systems		7.00%
AJA	Excludes the AJA CION Camera	12.00%
Artel Video Systems (Formally Communications Specialties Inc.)		14.00%
Cobalt		12.00%
Dell	Computers	7.00%
Dell	Monitors	13.00%
EEG Enterprises Inc		5.00%
Elemental Technologies	Elemental Live Appliance Products-Excludes Spare Parts	10.00%
Elemental Technologies	Elemental Delta Appliance Products-Excludes Spare Parts	10.00%
Elemental Technologies	Elemental Delta Appliance Products-Excludes Spare Parts	10.00%
Ensemble Designs		12.00%
Evertz		14.00%
Extron		42.00%
Grass Valley	Main Models Only	25.00%
Grass Valley	Services Excludes travel costs	10.00%
Haivision		7.00%
Harmonic/Omneon	Main Models Only	17.00%
Harmonic/Omneon	Services Excludes travel costs	10.00%
Hewlett Packard	Computer/Servers	10.00%
Hewlett Packard	Monitors and peripherals	10.00%
Imagine Communications	Main Models Only	22.00%
Imagine Communications	Services excludes travel costs	10.00%
ImmediaTV (Cobalt)		12.00%
Leightronics		12.00%
Nevion		
	Nevion A/V Streaming Devices: Processor and nSure, VikinX eMerge	5%
	Nevion A/V Streaming Devices Flashlink, VikinX and related	12%
	Nevion A/V Streaming Devices, Support Nevcare	0%
	Nevion A/V Streaming Devices. VideolPath, VikinX Sublime X2, SFPs,	5%
Plura Broadcast		10%
RGB Spectrum		
RGB Spectrum	AV Signal Processing and Distribution Equipment	10.00%
RGB Spectrum	AV Conferencing Systems	15.00%
Osprey Video		10.00%
Tecnec		
	TecNec AV Accessories and Integration Products	12.00%
	TecNec OEM Branded Products	7.00%
	TecNec Pre-made and Bulk Cables	19.00%
Tektronix		
	Tektronix Test and Measurement Equipment-Base Models and	9.00%
	Tektronix Extended Warranty, Service Contracts	9.00%
	Tektronix Parts and Accessories	2.00%
Telecast (Belden)		10.00%
Telestream	Main Hardware and Software Models Excludes Services	5.00%
TV-One		20.00%
V-Brick		10.00%
ULIVE	Main Models-Excludes Data Plans	15.00%

**Teleconferencing and Communication Equipment RFP Section VI Item B.3.a Page 12 of 29**

Digital Video Group Inc. recognizes that fast reliable and unified communications is the life's blood in both Academia and Business.

To that extent we have partnered with those manufacturer's that will allow Digital Video Group Inc. to support our clients in the deployment of these types of systems. Whether it be Distance Learning applications and network infrastructure, or simple Video Conferencing Systems we have products and services to support the VASCUPP member Universities.

The following table represents our offering for the VASCUPP Contract.



**TABLE 7 TELECONFERENCING AND COMMUNICATIONS EQUIPMENT RFP Section VI Item B.3.a Page 12 of 29**

Manufacturer		Discount from Manufacture's Published List Price
Anchor Audio		17.00%
Artel Video Systems (Formally Communications Specialties Inc.)		14.00%
Broadcast Pix Inc		10.00%
Canon Camcorders		7.00%
Chief Manufacturing		22.00%
Chyron-Hego		12.00%
Cisco		20.00%
Clearone		
	Clearone Media Collaboration Products- Base Models	16.00%
	Clearone Media Collaboration Products- Extended Support	12.00%
	Clearone Professional Audio Products-Base Models	21.00%
	Clearone Professional Audio Products-Accessories	6.00%
	Clearone Wireless Microphone Products (M500-M586-M915)	15.00%
	Clearone ViewPro Products	13.00%
Cobalt		12.00%
Crestron		27.00%
CyberTouch		10.00%
Day-Lite Screen Company		22.00%
Dell	Computers	7.00%
Dell	Monitors	13.00%
Draper		20.00%
EEG Enterprises Inc		5.00%
Electrovoice		25.00%
Elemental Technologies	Elemental Live Appliance Products-Excludes Spare Parts	10.00%
Elemental Technologies	Elemental Delta Appliance Products-Excludes Spare Parts	10.00%
Elemental Technologies	Elemental Delta Appliance Products-Excludes Spare Parts	10.00%
Ensemble Designs		12.00%
Extron		27.00%
FX Designs		7.00%
Fujinon		15.00%
Genelec		17.00%
Haivision		7.00%
Harmonic/Omneon	Main Models Only	17.00%
Harmonic/Omneon	Services Excludes travel costs	10.00%
Hewlett Packard	Computer/Servers	10.00%
Hewlett Packard	Monitors and peripherals	10.00%
Hitachi		12.00%
IHSE		7.00%
iKan		15.00%
Ikegami		14.00%
Imagine Communications	Main Models Only	22.00%
Imagine Communications	Services excludes travel costs	10.00%
ImmediaTV (Cobalt)		12.00%
JVC		12.00%
Kramer Electronics		17.00%
Lectrosonics		10.00%
Leightronics		12.00%

**TABLE 7 TELECONFERENCING AND COMMUNICATIONS EQUIPMENT Continued RFP**  
**Section VI Item B.3.a Page 12 of 29**

Manufacturer	Discount from Manufacture's Published List Price
<b>LG USA</b>	
LG USA Commercial LED Displays * Clearance Models excluded	18.00%
LG USA Commercial LED Displays Thin Bezel (3.5mm) Monitor Wall	8.00%
LG USA Prosumer LED TV Displays	18.00%
LG USA Prosumer LED TV Displays up to and including 49 Inches	8.00%
LG USA Prosumer LED TV with Super Sign Displays up to and including 49 Inches	8.00%
<b>Logitech</b> Keyboards and Accessories	7.00%
<b>Logitech</b> Lifesize Professional Video Conferencing Equipment	12.00%
<b>Litepanels (VITEC)</b>	10.00%
<b>Marshall Electronics</b> IP Cameras	16.00%
<b>Media Vision</b>	15.00%
<b>Mersive Technologies</b>	12.00%
<b>Milestone A/V (Formally Chief)</b>	20.00%
<b>NEC</b>	
NEC Display Solutions AV Projectors	10.00%
NEC Display Solutions NEC AccuSync Series LCD A/V LCD/LED/Plasma Monitors	6.00%
NEC Display Solutions NEC Ceiling Mounts/Mount Accessories AV Projectors	10.00%
NEC Display Solutions NEC Entry Level E Series A/V LCD/LED/Plasma Monitors	6.00%
NEC Display Solutions NEC Entry Level Integration Projector Products	20.00%
NEC Display Solutions NEC High Performance Commercial Grade V Series A/V	10.00%
NEC Display Solutions NEC High Resolution M Series A/V LCD/LED/Plasma	8.00%
NEC Display Solutions NEC Integration and Large Venue Projector Accessories	15.00%
NEC Display Solutions NEC Interactive Software - Can be used with Projector and	10.00%
NEC Display Solutions NEC Interactive Software (Cloud Version) - Can be used with	10.00%
NEC Display Solutions NEC LCD SPECTRAVIEW SERIES A/V LCD/LED/Plasma	6.00%
NEC Display Solutions NEC Main / Large Venue Integration Projectors	25.00%
NEC Display Solutions NEC Medical Series LCDs Accessories Excluded	15.00%
NEC Display Solutions NEC Mobile Projector Products	13.00%
NEC Display Solutions NEC MultiSync E Series LCD	6.00%
NEC Display Solutions NEC MultiSync EA Series LCD	6.00%
NEC Display Solutions NEC MultiSync EX Accessories Excluded A/V	0.00%
NEC Display Solutions NEC MultiSync P Series A/V LCD/LED/Plasma Monitors	5.00%
NEC Display Solutions NEC MultiSync PA Series A/V LCD/LED/Plasma Monitors	6.00%
NEC Display Solutions NEC Professional Grade P Series A/V LCD/LED/Plasma	15.00%
NEC Display Solutions NEC Professional Grade X-Series A/V LCD/LED/Plasma	23.00%
NEC Display Solutions NEC Replacement Remotes AV Projectors	15.00%
NEC Display Solutions NEC Short Throw Projector Products AV Projectors	15.00%
NEC Display Solutions NEC Spare Lamps AV Projectors	9.00%
NEC Display Solutions NEC Speakers and Stands A/V LCD/LED/Plasma Monitors	10.00%
NEC Display Solutions NEC Travel Cases AV Projectors	15.00%
NEC Display Solutions NEC Ultra Short Throw Projector Products AV Projectors	17.00%
NEC Display Solutions NEC Volume Projector Products Excludes the following	15.00%
NEC Display Solutions NEC Volume, Short Throw, Ultra Short Throw, Mobile, and	7.00%
<b>Netgear</b>	29.00%

**TABLE 7 TELECONFERENCING AND COMMUNICATIONS EQUIPMENT Continued RFP**  
**Section VI Item B.3.a Page 12 Of 29**

Manufacturer	Discount from Manufacture's Published List Price
<b>Nevision</b>	
Nevision A/V Streaming Devices: Processor and nSure, VikinX eMerge Media Gateways (Ventura, Video Gateways, NX)	5%
Nevision A/V Streaming Devices Flashlink, VikinX and related software VikinX modular and Sublime	12%
Nevision A/V Streaming Devices, Support Nevcare	0%
Nevision A/V Streaming Devices. VideoPath, VikinX Sublime X2, SFPs, and some Flashlink Special category products (incl.	5%
<b>Panasonic</b>	
Panasonic AV Projectors	18%
Panasonic AV Conferencing Camera Systems	18%
Osprey Video	10.00%
<b>Planar</b>	
Planar Open System Displays	15.00%
Planar Simplicity Series	10.00%
Planar PS Series	10.00%
Planar EP Series	15.00%
Planar UltraLux Series	15.00%
Planar UltraRes Series	15.00%
Planar Transparent	15.00%
Planar Media Player	15.00%
<b>RGB Spectrum</b>	
RGB Spectrum AV Signal Processing and Distribution Equipment	10.00%
RGB Spectrum AV Conferencing Systems	15.00%
Ross Video Educational	10.00%
Ross Video Main Models Excludes Optional Software Modules	10.00%
Ross Video Main Models Optional Software Modules	5.00%
Ross Video Services Excludes Travel Costs	5.00%
RTS	8.00%
S.A.M. (Formally Snell&Wilcox)	10.00%
Samsung	15.00%
Sennheiser	27.00%
Sharp	22.00%
Shure	20.00%
<b>Sony</b>	
Sony Professional Video Products *	15.00%
Sony * Excluding Sony Program Priced Models	
Sony AV Projectors	25.00%
Sony Commercial Displays	15.00%
Sony Professional Audio	20.00%
Sony Cine/4K Projectors	5.00%
<b>Tecnec</b>	
TecNec AV Accessories and Integration Products	12.00%
TecNec OEM Branded Products	7.00%
TecNec Pre-made and Bulk Cables	19.00%
<b>Tektronix</b>	
Tektronix Test and Measurement Equipment-Base Models and	9.00%
Tektronix Extended Warranty, Service Contracts	9.00%
Tektronix Parts and Accessories	2.00%

**TABLE 7 TELECONFERENCING AND COMMUNICATIONS EQUIPMENT Continued RFP**  
**Section VI Item B.3.a Page 12 of 29**

Manufacturer		Discount from Manufacture's Published List Price
Telecast (Belden)		10.00%
Telestream	Main Hardware and Software Models Excludes Services	5.00%
Telex		15.00%
TV Logic		10.00%
TV-One		20.00%
Vaddio		21.00%
V-Brick		10.00%
Vinten (VITEC)		10.00%
Vizrt	Main Hardware and Software Models-Excludes Factory Service	15.00%
ULIVE	Main Models-Excludes Data Plans	15.00%

**Computer Presentation Equipment - Streaming and Webcasting RFP Section VI Item B.3.a Page 12 of 29**

Building upon our legacy multimedia development expertise for content creation as well as our intrinsic understanding of distribution formats and codecs, Digital Video Group Inc represent the best in class for computer and purpose-built Streaming and Webcasting Products.

The following table represents our offering for the VASCUPP Contract.

**TABLE 8 COMPUTER PRESENTATION EQUIPMENT-STREAMING AND WEBCASTING**  
**RFP Section VI Item B.3.a Page 12 of 29**

Manufacturer		Discount from Manufacture's Published List Price
Artel Video Systems (Formally Communications Specialties Inc.)		14.00%
Broadcast Pix Inc		10.00%
Chyron-Hego		12.00%
Cobalt		12.00%
Dell	Computers	7.00%
Dell	Monitors	13.00%
EEG Enterprises Inc		5.00%
Elemental Technologies	Elemental Live Appliance Products-Excludes Spare Parts and	10.00%
Elemental Technologies	Elemental Delta Appliance Products-Excludes Spare Parts an	10.00%
Elemental Technologies	Elemental Delta Appliance Products-Excludes Spare Parts an	10.00%
Evertz		14.00%
Haivision		7.00%
Harmonic/Omneon	Main Models Only	17.00%
Harmonic/Omneon	Services Excludes travel costs	10.00%
Hewlett Packard	Computer/Servers	10.00%
Hewlett Packard	Monitors and peripherals	10.00%
Imagine Communications	Main Models Only	22.00%
Imagine Communications	Services excludes travel costs	10.00%
ImmediaTV (Cobalt)		12.00%
Marshall Electronics	IP Cameras	16.00%
Media Vision		15.00%
Mersive Technologies		12.00%
Netgear		29.00%
Nevion		
	Nevion A/V Streaming Devices: Processor and nSure, VikinX eMerge Media Gateways (Ventura, Video Gateways, NX)	5.00%
	Nevion A/V Streaming Devices Flashlink, VikinX and related software VikinX modular and Sublime	12.00%
	Nevion A/V Streaming Devices, Support Nevcare	0.00%
	Nevion A/V Streaming Devices. VideoIPath, VikinX Sublime X2, SFPs, and some Flashlink Special category products (incl. NX4600 campaign)	5.00%
Newtek		5.00%
Panasonic		
	Panasonic AV Conferencing Camera Systems	18.00%
Osprey Video		10.00%
Tecnec		
	TecNec AV Accessories and Integration Products	12.00%
	TecNec OEM Branded Products	7.00%
	TecNec Pre-made and Bulk Cables	19.00%
Telecast (Belden)		10.00%
Telestream	Main Hardware and Software Models Excludes Services	5.00%
Tightrope Media systems		5.00%
V-Brick		10.00%
Vizrt	Main Hardware and Software Models-Excludes Factory Servi	15.00%
ULIVE	Main Models-Excludes Data Plans	15.00%

**Broadband Distribution Equipment RFP Section VI Item B.3.a Page 12 Of 29**

Digital Video Group Inc. represents a select group of industry leading Manufacturer's in support of Broadband Distribution Equipment Systems.

The following table represents our offering for the VASCUPP Contract.

**BROADBAND DISTRIBUTION EQUIPMENT RFP Section VI Item B.3.a Page 12 of 29**

Manufacturer		Discount from Manufacture's Published List Price
Artel Video Systems (Formally Communications Specialties Inc.)		14.00%
Cobalt		12.00%
Evertz		14.00%
Grass Valley	Main Models Only	25.00%
Grass Valley	Services Excludes travel costs	10.00%
Harmonic/Omneon	Main Models Only	17.00%
Harmonic/Omneon	Services Excludes travel costs	10.00%
Imagine Communications	Main Models Only	22.00%
Imagine Communications	Services excludes travel costs	10.00%
<b>Nevion</b>		
	Nevion A/V Streaming Devices: Processor and nSure, VikinX eMerge Media Gateways (Ventura, Video Gateways, NX)	5.00%
	Nevion A/V Streaming Devices Flashlink, VikinX and related software VikinX modular and Sublime	12.00%
	Nevion A/V Streaming Devices, Support Nevcare	0.00%
	Nevion A/V Streaming Devices. VideoPath, VikinX Sublime X2, SFPs, and some Flashlink Special category products (incl.	5.00%
Nickless Schrimmer & Co		5.00%
Sencore		5.00%
<b>Tecnec</b>		
	TecNec AV Accessories and Integration Products	12.00%
	TecNec OEM Branded Products	7.00%
	TecNec Pre-made and Bulk Cables	19.00%
<b>Tektronix</b>		
	Tektronix Test and Measurement Equipment-Base Models and	9.00%
	Tektronix Extended Warranty, Service Contracts	9.00%
	Tektronix Parts and Accessories	2.00%
Teradek (VITEC)		5.00%



**Multi-Media Furniture RFP Section VI Item B.3.a Page 12 Of 29**

Across the spectrum of Multimedia Furniture Manufacturers, Digital Video Group Inc can provide off-the-shelf products to custom designed technical furniture systems as well as all manner of equipment enclosures.

The following table represents our offering for the VASCUPP Contract.

**MULTI-MEDIA FURNITURE RFP Section VI Item B.3.a Page 12 of 29**

Manufacturer	Discount from Manufacture's Published List Price
American Power Conversion	22.00%
Anchor Audio	17.00%
C2G-Retail Products	12.00%
Chief Manufacturing	22.00%
Day-Lite Screen Company	22.00%
FX Designs	7.00%
Interruptive Woodworking	10.00%
Middle Atlantic	22.00%
Milestone A/V (Formally Chief Manufacturing)	20.00%
Peerless Industries	17.00%
QSC	25.00%
TecNec	
TecNec AV Accessories and Integration Products	12.00%
TecNec OEM Branded Products	7.00%
TecNec Pre-made and Bulk Cables	19.00%
<b>Tripplite</b>	
Tripplite Corded Power Outlet Strips	18.00%
Tripplite UPS systems	25.00%
Tripplite Power Cords, Power Cord Adapters	40.00%
Tripplite Wall Mount Rack Enclosures	22.00%
Tripplite Full Size Rack Enclosures	20.00%
Tripplite Cables including Fiber, USB	25.00%
Tripplite Display Mounts	18.00%
Tripplite KVM Switches	20.00%
Tripplite Extended Warranty for Select Products	15.00%

## **Assumptions and Understandings**

*RFP Section VI Item B.3.b Page 12 Of 29*

*Indicate that your firm understands that individual University purchase orders will be issued for individual requirements on an “as needed” basis.*

Digital Video Group Inc. Understands that individual University purchase orders will be issued for individual requirements on an “as needed basis.

*RFP Section VI Item B.3.c Page 13 Of 29*

*Confirm that your firm agrees to freight terms F.O.B. Destination/Pre-paid.*

Digital Video Group Inc agrees to the freight terms F.O.B. destination/Pre-paid

## **Design, Project Management, Installation/Integration, Commissioning and Close-Out**

*RFP Section VI Item B.3.d Page 13 Of 29*

*Provide plans to provide the equipment and services specified in Section V.B.*

## **System Standardization RFP Section V.B.1.a Page 6 Of 29**

Digital Video Group Inc. currently adheres to all Industry Standards for Design, Project Management, Installation/Integration, Commissioning and Project Closeout. These standards are based of course on industry accepted practices.

We further agree to adhere to all Buyer Systems and Templates if those Systems and Templates are in the form of industry standardized Systems and Templates.

Digital Video Group’s Professional Services Team offers a wide range of Design, Engineering, Programming, Installation and Training capabilities.

The pivotal position however is the Digital Video Group Project Manager.

*Project Management RFP Section V.B.2.a*

Digital Video Group Inc. assigns a Project Manager for each Project purchased by the VASCUPP member Universities and Organizations. Each Project Manager is a full time DVG employee. The role of the Digital Video Group Project Manager is to be available to the Buyer or the Buyer’s designated surrogate during the entire life of the Project.

The Digital Video Group’s assigned Project Manager has complete familiarity with each project he or she is assigned, and is responsible for technical oversight of the project to ensure that all Technical and Design Standards are being performed and met by the Digital Video Group’s Professional Services personnel.

*RFP Section V.B.1.b Page 6 Of 29.*

The Digital Video Group assigned Project Manager is responsible for maintaining the Buyer’s project schedule, providing system proof of performance, punch lists and scheduling the Buyer and/or Contract Administrator for system acceptance or “Sign-Off” at the conclusion of the Project.

RFP Section V.B.1.c Page 6 Of 29.

The Digital Video Group assigned Project Manager is responsible for making sure that all Project Deliverables are delivered on time per the project Schedule.

RFP Section V.B.1.d Page 6 Of 29.

The Digital Video Group Project Manager works in tandem with the Digital Video Group Account Manager and the Buyer to identify and manage risks, provide regular and pertinent communication to the Buyer of Project Status, and store and maintain project technical documents and Programming Source Codes.

### **Control Programming RFP Section V.B.3.a.b.c Page 7 Of 29**

Digital Video Group understand and acknowledges that the Buyer owns all system programs and source codes for Control, Audio and Video. Our programmer is certified with Extron, Crestron and Symetrix and further understands that our Programming reflects the Buyer's standards and templates for control programming codes.

### **System Integration RFP Section V.B.4 Page7 Of 29**

Digital Video Group's System Integration Processes includes Design, pre-Build (Staging), Installation (Site-work), and Technical Drawings (deliverables).

Most System Design work is done ahead of a project purchase order from the Buyer. We do this as a part of our internal peer review process and the client gets this service at no charge. By doing this we can assure the Buyer that the final design costs are kept to a minimum and that Scope Creep is virtually eliminated.

RFP Section V.B.4.a Page7 Of 29

Pre-Build if done at the Project location can be considered as Staging. However, Digital Video Group methodology is to Pre-Build prior to On-Site Staging. We do this to minimize on-site costs for equipment failures prior to delivery.

If the Buyer requires the pre-Build component to be at the Project Site, Digital Video Group will comply. The Buyer is also encouraged to visit Digital Video Group's pre-Build site to monitor project Status. Regardless of the Staging location Digital Video Group Inc will provide:

- System Functionality as can be reasonably provided. - RFP Section V.B.4.a.1) a.b Page 7 Of 29
- Equipment Power Up and functionality
  
- Control Program Functionality, either virtual or real. .- RFP Section V.B.4.a.2) a.b Page7 Of 29
- Functional Control Programs and Control User interface
  
- documentation detailing the Equipment's Manufacturers Name, Model and Serial Number and Mac Address if applicable. .- RFP Section V.B.4.a.3) a.b.c.d Page 7 Of 29
  
- Complete, but not "as built" Wiring Diagrams. .- RFP Section V.B.4.a.4) Page 7 Of 29
  
- DVG's Programmer shall be present during system staging. .- RFP Section V.B.4.a.5) Page 7 Of 29

## Installation RFP Section B.4.b.1.a.b.c.d.e Pages 7&8 Of 29

Under the direct supervision of the Digital Video Group assigned Project Manager, Installation personnel are briefed on all phases of the Project. This includes wiring diagrams and system functionality, a copy of the Statement of Work (Scope). Additionally, the installation personnel are given the Buyer's or local POC's contact information. At least one of the on-site Installation Team will be Industry Certified if applicable and any site location particulars-i.e. parking, freight elevators etc.

## Commissioning and Closeout RFP Section B.4.4.c.d Page 8 Of 29

Our Process for Commissioning any Project is Multi-level. It involves our Project Manager, the Buyer and even in some cases support from the Manufacturer's whose equipment is installed.

RFP Section B.4.4.c.1).2) Page 8 Of 29 It typically begins with all parties going through the System Start-Up Procedures. This will be repeated based upon the Buyer requirements. Then all functionalities of the system are demonstrated as they pertain to the Statement of Work (SCOPE).

Once the System has been commissioned User Training is Provided and all Project Closeout Deliverables are turn over to the Buyer.

RFP Section B.4.4.d.1).2).3).4).5) Page 8 Of 29 These deliverables may include but not be limited to, Un-compiled control program and user interface files, Audio DSP files, As Built Drawings (.DWG or .PDF), Passwords and Warranty Start Dates for the Equipment Installed.

## Contractor's License

*RFP Section VI Item B.3.e Page 13 Of 29*

Submit a copy of your firm's Class "A" Contractor's License with appropriate specialty classification as recognized by the Virginia Board for Contractors, Department of Professional and Occupational Regulation to perform the AV installation services.

## DPOR License Lookup License Number 2705097454

### License Details

<b>Name</b>	DIGITAL VIDEO GROUP INC
<b>License Number</b>	2705097454
<b>License Description</b>	Contractor
<b>Firm Type</b>	Corporation
<b>Rank <sup>1</sup></b>	Class A
<b>Address</b>	8529 MEADOWBRIDGE RD #100, MECHANICSVILLE, VA 23116
<b>Specialties<sup>2</sup></b>	Electronic / Communication Service (ESC)
<b>Initial Certification Date</b>	2005-09-13
<b>Expiration Date</b>	2017-09-30

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## **Warranty and Maintenance**

*RFP Section VI Item B.3.f Page 13 Of 29*

*Describe the proposed approach for the provision of warranty and maintenance under the contract.*

All systems Installed by Digital Video Group Inc include a One-year Warranty. Additionally, all Manufacturer's Warranties are pass thru to the Buyer.

Our Warranty process aligns with those required by this RFP, in other words all equipment that fails within the first thirty days after System acceptance and every attempt will be made by Digital Video Group to provide loaner equipment for those critical pieces that have failed. Critical Pieces are defined as those equipment items critical to System Functionality as defined by the Statement of Work.

After the warranty period, Digital Video Group Inc. offers a service call Lifeline. Please see page 9 of this document for a full explanation of that offering.

## **Additional Services**

*RFP Section VI Item B.3.g Page 13 Of 29*

*Address in detail the additional services listed in Section V.D. of the Statement of Needs that are offered. What, if any, are the costs associated with the services listed in Section V., Item D.2 and D.4. (note: **There is no D.4**)*

Digital Video Group Inc provides a variety of on-site and off-site services that range from consultation to full System Design and Design-Build Contracts, Installation and Maintenance and/or System Training, Service and Support.

Each of these services includes Digital Video Group Industry Specific Specialists from both our Sales and Engineering Teams.

Digital Video Group is willing and eager to participate with VASCUPP Member Universities in Technology Shows or other Marketing Activities that drive the DVG Brand. Depending upon where these Technology Shows occur (Out-of-State events are excluded) there is no charge to the Member Universities of VASCUPP.

**SAMPLE VASCUPP Quotation**

RFP Section VI Item B.3.h Page 13 Of 29

Provide a sample quote that provides all of the following information: product number, product description, list price, contract discount, contract price, delivery lead time after receipt of order and contract number.



VASCUPP CONTRACT QUOTE

Digital Video Group Inc

8529 Meadowbridge Road  
 Mechanicsville, VA 23116  
 804-201-9358 fax: 804-559-0017  
 david@digitalvideogroup.com

QUOTE NO:  
 DATE: November 8, 2016  
 CUSTOMER ID:  
 EXPIRATION DATE: December 8, 2016

BILL TO

**SAMPLE**

VASCUPP CONTRACT PRICING	VASCUPP CONTRACT NO.	SHIPPING METHOD	SHIPPING TERMS	DELIVERY DATE ARO	PAYMENT TERMS	SALESPERSON	FOB
YES	4394459JC-06	SURFACE	PREPAID		NET 30	D.THOMAS	DESTINATION

QTY	MODEL/PRODUCT NO.	DESCRIPTION	MSLP	CONTRACT DISCOUNT	UNIT CONTRACT PRICE	LINE TOTAL

		SUBTOTAL	
		SALES TAX	
		TOTAL	

## **Contract Implementation Schedule**

*RFP Section VI Item B.3.i Page 13 Of 29*

Provide an implementation schedule indicating how long after the award of the contract it shall take your company to begin accepting orders from authorized users of the contract and delivering audio visual products and services.

If awarded this Contract, Digital Video Group is prepared to immediately begin accepting orders from authorized users of the Contract and delivering product and services.

## **Mandatory Requirements Compliance**

*RFP Section VI Item B.4 Page 13 Of 29*

*Utilization of the words “shall” or “must” in Section V, Statement of Needs indicates a mandatory requirement:*

*Does / Shall your company comply with mandatory requirements as presented in Section V, Statement of Needs?*

Yes   X        No       

*RFP Section VI Item B.5 Page 13 Of 29*

*Utilization of the words “should” or “may” in Section V, Statement of Needs indicates a non-mandatory requirement.*

*Does / Shall your company comply the non-mandatory requirements as presented in Section V (i.e. “should” becomes “shall”)?*

Yes   X        No       

## **Qualifications and Experience**

*RFP Section VI Item B.7.a.b.c Page 13 Of 29*

*Submit information about the qualifications and experience that your company has to provide the required products and services.*

- a. Describe the firm’s qualifications and experience providing the required products and services during the last three (3) years. *Information provided should include, but is not limited to, comparable accounts in higher education and the scope of the services. Include information for a minimum of three (3) similar accounts, describing the types of projects and the scope of the services provided. Please include contact information with the name, address, email address and current phone number.*

For over thirteen years Digital Video Group, Inc. has maintained a highly skilled group of sales and engineering professionals with over 100 years of experience in designing, selling and installation of broadcast production and high end audio / visual equipment and systems.



Formed in May of 2003, Digital Video Group, Inc. is privately held Virginia Corporation and is a supplier of broadcast and production equipment and systems. Located in the Mid-Atlantic, Digital Video Group, Inc. services customers in Virginia, Maryland, Washington D.C, and the Carolinas as well as others located across the United States.

Digital Video Group Inc. utilizes a centrally located business model with the exception of our outside sales teams. This model provides for a customer “quality of service assurance” for order processing, engineering and service.

Digital Video Group operates offices in Mechanicsville, Hampton, and McLean Virginia. The Mechanicsville office is our corporate location and supports Hampton and McLean which are sales offices only, with order processing, administration functions, pre and post sales engineering services, repair services and warehousing.

Additionally, the Mechanicsville Office supports outside sales activity not covered by the Hampton and McLean offices.

During the last five years, Digital Video Group Inc has maintained a VASCUPP Contract and has executed that Contract with VASCUPP Member Universities without any Member disputes or complaints.

Digital Video Group has on its staff Contract Administrators whose responsibility is to ensure that the various Purchasing Contracts and Agreements are fully understood at all levels of the Company.

Examples of these VASCUPP interactions with Member Universities include:

**Virginia Commonwealth University (2015-2016).** “James Branch Cabell Library Innovative Media Studio Project”.

Starting into 2015 Digital Video Group was engaged by the Virginia Commonwealth University’ Cabell Library staff to begin discussion on equipment and infrastructure for the newly renovated Innovative Media Studio space.

These discussions included High Definition Television Production requirements, Lighting for Television Production, large Interactive 3D Display Systems, infrastructure Signal distribution as well as Control and Programming requirements, and Content Editing for Video and Audio systems.

Digital Video Group provided all system design related to these various disciplines, Equipment Procurement, Integration Services and Product Training.

VCU Primary Contact for this project was Eric Johnson, Assistant Professor-Research and Learning, Innovative Media (804) 828-2802.

**Radford University (2015-2016).** “School of Communications Television Production Studio”

Starting into 2015 Digital Video Group was contacted by the Radford University School of Communications to begin discussion on equipment and infrastructure for the new and under construction, CHBS Building. The School of Communications was locating to that building in the summer of 2016.

These discussions involved not only the Schools of Communications but also the office of Information Technology. The requirements for this new Studio Facility included High Definition Television Production Work-flow requirements, Lighting for Television Production, supporting technology infrastructure, signal processing and distribution infrastructure and remote Content Editing and collaborative Data Storage for Video and Audio content.

Digital Video Group provided all system design related to these various disciplines, Equipment Procurement, Integration Services and Product Training

Radford University Primary Contact for this project was Ed Oakes, Associate Vice President for Information Technology 540-831-7515.

**Longwood University (2015-2016). “Communication Studies’ Television Production Studio”**

In 2015 Digital Video Group was contacted by Longwood University regarding our ability to provide and install a Television Studio System designed by Audio/Visual Consultant in Arlington Virginia.

After researching this design, and after consulting with the major manufacturers whose products were included within that design, we determined that the design within the specification supplied by the Consultant would not work as presented. We further noted to the University’s representatives, that if we were to undertake the implementation of the consultant’s design, we could not deliver to Longwood University a working system capable providing the features and work flows contained within the design specifications.

We also offered to the University’s representatives the option of allowing Digital Video Group to provide to the University and **at no charge to the University** a design that would in fact provide more than the functional equivalent to the consultants’ design.

We were informed by the University’s representative that we were to provide to them a redesigned system. Once that design was submitted Digital Video Group Inc. was awarded the Contract to Proceed with our Design.

Our designed included High Definition Television Production Work-flow requirements, Lighting for Television Production, supporting technology infrastructure, signal processing and distribution infrastructure and remote Content Editing and collaborative Data Storage for Video and Audio content.

Longwood University Primary Contact for this project was Jeffery Halliday, Associate Professor, Communications Studies 434-395-2384.

**b. Specify any technicians your company intends to assign to the VASCUPP contract.**

Provide information to include but is not limited to the names, qualifications, and experience of the technicians to be assigned to the contract. Resumes of staff to be assigned to the contract may be used. Submit relevant professional certifications for the technicians proposed to work on contract projects.

**Joe Davenport**

Vice President of Engineering

Joe Davenport’s experience grew out of a love for audio post production and sound design. He now serves as DVG’s Director of Engineering, and is our lead engineer and project manager on all high-level broadcast integrations. He has 10+ years of experience in the broadcast industry designing and building systems. Joe handles all the studio and terminal systems design, and is an approved CAD drafting developer for project documentation. Joe has been with DVG since 2007.

**Chuck Heffner**

Vice President of Broadcast Systems

Mr. Heffner is responsible pre-sales consulting and video system design for Digital Video Group, a television broadcast system’s integrator based in Mechanicsville, VA. Post sales, he is responsible for system commissioning, training, and project management. Mr. Heffner has over 30 years of broadcast system design and been employed by DVG for over four years. Prior to DVG, Mr. Heffner was a manufacturer rep for Miranda and the Grass Valley Group, the senior application engineer for Professional, Products – a major broadcast system’s integrator, and product manager for Dynatech.

**Joe Bradford**

Senior Broadcast Engineer

Joe Bradford began in this field being a live sound engineer for local bands. He is now our Senior Broadcast Engineer, project managing onsite work as well as designing and programming AV portions of integrations. He has 15+ years of experience in the field and has been with DVG for 2.5 years.

**Matt Wildes**

Senior Systems Engineer | ACSR

Matt is a new addition to the DVG Professional Services Team. He is an extremely motivated and passionate professional with extensive skills in digital cinema technology and system design and integration. Experienced in client relationships; accustomed to working in mission-critical environments and constantly adapting to new technologies. Matt hold multiple AVID and Facilis Certifications.

**VASCUPP Single Point of Contact RFP Section VI. 7.c Page13 Of 29**

c. Does the offer include a single primary point of contact for the VASCUPP institutions for sales, support and problem resolution? If so, please provide the name and contact information.

Digital Video Group’s primary point of contact is, David B Thomas, Director of Contract Sales 804-201-9358.

**Term contracts RFP Section VI Item B.7.d. Page 14 Of 29**

d. Provide a list of institutions of higher education with which your firm has a signed term contract.

Other than the VASCUPP Contract, Digital Video Group Inc. does not have a term contract with institutions of higher education.

**Annual VASCUPP Member Institution Sales RFP Section VI Item B.7.e Page 14 Of 29**

e. Provide the amount of annual sales the firm has with each VASCUPP Member Institution.

2011-2016

<b>VASCUPP MEMBER Institutions</b>			
George Mason University	\$ 1,029,481.17	University of Virginia	\$ 557,048.56
James Madison University	\$ 808,843.62	Virginia Commonwealth University	\$ 736,577.65
Longwood University	\$ 1,314,395.86	Virginia Military Institute	\$ 36,252.43
Old Dominion University	\$ 354,949.70	Virginia Tech	\$ 754,875.48
Radford University	\$ 763,113.81	William and Mary	\$ 46,134.49
University of Mary Washington	\$ 6,504.11		

**Bank of America Purchasing Card**

*RFP Section VI Item B.8 Page 14 Of 29*

Does your firm agree to accept the Bank of America Visa Corporate Purchasing Card for orders of \$5,000 or less?

Yes.

**General and Special Terms and Conditions**

*RFP Section VI Item B.9 Page 14 Of 29*

Does your company accept the terms and conditions as presented in Section X, General Terms and Conditions and in Section XI, Special Terms and Conditions to govern the contract?

Yes  No

**Small-Woman Owned and Minority-Owned Business**

*RFP Section VI Item B.10 Page 14 Of 29*

Small, Women-Owned and Minority-Owned Business commitment for utilization.

- a. The Offeror must submit complete information on Appendix I unless the Offeror is a Department of Small Business and Supplier Diversity (DSBSD). DSBSD certified small businesses must include their certification number on the coversheet of this RFP, but are not required to complete Appendix I.

Digital Video Group is a Certified Small Business. Our Certification Number is 009020.

**Method of Payment**

*RFP Section VI Item B.10 Page 14 Of 29*

Method of Payment

- a. The Offeror must complete and submit Appendix II to select an electronic payment method.

Submitted as an Appendix.

**Reporting and Delivery Requirements**

*RFP Section IX Reporting and Delivery Requirements” Use of Sub-Contractors” Page 16 Of 29*

Digital Video Group will not use Sub-Contractors in the execution of this Contract.

**General and Special Terms and Conditions**

Digital Video Group Inc. accepts and agrees to the General and Special Terms as outlined in RFP # 7058821JC.

# Addendum 1



## RFP - Addendum

DATE: November 1, 2016

ADDENDUM NO. 01 TO ALL OFFERORS:

Reference - Request for Proposals: RFP# 7058821JC

Commodity/Title: VASACUPP Audio Visual Term Contracts  
Issue Date: October 13, 2016  
Proposal Due: November 11, 2016 at 11:00 AM

The above is hereby changed to read: **See Attached.**

NOTE: A signed acknowledgment of this addendum must be received by this office either prior to the proposal due date and hour or attached to your proposal. Signature of this addendum does not constitute your signature on the original proposal document. The original proposal document must also be signed.

Very truly yours,

Jackie Colbert

Digital Video Group Inc.

Name of Firm

Director, Contract Sales

Signature/Title

11/01/2016

Date

# Appendix I Invoicing and Payment

## APPENDIX II INVOICING AND PAYMENT

### Invoicing:

The Contractor shall submit a fully itemized invoice to Virginia Commonwealth University, Accounts Payable and Support Services, P. O. Box 980327, Richmond, VA 23298-0327, that, at minimum, includes the following information: the Virginia Commonwealth University purchase order number; a description of the goods or services provided; quantities; unit prices; extended prices; and total prices. Payment will be issued in accordance with the payment method selected below and with the Commonwealth of Virginia Prompt Payment Legislation.

Upon request by VCU, the Contractor shall submit invoices electronically using the Ariba Network or other e-commerce channel utilized by VCU; and agrees to comply, within reason, with any future e-commerce initiatives including, but not limited to: procurement, procurement content, sourcing or any other electronic procurement and sourcing solutions.

Questions regarding this method of invoicing should be sent to: [ecommerce@vcu.edu](mailto:ecommerce@vcu.edu).

### Payment:

VCU Procurement Services is automating the payment process to the greatest extent possible. Contractors are encouraged to accept payment electronically through the commercial card program. Please review the payment methods described below and select one for your firm. By selecting the payment method below, Contractor acknowledges that the selected payment method is **not specific to the contract resulting from this solicitation and will apply to all payments made to the Contractor** by Virginia Commonwealth University. For example, if the Contractor has an existing contract(s) and is currently receiving payment by paper check, and the Contractor is now electing to receive payment by the commercial card, **all payments** will be made using the commercial card once the commercial card payment process is implemented for the firm.

#### **Payment Methods**

**1. Electronically through a Wells Fargo Visa commercial card:** Payment will be made ten days (10) after receipt of a proper invoice for the amount of payment due, or ten (10) days after receipt of the goods or services, whichever is later.

It is the Contractor's responsibility to contact its banking institutions to determine any credit limit that may restrict the payment of invoices. It is the Contractor's responsibility to have its credit limit raised as necessary to facilitate the timely payment of all invoices. Invoices exceeding the Contractor's credit limit will be returned unpaid.

Failure to accept the commercial card after award of contract will be considered a contract compliance issue and will be addressed accordingly. In addition, invoices will be returned without payment until the Contractor can accept the payment through the commercial card.

# Appendix I Continued

Questions regarding this method of payment should be sent to [commcard@vcu.edu](mailto:commcard@vcu.edu).

2. **ACH:** Electronic payment via automated clearing house (ACH) to the vendor provided bank account of record. Payment is processed thirty (30) days after receipt of a proper invoice for the amount of payment due, or thirty (30) days after receipt of the goods or services, whichever is later. Additional information about ACH payments is available at: <http://www.vcu.edu/treasury/VendorACH.htm>.

**Contractor must indicate the method of payment selected:**

- Commercial Card Payment (Wells Fargo VISA)
- Automated Clearing House (ACH)

**Invoicing and Payment Method Acknowledgement:**

Signature: *James Sutphin*  
Name Printed: James E Sutphin  
Title: Controller  
Name of Firm: Digital Video Group  
Date: 11/8/16

Please identify the following contact information for the individual who will serve as the appropriate point of contact within your company to be contacted by VCU Accounts Payable to implement the electronic invoicing and payment processes:

Name of the individual: James Sutphin  
Title: Controller  
Mailing address: 8529 meadowbridge Rd  
Mechanicsville VA 23116  
Email address: james@digitalvideogroup.com  
Phone number: 804-559-8850  
Fax number: 804-559-0017

## **Appendix II Epson Brighter Future's Pricing-Additional Material**





# Education Only US Product Pricing – October 2016

 **MONTHLY LINE GUIDE**  
**PRICING SHEET**  
[www.epson.com/education](http://www.epson.com/education)

Projectors

Product Code	Brighter Futures Price	Regular Price	Normal (lumens**)	Eco (lumens**)	Native Resolution	Weight (lb)	Lamp Life <sup>1</sup> (hours at Normal/Eco lumens)	Lamp Part Number	Lamp Price	Computer Connections	Video Inputs*	Zoom Lens	Audio	Wired Network Capability	Wireless Network Capability	
<b>Short Throw and Ultra-Short-Throw Projectors:</b> Epson makes short and ultra-short-throw projectors that provide large images from very close distances. These are ideal for use with interactive whiteboards as well as in rooms where a ceiling installation is difficult.																
<b>PowerLite 530 (ST)</b>	V11H673020	<b>\$769</b>	<b>\$949</b>	3,200 color 3,200 white	1,800 color 1,800 white	XGA	8.2	5,000/10,000	V13H010L87	\$49	HDMI, 2 VGA, USB	Com, S-V, C x 2 (HD-15), HDMI	1:1.35 Digital	16 W Mono	RJ-45 (port on P & Moderator)	Optional (802.11 b/g)
<b>PowerLite 530 for SMART</b>	V11H673320	<b>\$960</b>	<b>\$1,149</b>	3,200 color 3,200 white	1,800 color 1,800 white	XGA	8.2	5,000/10,000	V13H010L87	\$49	HDMI, 2 VGA, USB	Com, S-V, C x 2 (HD-15), HDMI	1:1.35 Digital	16 W Mono	RJ-45 (port on P & Moderator)	Optional (802.11 b/g)
<b>PowerLite 535W (ST)</b>	V11H671020	<b>\$849</b>	<b>\$1,049</b>	3,400 color 3,400 white	1,900 color 1,900 white	WXGA	8.2	5,000/10,000	V13H010L87	\$49	HDMI, 2 VGA, USB	Com, S-V, C x 2 (HD-15), HDMI	1:1.35 Digital	16 W Mono	RJ-45 (port on P & Moderator)	Optional (802.11 b/g)
<b>PowerLite 570 (UST)</b>	V11H605020	<b>\$999</b>	<b>\$1,249</b>	2,700 color 2,700 white	1,500 color 1,500 white	XGA	11.7	5,000/10,000	V13H010L79	\$49	HDMI, HDMI w/ MHL, 2 VGA, USB	Com, S-V, C x 2 (HD-15), HDMI, HDMI w/ MHL	1:1.35 Digital	16 W Mono	RJ-45 (port on P & Moderator)	Optional (802.11 b/g)
<b>PowerLite 575W (UST)</b>	V11H603020	<b>\$1,049</b>	<b>\$1,299</b>	2,700 color 2,700 white	1,500 color 1,500 white	WXGA	11.7	5,000/10,000	V13H010L79	\$49	HDMI, HDMI w/ MHL, 2 VGA, USB	Com, S-V, C x 2 (HD-15), HDMI, HDMI w/ MHL	1:1.35 Digital	16 W Mono	RJ-45 (port on P & Moderator)	Optional (802.11 b/g)
<b>PowerLite 580 (UST)</b>	V11H604020	<b>\$1,049</b>	<b>\$1,299</b>	3,200 color 3,200 white	1,900 color 1,900 white	XGA	11.7	4,000/6,000	V13H010L80	\$49	HDMI, HDMI w/ MHL, 2 VGA, USB	Com, S-V, C x 2 (HD-15), HDMI, HDMI w/ MHL	1:1.35 Digital	16 W Mono	RJ-45 (port on P & Moderator)	Optional (802.11 b/g)
<b>PowerLite 580 for SMART</b>	V11H604320	<b>\$1,249</b>	<b>\$1,499</b>	3,200 color 3,200 white	1,900 color 1,900 white	XGA	11.7	4,000/6,000	V13H010L80	\$49	HDMI, HDMI w/ MHL, 2 VGA, USB	Com, S-V, C x 2 (HD-15), HDMI, HDMI w/ MHL	1:1.35 Digital	16 W Mono	RJ-45 (port on P & Moderator)	Optional (802.11 b/g)
<b>PowerLite 585W (UST)</b>	V11H602020	<b>\$1,199</b>	<b>\$1,499</b>	3,300 color 3,300 white	1,900 color 1,900 white	WXGA	11.7	4,000/6,000	V13H010L80	\$49	HDMI, HDMI w/ MHL, 2 VGA, USB	Com, S-V, C x 2 (HD-15), HDMI, HDMI w/ MHL	1:1.35 Digital	16 W Mono	RJ-45 (port on P & Moderator)	Optional (802.11 b/g)
<b>PowerLite 585W for SMART</b>	V11H602320	<b>\$1,399</b>	<b>\$1,699</b>	3,300 color 3,300 white	1,900 color 1,900 white	WXGA	11.7	4,000/6,000	V13H010L80	\$49	HDMI, HDMI w/ MHL, 2 VGA, USB	Com, S-V, C x 2 (HD-15), HDMI, HDMI w/ MHL	1:1.35 Digital	16 W Mono	RJ-45 (port on P & Moderator)	Optional (802.11 b/g)
<b>Classroom Series:</b> Epson makes a perfect projector for any classroom. From SVGA to WXGA, to short throw and a variety of connectivity options, including wireless and wired network capabilities like the ability to broadcast messages and presentations to classrooms as well as monitor and control. Many models include a dedicated microphone input, 16 W speaker, closed captioning, and up to 6000 hours lamp life for energy and cost efficiency.																
<b>PowerLite S27</b>	V11H694020	<b>\$399</b>	<b>\$399</b>	2,700 color 2,700 white	1,890 color 1,890 white	SVGA	5.6	5,000/10,000	V13H010L88	\$79	HDMI, 2 VGA, USB	Com, S-V, C x 2 (HD-15), HDMI	1:1.35 Digital	5 W Mono	No	Optional (802.11 b/g)
<b>PowerLite X27</b>	V11H692020	<b>\$429</b>	<b>\$449</b>	2,700 color 2,700 white	1,890 color 1,890 white	XGA	5.8	5,000/10,000	V13H010L88	\$79	HDMI, 2 VGA, USB	Com, S-V, C x 2 (HD-15), HDMI	1:1.2	5 W Mono	RJ-45 (port on P & Moderator)	Optional (802.11 b/g)
<b>PowerLite W16<sup>††</sup></b>	V11H493020	<b>\$749</b>	<b>\$849</b>	3,000 color 3,000 white	2,400 color 2,400 white	WXGA	6.0	4,000/5,000	V13H010L67	\$99	HDMI, 2 VGA, USB	Com, S-V, C x 2 (HD-15), HDMI	1:1.2	2 W Mono	No	No
<b>PowerLite W16SK<sup>†††</sup></b>	V11H494020	<b>\$1,699</b>	<b>\$1,899</b>	6,000 color 6,000 white	N/A	WXGA	17.4	4,000/5,000	V13H010L67	\$99	HDMI, 2 VGA, USB	Com, S-V, C x 2 (HD-15), HDMI	1:1.2	Two x 2 W Mono	No	No
<b>PowerLite W29</b>	V11H690020	<b>\$479</b>	<b>\$599</b>	3,000 color 3,000 white	2,100 color 2,100 white	WXGA	5.8	5,000/10,000	V13H010L88	\$79	HDMI, 2 VGA, USB	Com, S-V, C x 2 (HD-15), HDMI	1:1.2	5 W Mono	RJ-45 (port on P & Moderator)	Optional (802.11 b/g)
<b>PowerLite 97H</b>	V11H688020	<b>\$480</b>	<b>\$549</b>	2,700 color 2,700 white	1,890 color 1,890 white	XGA	6.0	5,000/10,000	V13H010L88	\$79	2 HDMI, 2 VGA, USB	Com, S-V, C x 2 (HD-15), 2 HDMI	1:1.2	16 W Mono	RJ-45 (port on P & Moderator)	Optional (802.11 b/g)
<b>PowerLite 98H</b>	V11H687020	<b>\$539</b>	<b>\$599</b>	3,000 color 3,000 white	2,100 color 2,100 white	XGA	6.0	5,000/10,000	V13H010L88	\$79	2 HDMI, 2 VGA, USB	Com, S-V, C x 2 (HD-15), 2 HDMI	1:1.2	16 W Mono	RJ-45 (port on P & Moderator)	Optional (802.11 b/g)
<b>PowerLite 99WH</b>	V11H686020	<b>\$612</b>	<b>\$749</b>	3,000 color 3,000 white	2,100 color 2,100 white	WXGA	6.0	5,000/10,000	V13H010L88	\$79	2 HDMI, 2 VGA, USB	Com, S-V, C x 2 (HD-15), 2 HDMI	1:1.2	16 W Mono	RJ-45 (port on P & Moderator)	Optional (802.11 b/g)

\*Com: Composite, S-V: S-Video, C: Component \*\*Color brightness (color light output) and white brightness (white light output) will vary depending on usage conditions. Color light output measured in accordance with ANSI 15.4; white light output measured in accordance with ISO 21118. † Lamp life results will vary based on mode selected, environmental conditions, and usage. Lamp brightness decreases over time. †† Active 3D ††† Passive 3D † Special price for education.

**BUILT TO PERFORM**



# Education Only US Product Pricing – October 2016

MONTHLY LINE GUIDE  
PRICING SHEET  
www.epson.com/education

Projectors

Product Code	Brighter Future Price	Regular Price	Normal (lumens**)	Eco (lumens**)	Native Resolution	Weight (lb)	Lamp Life/ (Hours at Normal/ Eco lumens)	Lamp Part Number	Lamp Price	Computer Connections	Video Inputs*	Zoom Lens	Audio	Wired Network Capability	Wireless Network Capability	
Classroom Series (Continued): Epson makes a perfect projector for any classroom. From SVGA to WXGA, to short throw and a variety of connectivity options, including wireless and wired network capabilities like the ability to broadcast messages and presentations to classrooms over the network as well as monitor and control. Many models include a dedicated microphone input, 16 W speaker, closed captioning, and up to 6000 hours lamp life for energy and cost efficiency.																
PowerLite 935W	V11H565020	\$900	\$1,199	3,700 color 3,700 white	2,960 color 2,960 white	WXGA	7.5	3,000/4,000	V13H010L64	\$149	HDMI, 2 VGA, USB	Com, S-V, Cx2 (HD-15), HDMI	1:1.6	16 W Mono	RJ-45 (content over IP)	Optional (802.11 b/g)
PowerLite 955WH	V11H683020	\$645	\$899	3,200 color 3,200 white	2,240 color 2,240 white	WXGA	6.4	5,000/10,000	V13H010L88	\$79	2 HDMI, 2 VGA, USB	Com, S-V, Cx2 (HD-15), 2 HDMI	1:1.6	16 W Mono	RJ-45 (content over IP & Modem)	Optional (802.11 b/g)
PowerLite 965H	V11H682020	\$645	\$899	3,500 color 3,500 white	2,450 color 2,450 white	XGA	6.4	5,000/10,000	V13H010L88	\$79	2 HDMI, 2 VGA, USB	Com, S-V, Cx2 (HD-15), 2 HDMI	1:1.6	16 W Mono	RJ-45 (content over IP & Modem)	Optional (802.11 b/g)
PowerLite 1930	V11H506020	\$890	\$999	4,200 color 4,200 white	2,730 color 2,730 white	XGA	8.5	3,500/5,000	V13H010L74	\$149	2 VGA, 1 USB, 1 DisplayPort	Com, S-V, Cx2 (HD-15), HDMI	1:1.6	10 W Mono	RJ-45	No
PowerLite 1940W	V11H474020	\$1,104	\$1,299	4,200 color 4,200 white	2,910 color 2,910 white	WXGA	8.5	2,500/4,000	V13H010L75	\$149	2 VGA, 1 USB, 1 DisplayPort	Com, S-V, Cx2 (HD-15), HDMI	1:1.6	10 W Mono	RJ-45 (monitor, control)	No
PowerLite 1945W	V11H471020	\$1,444	\$1,699	4,200 color 4,200 white	2,910 color 2,910 white	WXGA	8.5	2,500/4,000	V13H010L75	\$149	2 VGA, 1 USB, 1 DisplayPort	Com, S-V, Cx2 (HD-15), HDMI	1:1.6	10 W Mono	RJ-45 (content over IP)	Included (802.11 b/g)
PowerLite 1955	V11H490020	\$1,444	\$1,699	4,500 color 4,500 white	3,120 color 3,120 white	XGA	8.5	2,500/4,000	V13H010L75	\$149	2 VGA, 1 USB, 1 DisplayPort	Com, S-V, Cx2 (HD-15), HDMI	1:1.6	10 W Mono	RJ-45 (content over IP)	Included (802.11 b/g)
PowerLite 1960	V11H473020	\$1,274	\$1,499	5,000 color 5,000 white	3,470 color 3,470 white	XGA	8.5	2,500/4,000	V13H010L75	\$149	2 VGA, 1 USB, 1 DisplayPort	Com, S-V, Cx2 (HD-15), HDMI	1:1.6	10 W Mono	RJ-45 (monitor, control)	No
PowerLite 1975W	V11H621020	\$1,699	\$1,999	5,000 color 5,000 white	3,590 color 3,590 white	WXGA	10.2	3,000/4,000	V13H010L77	\$149	HDMI, HDMI w/ MHL, 2 VGA, 1 USB	Com, S-V, Cx2 (HD-15), HDMI, HDMI w/ MHL	1:1.6	16 W Mono	RJ-45	Included (802.11 b/g, WFi, WPA, Miracast)
PowerLite 1980WU	V11H620020	\$1,379	\$1,499	4,400 color 4,400 white	3,400 color 3,400 white	WXGA	10.2	3,000/4,000	V13H010L77	\$149	HDMI, HDMI w/ MHL, 2 VGA, 1 USB	Com, S-V, Cx2 (HD-15), HDMI, HDMI w/ MHL	1:1.6	16 W Mono	RJ-45	N/A
PowerLite 1985WU	V11H619020	\$1,699	\$1,999	4,900 color 4,800 white	3,400 color 3,400 white	WXGA	10.2	3,000/4,000	V13H010L77	\$149	HDMI, HDMI w/ MHL, 2 VGA, 1 USB	Com, S-V, Cx2 (HD-15), HDMI, HDMI w/ MHL	1:1.6	16 W Mono	RJ-45	Included (802.11 b/g, WFi, WPA, Miracast)
PowerLite 4650	V11H549020	\$1,512	\$1,929	5,200 color 5,200 white	3,700 color 3,700 white	XGA	14.3	4,000/5,000	V13H010L77	\$149	HDMI, VGA Display Port	Com, 5-BNC, S-V, RJ-45, HDMI	1:2.0	10 W Mono	RJ-45 (content over IP)	Optional (802.11 b/g)
PowerLite 4750W	V11H544020	\$1,399	\$1,799	4,200 color 4,200 white	3,000 color 3,000 white	WXGA	14.3	4,000/5,000	V13H010L77	\$149	HDMI, VGA Display Port	Com, 5-BNC, S-V, RJ-45, HDMI	1:2.0	10 W Mono	RJ-45 (content over IP)	Optional (802.11 b/g)
PowerLite 4770W	V11H748020	\$1,549	\$1,999	5,000 color 5,000 white	4,000 color 4,000 white	WXGA	14.3	4,000/5,000	V13H010L77	\$149	HDMI, VGA Display Port	5-BNC, RCA, S-Video	1:2.0	10 W Mono	RJ-45 (content over IP)	Optional (802.11 b/g)
PowerLite 4855WU	V11H543120	\$1,799	\$2,299	4,000 color 4,000 white	3,200 color 3,200 white	WXGA	14.3	4,000/5,000	V13H010L77	\$149	HDMI, VGA Display Port	Com, 5-BNC, S-V, RJ-45, HDMI	1:1.8	10 W Mono	RJ-45 (content over IP)	Optional (802.11 b/g)
Mobile Series: Incredibly lightweight and bright projectors with wireless connectivity and optional RJ-45 adaptor on some models.																
PowerLite 1751	V11H479120	\$694	\$850	2,800 color 2,800 white	1,400 color 1,400 white	XGA	3.7	4,000/5,000	V13H010L65	\$199	1 VGA, 1 USB	Com, C (HD-15), HDMI	1:1.2	1 W Mono	No	No
PowerLite 1761W	V11H478120	\$647.50	\$699.99	2,800 color 2,800 white	1,700 color 1,700 white	WXGA	3.7	4,000/5,000	V13H010L65	\$199	1 VGA, 1 USB	Com, C (HD-15), HDMI	1:1.2	1 W Mono	No	Optional (802.11 b/g)
PowerLite 1771W	V11H477020	\$744	\$799.99	3,000 color 3,000 white	1,700 color 1,700 white	WXGA	3.7	4,000/5,000	V13H010L65	\$199	1 VGA, 1 USB	Com, C (HD-15), HDMI	1:1.2	1 W Mono	No	Optional (802.11 b/g)
PowerLite 1776W	V11H476020	\$889	\$1,099.99	3,000 color 3,000 white	1,700 color 1,700 white	WXGA	3.8	4,000/5,000	V13H010L65	\$199	1 VGA, 1 USB	Com, C (HD-15), HDMI	1:1.2	1 W Mono	No	Included (802.11 b/g)

\*Com: Composite, S-V: S-Video, C: Component \*\*Color brightness (color light output) and white brightness (white light output) will vary depending on usage conditions. Color light output measured in accordance with ANSI 15.4, white light output measured in accordance with ISO 21118. † Lamp life results will vary based on mode selected, environmental conditions, and usage. Lamp brightness decreases over time. †† Active 3D ††† Passive 3D †††† Special price for education.

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# Education Only US Product Pricing – October 2016

Projectors

Product Code	Brighter Futures Price	Regular Price	Normal (lumens**)	Eco (lumens**)	Native Resolution	Weight (lb)	Lamp Life* (hours of Screen/Eco lumens)	Lamp Part Number	Lamp Price	Computer Connections	Video Inputs*	Zoom Lens	Audio	Wired Network Capability	Wireless Network Capability	
<b>Projector Auditorium Series (Continued): Ultimate in brightness, clarity, and functionality for use in most venues. Lens options for most throw distances.</b>																
<b>PowerLite Pro Z11000WNL</b>	V11H60992D	<b>\$9,430</b>	<b>\$17,499</b>	11,000 color 11,000 white	7,100 color 7,100 white	WXGA	58	2,000/4,000	s-V13H010L81 e-V13H010L82	s:\$519 e:\$379	D-Sub HD 15x1, HDMIx2	HD/ST, HDMIx1, DVI-Dx1, 5-BNC	7 Optional Powered	No	RJ-45 (constant over IP)	Optional (802.11 b/g/n)
<b>PowerLite Pro Z9750UNL</b>	V11H61692D	<b>\$9,459</b>	<b>\$16,999</b>	7,500 color 7,500 white	6,600 color 6,600 white	WXGA	58	3,000/4,000	s-V13H010L81 e-V13H010L82	s:\$519 e:\$379	D-Sub HD 15x1, HDMIx2	HD/ST, HDMIx1, DVI-Dx1, 5-BNC	7 Optional Powered	No	RJ-45 (constant over IP)	Optional (802.11 b/g/n)
<b>PowerLite Pro Z9670UNL</b>	V11H61192D	<b>\$13,490</b>	<b>\$24,999</b>	8,700 color 8,700 white	6,600 color 6,600 white	WXGA	58	2,500/4,000	s-V13H010L81 e-V13H010L82	s:\$519 e:\$379	D-Sub HD 15x1, HDMIx2	HD/ST, HDMIx1, DVI-Dx1, 5-BNC, 3G-SDIx1	7 Optional Powered	No	RJ-45 (constant over IP)	Optional (802.11 b/g/n)
<b>PowerLite Pro Z10000UNL</b>	V11H61092D	<b>\$16,240</b>	<b>\$28,999</b>	10,000 color 10,000 white	6,600 color 6,600 white	WXGA	58	2,000/4,000	s-V13H010L81 e-V13H010L82	s:\$519 e:\$379	D-Sub HD 15x1, HDMIx2	HD/ST, HDMIx1, DVI-Dx1, 5-BNC, 3G-SDIx1	7 Optional Powered	No	RJ-45 (constant over IP)	Optional (802.11 b/g/n)
<b>PowerLite Pro Z10005UNL (black)</b>	V11H61082D	<b>\$15,240</b>	<b>\$28,999</b>	10,000 color 10,000 white	6,600 color 6,600 white	WXGA	58	2,000/4,000	s-V13H010L81 e-V13H010L82	s:\$519 e:\$379	D-Sub HD 15x1, HDMIx2	HD/ST, HDMIx1, DVI-Dx1, 5-BNC, 3G-SDIx1	7 Optional Powered	No	RJ-45 (constant over IP)	Optional (802.11 b/g/n)

\*Data: Composite, S-V: S-Video, C: Component. \*\*Color brightness (color light output) and white brightness (white light output) will vary depending on usage conditions. Color light output measured in accordance with IEC61347-2-1; white light output measured in accordance with ISO 21118. † Lamp life results will vary based on mode selected, environmental conditions, and usage. Lamp brightness decreases over time. †† Active 3D ††† Passive 3D † Special price for education.

# Education Only US Product Pricing – October 2016

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**Additional Classroom / Conference Room Solutions: Powerful audio and video technologies with intuitive education experience all corners.**

Product Description	Brighter Futures Price	Optional Accessories	Part Number
Document Camera (DC-21)	\$499		V12H758020
PixioPlus™ (ELPSP10)	\$189	ELPSP12 Programming Wand (PSE-PDF Tool) - \$50	
PowerLite Pilot™ 2 (ELPCB02)	\$199		V12H614020
Active Wall Speakers	\$99		V12H467020
100" Whiteboard for Projection and Dry-erase	\$629		V12H531000

PowerLite Pro G and Pro L Series Projector Lenses				
Product Description	Brighter Futures Price	Part Number	Projector Distance: Max and Min distances for 4:3 / 16:10	Throw to Screen Ratio: Wide - Tele for Pro 7000 and Pro L1100U-L1400U models / Wide - Tele for Pro L1500U and L150U models
Standard Lens for PowerLite Pro G6 Series	\$940	V12H004S07	5'1" - 49'3" / 4'5" - 49'3"	1.26:1 (wide) to 2.3:1 (tele)
Long-Throw Zoom Lens	\$1,276	V12H004L06	14.5' - 152'1" / 13.8' - 144.6'	5.3:1 (wide) to 7.2:1 (tele)
Rear Projection Wide Lens	\$1,276	V12H004R03	1.5' - 11.0' / 1.5' - 10.5'	0.78:1 (wide)
Ultra Short Throw Lens for Pro G7000 and Pro L1100U, L200U, L300U, L400U	\$5,299	V12H004R01	2'4" - 10'0" / 2'5" - 10'2"	0.35:1 (wide)
Short Throw Lens#1 for Pro G7000 and Pro L1000 series	\$2,099	V12H004L03	3'6" - 16'3" / 3'8" - 16'10"	0.65:1 (wide) to 0.78:1 (tele) / 0.48:1 (wide) to 0.57:1 (tele)
Short Throw Lens#2 for Pro G7000 and Pro L1000 series	\$2,099	V12H004L04	2'11" - 21'11" / 3'6" - 22'9"	0.87:1 (wide) to 1.06:1 (tele) / 0.64:1 (wide) to 0.78:1 (tele)
Wide Throw Lens#1 for Pro G7000 and Pro L1000 series	\$1,276	V12H004W05	3'5" - 30'3" / 3'7" - 31'5"	1.04:1 (wide) to 1.46:1 (tele) / 0.76:1 (wide) to 1.07:1 (tele)
Wide Throw Lens#2 for Pro G7000 and Pro L1000 series	\$2,029	V12H004W06	5'5" - 45'11" / 5'8" - 47'8"	1.63:1 (wide) to 2.22:1 (tele) / 1.19:1 (wide) to 1.63:1 (tele)
Middle Throw Lens#1 for Pro G7000 and Pro L1000 series	\$940	V12H004M08	4'10" - 47'9" / 5'0" - 49'6"	1.45:1 (wide) to 2.32:1 (tele) / NA
Middle Throw Lens#2 for Pro G7000 and Pro L1000 series	\$940	V12H004M09	7'2" - 71'9" / 7'6" - 74'5"	2.15:1 (wide) to 3.19:1 (tele) / 1.58:1 (wide) to 2.58:1 (tele)
Middle Throw Lens#3 for Pro G7000 and Pro L1000 series	\$1,276	V12H004M0A	11'1" - 104'4" / 11'7" - 21'2"	3.31:1 (wide) to 5.07:1 (tele) / 2.43:1 (wide) to 3.71:1 (tele)
Middle Throw Lens#4 for Pro G7000 and Pro L1000 series	\$1,276	V12H004M0B	16'2" - 152'2" / 16'9" - 158'1"	4.84:1 (wide) to 7.39:1 (tele) / 3.54:1 (wide) to 5.41:1 (tele)
Long Throw Lens for Pro G7000 and Pro L1000 series	\$2,029	V12H004L08	24'0" - 208'10" / 25'0" - 216'8"	7.20:1 (wide) to 10.42:1 (tele) / 5.28:1 (wide) to 7.42:1 (tele)

Mounting Accessories		
Product Description	Brighter Futures Price	Product Code
Universal Projector Ceiling Mount Kit	\$72	ELPMBFJG
SpeedConnect Above Tile Suspended Ceiling Kit	\$73	ELPMBP04
Suspended Ceiling Tile Replacement Kit	\$90	ELPMBP05
SpeedConnect Suspended Ceiling Tile Replacement Kit	\$112	ELPMBP06
6" SpeedConnect Ceiling Plate	\$25	ELPMBP07
Custom Micro-Adjustable Projector Mount	\$107	ELPMBP0H
9-12" Adjustable Extension Column	\$38	ELPMB002
6" Fixed Extension Column	\$23	ELPMB003
3" Fixed Extension Column	\$16	ELPMB004
Short-Throw Wall Mount (PowerLite 520, 525W, 530, 535W, BrightLink 536W)	\$149	V12H706020
Flush Ceiling Mount (Pro 2)	\$266	V12H003E25
Mount with Extended Pipe (Pro 2)	\$326	V12H003E26
Ceiling Mount for Pro G7000 and Pro L1000 series - Low ceiling (ELPMB47)	\$379	V12H002010
Ceiling Mount for Pro G7000 and Pro L1000 series - High ceiling (ELPMB48)	\$469	V12H003010
Table Mount (PL & BL 470, 475W, 480, 485W, 570, 575W, 580, 585W, 1410W, 1420W, 1430W)	\$149	V12H516020

PowerLite Pro Z Series Projector Lenses				
Product Description	Brighter Futures Price	Part Number	Projector Distance	Throw to Screen Ratio
Standard Lens	\$999	V12H004S04	7.2' - 62.3' / 11.8' - 100.5'	1.74:1 (wide) to 2.92:1 (tele)
Short-Throw Lens	\$3,599	V12H004L02	2'7" - 22'6" / 3'2" - 27'2"	0.64:1 (wide) to 0.80:1 (tele)
Middle-Throw Lens #1	\$1,960	V12H004M06	11.2' - 96.3' / 17.2' - 146.2'	2.68:1 (wide) to 4.10:1 (tele)
Middle-Throw Lens #2	\$1,960	V12H004M07	16.2' - 141' / 25' - 213.6'	3.92:1 (wide) to 5.97:1 (tele)
Long-Throw Zoom Lens	\$1,960	V12H004L07	24.2' - 209.4' / 24.2' - 292.7'	5.83:1 (wide) to 6.18:1 (tele)
Wide Lens	\$1,960	V12H004W04	5.4' - 47.2' / 7.5' - 64.2'	1.31:1 (wide) to 1.80:1 (tele)
Rear Projection Lens	\$1,960	V12H004R04	3.2' - 27.9'	0.18:1 (wide)



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**Other Accessories**

Wireless LAN Module for models where used, see individual spec sheets	\$99 (MSRP)	V12638716
Quick Connect Wireless USB Key for models where used, see individual spec sheets	\$99 (MSRP)	V126418712
BrightLink Interactive Pen (425W, 50W, 425W, 420, 435W)	\$55	V12642009
BrightLink Interactive Pen A Orange Tip (435W, 475W, 490, 495W, 575W, 595W, 595W, 1410W, 1420W, 1430W)	\$49	V12642010
BrightLink Interactive Pen B Blue Tip (435W, 475W, 490, 495W, 575W, 595W, 595W, 1410W, 1420W, 1430W)	\$49	V12642010
Replacement BrightLink Pen Tips A & B	\$10	V12642010
Soft Carrying Case for BrightLink 435W and PowerLite 420, 425W, 430, 435W	\$30	V12642010
Soft Carrying Case for PowerLite S27, X27, W29, 97H, 98H, 99WH, 955WH, 965H	\$30	V12642010
Interactive Pen Extension for BrightLink 435W, 475W, 495W, 575W, 595W, 595W	\$49	V12642010
On Wall Cable Management Kit for BrightLink and UST projectors	\$24.99	ELPD01
USB Booster Cable (BrightLink)	\$29.99	V12642011
Active Shoulder Rest 3D Glasses (ELPS024)	\$99	V12642006
Passive 3D Glasses for adults (ELPS024)	\$15	V12641420
Passive 3D Glasses for children (ELPS028)	\$15	V12641420
HD Base Transmitter for PowerLite Pro 60 Series	\$349	V12642020

**Projector Service Plans**

(Must be purchased with product. Free service after one year - meaning that the product will be repaired by Epson for the additional amount coverage. For warranty document visit: www.epson.com/education)

Brighter Futures Whole Unit Exchange, 1 year - Mobile and Classroom*	\$65	BEPFEX1
Brighter Futures Whole Unit Exchange, 2 year - Mobile and Classroom*	\$99	BEPFEX2
Brighter Futures Whole Unit Exchange, 1 year - Interactive, High End Classroom, and Pro 6**	\$129	BEPFEX3
Brighter Futures Whole Unit Exchange, 2 year - Interactive, High End Classroom, and Pro 6**	\$169	BEPFEX4
Brighter Futures Whole Unit Exchange, 1 year - Pro L and Pro Z***	\$525	BEPFEX5
Brighter Futures Whole Unit Exchange, 2 year - Pro L and Pro Z***	\$625	BEPFEX6
Brighter Futures Whole Unit Exchange, 2 year - Document Camera	\$31	BEPFEX7

**Projector Service Plans**

(Must be purchased in a 90 day period from the date of purchase. These plans are for use in the United States only. For warranty document visit: www.epson.com/education)

Whole Unit Exchange, 1 year - Mobile and Classroom*	\$69	BEPFEX1
Whole Unit Exchange, 2 year - Mobile and Classroom*	\$149	BEPFEX2
Whole Unit Exchange, 1 year - Interactive, High End Classroom, and Pro 6**	\$199	BEPFEX3
Whole Unit Exchange, 2 year - Interactive, High End Classroom, and Pro 6**	\$279	BEPFEX4
Whole Unit Exchange, 1 year - Pro L and Pro Z***	\$689	BEPFEX5
Whole Unit Exchange, 2 year - Pro L and Pro Z***	\$1,019	BEPFEX6
Whole Unit Exchange, 2 year - Document Camera	\$49	BEPFEX7

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END PROPOSAL DOCUMENT

January 16, 2017

Re: Negotiation Questionnaire Questions for RFP #705821JC

Dear Ms Colbert,

Below please find the answers to the Negotiation Questionnaire as well as our revised Manufacturer's Discounts. Of note for these revised Discounts; there are three Manufacturer's, Broadcast Pix, Fujinon and Telestream who's discounts we cannot increase. This is due to the fact that the volume of purchases by the federal government exceeds the projected VASCUPP contract purchasing volumes.

**1. Utilization of the words "shall" or "must" in Section V, Items A – E, Statement of Needs, indicates a mandatory requirement:**

***Does / Shall your company comply with mandatory requirements as presented in Section V, Items A – E, Statement of Needs?***

YES. Digital Video Group Inc. shall comply with mandatory requirements as presented in Section V, Items A-E, Statement of needs.

***Does / Shall your company comply the non-mandatory requirements as presented in Section V, Items A – E, Statement of Needs (i.e. "should" becomes "shall")?***

Yes. Digital Video Group Inc. shall comply with the non-mandatory requirements as presented in Section V, Items A-E, Statement of Needs.

**2. Does your firm agree to comply with the Procurement Requirements in Section V, Item F. 1-5?**

Yes. Digital Video Group Inc. agrees to comply with the Procurement Requirements in Section V, Item F.1-5.

**3. Does your company agree to the cooperative contract language specified in Section I, Purpose, Page 4?**

Yes. Digital Video Group Inc. agrees to the cooperative contract language specified in Section I, Purpose, Page 4.

**4. Proposed Pricing:**

***b. Is the pricing offered the most favorable pricing offered to any customer for the same volume at this particular time?***

Yes. The pricing offered is the most favorable pricing offered to any customer for the same volume at this particular time.



**4. Proposed Pricing: Continued**

***What additional discounts or price breaks can be offered for this contract without changing any of the project approach and deliverables proposed?***

Digital Video Group Inc. will offer additional price breaks based upon quantity purchases. This offer is extended to all VASCUPP Member Intuitions but is based solely upon quantity discounts extended by any given manufacturer and is model specific.

***c. Submit a revised price list of the brands of AV equipment, equipment categories and the discount from the manufacturer list price by brand and equipment category that is the most favorable pricing offered to any customer for the same volume at this particular time with all of the proposed contract discounts equal to or less than the current VASCUPP contract discounts***

Please see attached revised pricing.

***5. Provide written agreement that any boiler plate terms and conditions on quotes for individual AV purchases do not apply and that the terms and conditions of the RFP without any exceptions govern the contract and each project.***

Digital Video Group Inc agrees that any standard boiler plate terms and conditions for individual AV purchases does not apply and that the terms and conditions of the RFP without any exceptions govern the contract and each purchase.

Cordially,



David B Thomas, Director Contract Sales.