



VASCUPP Contract 7058821-07JC

Clarification of Understanding of Professional Services Provided within the Category of

“Technical Assistance” which is found within the “Hypothetical Pricing Schedule” RFP Section VI Item B.2.d, Page 12 Of 29.

Item Number	Description	Commercial Rate	VASCUPP Discount	VASCUPP Rate
DVGENGINEERING	Digital Video Group Engineering: Design, Development and Solution Planning	\$ 187.50	12%	\$ 165.00
DVGINSTALL	Digital Video Group Installation Services both On and Off Site as detailed in the Project Statement of Work	\$ 187.50	12%	\$ 165.00
DVGPROJECTMGR	Digital Video Group On-Site Project Management Services	\$ 187.50	12%	\$ 165.00
DVGTRAINING	Digital Video Group Onsite Operational System Training as detailed in the Project Statement of Work	\$ 187.50	12%	\$ 165.00
DVGDRAWINGS	DVGDRAWINGS CAD A/V, Control Drawings "As Built" as required by the Project Statement of Work	\$ 187.50	12%	\$ 165.00
DVGPROGRAMMING	Digital Video Group Programming. Includes creating custom instruction sets of control codes for A/V or Broadcast Video Devices. May include creation of custom Graphical Symbols and Pictures as detailed in the Project Statement of Work	\$ 187.50	12%	\$ 165.00
DVGDATAMOVE	Digital Video Group Data migration to include moving all A/V data assets, project files, and configuration to new system as detailed in the Project Statement of Work	\$ 187.50	12%	\$ 165.00
DVGCOMMISSION	Digital Video Group Assembly, Commissioning and Testing Services as detailed in the Project Statement of Work	\$ 187.50	12%	\$ 165.00
DVGMATERIALS	Digital Video Group Miscellaneous Installation Materials (Consumables) May include Non-itemized Enclosures, Conduits, Wire-ways and Trays, Blank Panels, Screws, Nuts, Bolts, Grommets, Cable Ties, Lacing Braces, Labels, Engraved I/O Panels, Rental Equipment, Electrical Outlet Boxes, Cover Plates, Cables, Connectors, Wire, Disposable Items, Special Tools, Lightning and Surge Protection if Required and Determined by the System Specification		0%	
DVGLIFELINE	Digital Video Group offers Extended Operational System Warranties for DVG installed Systems. These Extended System Warranty Programs are custom configured with the client to provide a range of Warranty and Support Services.		12%	
DVGTRAVEL	Digital Video Group Travel Expenses for DVG Project Installation Personnel. These expenses are calculated against the current GSA Per Diem Rates and are passed thru to the Client.		0%	

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.

Utah Scientific

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

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 Manufacturer'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
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. NX4600 campaign)	5%
Newtek		5%
O'Conner Engineering	Camera Tripods and Support Equipment	15%
Omnimount		30%
Panasonic		
	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%
Quantum Corporation		
	Quantum Corporation Networked Attached Storage	10%
	Quantum Corporation Networked Attached Storage Accessories & 3rd Party Options	5%
Osprey Video		10.00%
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%
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%

ype text here

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
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%
Telestream Main Hardware and Software Models Excludes Services	5.00%
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	15.00%
LIVEU Main Models-Excludes Data Plans	15.00%
Wheatstone	5.00%
Winsted	12.00%
Wohler	9.00%
Utah Scientific	
Main Hardware and Software Models. Excluded: Provided Professional Services. i.e. Commissioning, Training, Travel	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
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%
Quantum	Data Storage Solutions	12.0%
CALREC Audio	Audio Mixers	12.0%
Nverzion	Automation Products (New Hardware/Software)	10.0%
Nverzion	Automation Products (Existing Hardware/Software Upgrades)	3.0%
Nverzion	Automation Products (Professional Services)	0%
VITEC*	IPTV Systems- Hardware and Software	10.0%
VITEC*	Professional Services	0.0%
	* VITEC Video Innovations	

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
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%
Logitech Lifesize Professional Video Conferencing Equipment	12.00%
Litepanels (VITEC)	10.00%
Marshall Electronics IP Cameras	16.00%
Media Vision	15.00%
Mersive Technologies	12.00%
Milestone A/V (Formally Chief)	20.00%
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%
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%

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
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%
Panasonic	
Panasonic AV Projectors	18%
Panasonic AV Conferencing Camera Systems	18%
Osprey Video	10.00%
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%
RGB Spectrum	
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%
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%
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%

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%
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%
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. VideoPath, VikinX Sublime X2, SFPs, and some Flashlink Special category products (incl.	5.00%
Nickless Schrimmer & Co		5.00%
Sencore		5.00%
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%
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%
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%