



# VCU Procurement Services

Date: October 4, 2021

Jeff Moore  
Stage Sound, Inc.  
2240 Shenandoah Avenue  
Roanoke, VA 24017

RE: Contract #: 7058821-15JC  
Extension of Contract

**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. Jeff Moore,

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,

A handwritten signature in cursive script that reads "Jason Lofgreen".

Jason Lofgreen, CUPO  
Senior Buyer

Contract #: 7058821-15JC

**RESPONSE:**

Stage Sound, Inc.


Name of Firm

Signature

Name Printed

Title

Date



Jeff Moore

GM/VP-Sales

10/3/21



# VCU

# Procurement Services

January 21, 2021

Jeff Moore  
2240 Shenandoah Avenue  
Roanoke, VA 24017

RE: Contract #: 7058821-15JC  
Renewal No. Four of Four (Final)

**Procurement Services**  
University Purchasing

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Box 980327  
Richmond, Virginia 23284

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Fax: 804 828-7837  
TDD: 1-800-828-1120  
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Dear Mr. Moore,

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 #: 7058821-15JC;

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. If you have any questions, please contact me at (804) 628-2897.

Sincerely,

Jason Lofgreen, CUPO  
Senior Buyer

Contract #: 7058821-15JC

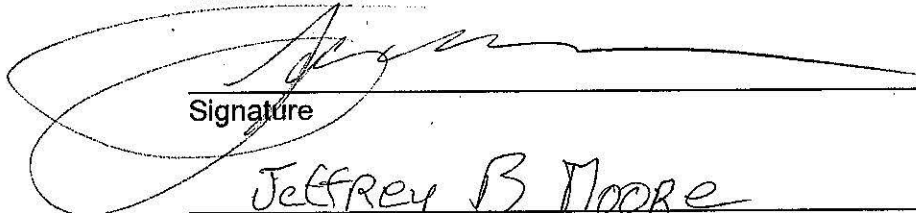
**RESPONSE:**

**Procurement Services**  
University Purchasing

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

Stage Sound, Inc.  
Name of Firm

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Fax: 804 828-7837  
TDD: 1-800-828-1120  
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Signature

Jeffrey B Moore  
Name Printed

GM/VP-Sales  
Title

2/10/21  
Date



RFP #7058821JC Stage Sound Rental Rates

**VASCUPP #7058821JC Stage Sound Rental Rates**

Stage Sound, Inc 2240 Shenandoah Ave. NW Roanoke, VA 24017 800-778-9839

www.stagesound.com

Brand	Product Category	Product Description	Unit	List Price	Contract Discount	VASCUPP Price
AEI	Rigging	Litron 16' Crank Lift	day	\$60.00	28.57%	\$42.86
AKG	Microphone	170	day	\$15.00	28.57%	\$10.71
AKG	Microphone	C414	day	\$65.00	28.57%	\$46.43
AKG	Microphone	C535EB	day	\$25.00	28.57%	\$17.86
AKG	Microphone	D112	day	\$20.00	28.57%	\$14.29
Allen & Heath	Mixing Console	GL2400, 32x4x2	day	\$100.00	28.57%	\$71.43
Allen & Heath	Mixing Console	Mix Wizard, 16x2x1	day	\$75.00	28.57%	\$53.57
Altman	Lighting	3 Cell CYC Light Lighting Fixture	day	\$25.00	28.57%	\$17.86
Altman	Lighting	6" Fresnel Lighting Fixture	day	\$20.00	28.57%	\$14.29
Altman	Lighting	MR-16 Zip Strip Lighting Fixture	day	\$25.00	28.57%	\$17.86
Altman	Lighting	Q-Lite Lighting Fixture	day	\$10.00	28.57%	\$7.14
Altman	Lighting	Single Cell CYC Light Lighting Fixture	day	\$15.00	28.57%	\$10.71
Altman	Lighting	Star Par Lighting Fixture	day	\$10.00	28.57%	\$7.14
Altman	Spotlight	Luminator Follow Spot	day	\$35.00	28.57%	\$25.00
American DJ	Lighting	DMX Strobe	day	\$25.00	28.57%	\$17.86
American DJ	Lighting	Encore Burst 200	day	\$50.00	28.57%	\$35.72
American DJ	Lighting	H20 DMX Pro, Chauvet Abyss 3.0	day	\$50.00	28.57%	\$35.72
Analog Way	Video Switcher	Pulse 300	day	\$150.00	28.57%	\$107.15
Analog Way	Video Switcher	Smart Matrix	day	\$100.00	28.57%	\$71.43
Antari	Atmospheric	Antari Hazer Fog Machine	day	\$75.00	28.57%	\$53.57
Antari	Atmospheric	Cold Flow Attachment for Fog Machine	day	\$150.00	28.57%	\$107.15
Antari	Atmospheric	S-100II DMX Snow Machine	day	\$30.00	28.57%	\$21.43
Antari	Atmospheric	ICE-101 Low Fog Machine	day	\$30.00	28.57%	\$21.43
Applied	Rigging	16-Way Motor Controller/Power	day	\$200.00	28.57%	\$142.86
Applied	Rigging	8-Way Motor Controller/Power	day	\$125.00	28.57%	\$89.29
Applied	Truss	12" Box ( 90 Degree Arc.) Truss Section	day	\$25.00	28.57%	\$17.86
Applied	Truss	12" 3 or 6-Way Corner Truss Section	day	\$10.00	28.57%	\$7.14
Applied	Truss	12" Box (10 ft.) Truss Section	day	\$30.00	28.57%	\$21.43
Applied	Truss	12" Box (5 ft.) Truss Section	day	\$15.00	28.57%	\$10.71
Applied	Truss	12" Box (8 ft.) Truss Section	day	\$30.00	28.57%	\$21.43
Applied	Truss	30" 4 Way Corner Truss Section	day	\$50.00	28.57%	\$35.72
Ashly	Processing	1502, Dual 15-Band EQ	day	\$25.00	28.57%	\$17.86
Ashly	Processing	3101, Single 31-Band EQ	day	\$25.00	28.57%	\$17.86
Ashly	Processing	3102, Dual 31-Band EQ	day	\$30.00	28.57%	\$21.43
Audio Technica	Microphone	ES991 Redundant Podium	day	\$40.00	28.57%	\$28.57
Audio Technica	Microphone	Microphone AT 4031	day	\$15.00	28.57%	\$10.71

RFP #7058821JC Stage Sound Rental Rates

Audix	Microphone	ADX-51	day	\$15.00	28.57%	\$10.71
Audix	Microphone	ADX M1280 Micro Condenser	day	\$20.00	28.57%	\$14.29
Aurora	Distribution Amplifier	1:4 HDMI Splitter	day	\$20.00	28.57%	\$14.29
Aurora	Video	HDBaseT Receiver/Transmitter	day	\$15.00	28.57%	\$10.71
AVO	Lighting Controller	Pearl Expert Pro Lighting Console	day	\$750.00	28.57%	\$535.73
AVO	Lighting Controller	Sapphire 2000 Lighting Console	day	\$300.00	28.57%	\$214.29
AVO	Lighting Controller	Titan Touch Lighting Console	day	\$200.00	28.57%	\$142.86
Barco	Scan Converter	9700XL	day	\$125.00	28.57%	\$89.29
Barco	Scan Converter	ImagePRO	day	\$300.00	28.57%	\$214.29
Behringer	Digital Snake	Behringer S16 Digital Snake 16x8	day	\$50.00	28.57%	\$35.72
Behringer	Mixing Console	X32 Producer	day	\$100.00	28.57%	\$71.43
Beyer	Microphone	M88	day	\$25.00	28.57%	\$17.86
Black Magic Design	Distribution Amplifier	UpDownCross SDI Hub	day	\$20.00	28.57%	\$14.29
Black Magic Design	Format Converter	Analog-SDI	day	\$15.00	28.57%	\$10.71
Black Magic Design	Format Converter	HDMI-SDI	day	\$15.00	28.57%	\$10.71
Black Magic Design	Format Converter	SDI-Analog	day	\$15.00	28.57%	\$10.71
Black Magic Design	Format Converter	Micro SDI/HDMI BiDirectional	day	\$10.00	28.57%	\$7.14
Black Magic Design	Format Converter	SDI-HDMI	day	\$15.00	28.57%	\$10.71
Black Magic Design	Video	URSA Broadcast Camera w Viewfinder	day	\$375.00	28.57%	\$267.86
Black Magic Design	Video	Micro Studio Camera	day	\$50.00	28.57%	\$35.72
Black Magic Design	Video Recorder	Hyperdeck SSD Recorder	day	\$50.00	28.57%	\$35.72
Black Magic Design	Video Switcher	Atem 1 M/E Switcher	day	\$250.00	28.57%	\$178.58
Black Magic Design	Video	Smartview 4K Monitor	day	\$50.00	28.57%	\$35.72
Brite-Lite	Slide Projector	Brite-lite Module	day	\$20.00	28.57%	\$14.29
BSS	Processing	960, Dual 31-Band EQ	day	\$35.00	28.57%	\$25.00
Chauvet	Lighting	Colorband Pix LED Strip Fixture	day	\$25.00	28.57%	\$17.86
Chauvet	Lighting	Colordash LED Par H-12 IP Lighting Wash Fixture	day	\$40.00	28.57%	\$28.57
Chauvet	Lighting	Colordash LED Intelligent Lighting Wash Fixture	day	\$20.00	28.57%	\$14.29
Chauvet	Lighting	Freedom Par RGBA	day	\$20.00	28.57%	\$14.29
Chauvet	Lighting	Mega Moon, DMF-10, Circus	day	\$25.00	28.57%	\$17.86
Chauvet	Lighting	Rouge R3 Wash Fixture	day	\$100.00	28.57%	\$71.43
Chauvet	Lighting	Scorpion Storm FX Laser	day	\$25.00	28.57%	\$17.86
Chauvet	Atmospheric	Amhaze Stadium	day	\$75.00	28.57%	\$53.57
Chauvet	Atmospheric	Vestuvio II LED Fogger	day	\$30.00	28.57%	\$21.43
CM Lodestar	Rigging	CM 1/2-Ton Motor (60' Lift)	day	\$75.00	28.57%	\$53.57
CM Lodestar	Rigging	CM 1/4-Ton Motor (60' Lift)	day	\$50.00	28.57%	\$35.72
CM Lodestar	Rigging	CM 1-Ton Motor (60' Lift)	day	\$100.00	28.57%	\$71.43
Coffing	Rigging	Beam Clamp	day	\$10.00	28.57%	\$7.14
Cosmic Truss	Truss	U-Torm Ladder Truss	day	\$20.00	28.57%	\$14.29
Crest	Power Amplifier	VS1500	day	\$30.00	28.57%	\$21.43
Crown	Microphone	PCC160	day	\$25.00	28.57%	\$17.86

RFP #7058821JC Stage Sound Rental Rates

Custom	Power Distribution	Exhibition/Booth/Press, Per Drop Power Distribution System	day	\$35.00	28.57%	\$25.00
Custom	Power Distribution	Feeder, #2x5-Wire, Camlock Power Distribution System	day/FT	\$1.00	28.57%	\$0.71
Custom	Power Distribution	Feeder, 2/0x5-Wire, Camlock Power Distribution System	day/FT	\$1.50	28.57%	\$1.07
Custom	Power Distribution	Feeder, 4/0x5-Wire, Camlock Power Distribution System	day/FT	\$2.00	28.57%	\$1.43
Custom	Power Distribution	Single Phase, 4-Pin/3-Pin/Edison Power Distribution System	day	\$100.00	28.57%	\$71.43
Custom	Power Distribution	Three Phase, 4-Pin/3-Pin/Edison Power Distribution System	day	\$150.00	28.57%	\$107.15
DaLite	Screen	Tripod Screens 70" X 70"	day	\$25.00	28.57%	\$17.86
DaLite	Screen	Tripod Screens 96" X 72"	day	\$40.00	28.57%	\$28.57
Data Video	Video Recorder	MP6000 DVD-R	day	\$45.00	28.57%	\$32.14
DBX	Processing	160 Compressor	day	\$25.00	28.57%	\$17.86
DBX	Processing	166/266 Compressor	day	\$20.00	28.57%	\$14.29
Decimator Design	Format Converter	MD-HX HDMI/SDI Convertor	day	\$50.00	28.57%	\$35.72
Decimator Design	Format Converter	MD-LX HDMI/SDI Convertor	day	\$25.00	28.57%	\$17.86
Draper	Easel	Easel with pad	day	\$25.00	28.57%	\$17.86
Draper	Easel	Easel without pad	day	\$15.00	28.57%	\$10.71
Draper	Screen	Stage Screen 9' x 16' Viewable Truss Style(16:9 Format)	day	\$500.00	28.57%	\$357.15
Draper	Screen	Standard Fast Fold Screen 10.5' X 14' Fast Fold	day	\$125.00	28.57%	\$89.29
Draper	Screen	Standard Fast Fold Screen 6' x 8' Fast Fold	day	\$75.00	28.57%	\$53.57
Draper	Screen	Standard Fast Fold Screen 9' X 12' Fast Fold	day	\$100.00	28.57%	\$71.43
Draper	Screen	Truss Style Screen 10.5' x 14' Viewable Truss Style	day	\$350.00	28.57%	\$250.01
Draper	Screen	Truss Style Screen 15' x 20' Viewable Truss Style	day	\$400.00	28.57%	\$285.72
Draper	Screen	Truss Style Screen 9' x 12' Viewable Truss Style	day	\$300.00	28.57%	\$214.29
Draper	Screen	Ultimate Fast Fold Screen 5' X 9' Fast Fold(16:9 Format)	day	\$150.00	28.57%	\$107.15
Draper	Screen	Ultimate Fast Fold Screen 7' X 12' Fast Fold(16:9 Format)	day	\$250.00	28.57%	\$178.58
Drawmer	Processing	DL201 Gate	day	\$25.00	28.57%	\$17.86
Drawmer	Processing	DL241 Compressor	day	\$25.00	28.57%	\$17.86
EAW	Speaker	EAW KF760	day	\$200.00	28.57%	\$142.86
EAW	Speaker	EAW KF760/761 Flybar Module	day	\$200.00	28.57%	\$142.86
EAW	Speaker	EAW KF761	day	\$200.00	28.57%	\$142.86
EAW	Speaker	EAW KF850e	day	\$100.00	28.57%	\$71.43
EAW	Speaker	EAW SB1002 Sub	day	\$125.00	28.57%	\$89.29
Elation	Lighting	Protron Eclipse	day	\$150.00	28.57%	\$107.15
Electro Voice	Microphone	ND408	day	\$10.00	28.57%	\$7.14
Electro Voice	Microphone	ND468	day	\$16.00	28.57%	\$11.43
Electro Voice	Microphone	PL10	day	\$15.00	28.57%	\$10.71
Electro Voice	Microphone	PL20/RE20	day	\$40.00	28.57%	\$28.57
Electro Voice	Speaker	MTL4 (4x18") Sub	day	\$100.00	28.57%	\$71.43
ETC	Dimming	Sensor Rack (48x2.4kW)	day	\$250.00	28.57%	\$178.58
ETC	Dimming	SmartPack Rack (48x1.2kW)	day	\$175.00	28.57%	\$125.00
ETC	Lighting	Source Four (19,26,36,50 Degree) Lighting Fixture	day	\$22.00	28.57%	\$15.71
ETC	Lighting	Source Four Barrel (5, 10, 90 Degree) Lighting Fixture	day	\$11.00	28.57%	\$7.86

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ETC	Lighting	Source Four Jr. (26 Degree) Lighting Fixture	day	\$15.00	28.57%	\$10.71
ETC	Lighting Controller	Express 48/96 DMX Lighting Console	day	\$155.00	28.57%	\$110.72
ETC	Lighting Controller	SmartFade 12/48 DMX Lighting Console	day	\$75.00	28.57%	\$53.57
ETC	Lighting Controller	SmartFade 24/96 DMX Lighting Console	day	\$90.00	28.57%	\$64.29
ETC	Rigging	Single or Double Cheeseborough	day	\$5.00	28.57%	\$3.57
Eventide	Processing	H3000D/SE	day	\$75.00	28.57%	\$53.57
Extron Electronics	Video Switcher	MVX84 VGA Matrix Switcher	day	\$100.00	28.57%	\$71.43
Flying Pig Systems	Lighting Controller	Whole Hog II Lighting Console	day	\$300.00	28.57%	\$214.29
Generic	Audio Snake	16x4, 100'	day	\$20.00	28.57%	\$14.29
Generic	Audio Snake	24x8, 100'	day	\$30.00	28.57%	\$21.43
Generic	Audio Snake	6, 9, 12-Channel, 50'	day	\$15.00	28.57%	\$10.71
Generic	Audio Snake	6, 9, 12-Channel, 75'	day	\$20.00	28.57%	\$14.29
Generic	AV Cart	AV Cart 30" w/ drape	day	\$10.00	28.57%	\$7.14
Generic	AV Cart	AV Cart 42" w/ drape	day	\$10.00	28.57%	\$7.14
Generic	AV Cart	AV Cart 54" w/ drape	day	\$10.00	28.57%	\$7.14
Generic	Cabling	100' Microphone Cable	day	\$3.00	28.57%	\$2.14
Generic	Cabling	25' Microphone Cable	day	\$2.00	28.57%	\$1.43
Generic	Cabling	50' Microphone Cable	day	\$2.50	28.57%	\$1.79
Generic	Décor	Carpet (Red, Black, Grey)	Priced Per Event		28.57%	\$0.00
Generic	Décor	Plastic Rope and Stanchion per linear foot	day	\$1.00	28.57%	\$0.71
Generic	Décor	Red Velvet Rope and Stanchion per linear foot	day	\$5.00	28.57%	\$3.57
Generic	Easel	Easel White Marker Board 4' X 5'	day	\$40.00	28.57%	\$28.57
Generic	Intercomm	Intercom Beltpack Station	day	\$7.50	28.57%	\$5.36
Generic	Intercomm	Intercom Blazon Call Beacons	day	\$10.00	28.57%	\$7.14
Generic	Intercomm	Intercom Dual Channel Beltpack Station	day	\$15.00	28.57%	\$10.71
Generic	Intercomm	Intercom Headset (Single or Dual Muff)	day	\$7.50	28.57%	\$5.36
Generic	Intercomm	Intercom One Channel Power Supply	day	\$10.00	28.57%	\$7.14
Generic	Intercomm	Intercom Telephone Handset	day	\$7.50	28.57%	\$5.36
Generic	Intercomm	Intercom Three Channel Power Supply	day	\$25.00	28.57%	\$17.86
Generic	Intercomm	Walkie Talkie 2 Channel UHF	day	\$15.00	28.57%	\$10.71
Generic	Lectern	Lectern in Plexi-glass	day	\$95.00	28.57%	\$67.86
Generic	Lectern	Lectern in Wood	day	\$75.00	28.57%	\$53.57
Generic	Lighting	16" Mirror Ball	day	\$15.00	28.57%	\$10.71
Generic	Lighting	24" Mirror Ball	day	\$30.00	28.57%	\$21.43
Generic	Lighting	Japanese Lantern, 12"-24"	day	\$10.00	28.57%	\$7.14
Generic	Lighting	Japanese Lantern, 30-36"	day	\$15.00	28.57%	\$10.71
Generic	Lighting	Octal Pin Spot Bank Lighting Fixture	day	\$15.00	28.57%	\$10.71
Generic	Lighting	Oscillating Pin Spot	day	\$15.00	28.57%	\$10.71
Generic	Lighting	Par 38 Lighting Fixture	day	\$10.00	28.57%	\$7.14
Generic	Lighting	Pin Spot Lighting Fixture	day	\$2.50	28.57%	\$1.79
Generic	Lighting	Quad Pin Spot Bank Lighting Fixture	day	\$10.00	28.57%	\$7.14

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Generic	Lighting	Single 48" Blacklight	day	\$15.00	28.57%	\$10.71
Generic	Lighting	Street Light	day	\$25.00	28.57%	\$17.86
Generic	Lighting	Swivelier Gooseneck	day	\$5.00	28.57%	\$3.57
Generic	Presentation	Laser Pointer	day	\$10.00	28.57%	\$7.14
Generic	Presentation	Power Point Extra Remote	day	\$5.00	28.57%	\$3.57
Generic	Presentation	Power Point Power Presenter RF (100' range)	day	\$25.00	28.57%	\$17.86
Generic	Processing	Stereo 2or 3-Way Crossover	day	\$20.00	28.57%	\$14.29
Generic	Rigging	10' Pipe & Base	day	\$15.00	28.57%	\$10.71
Generic	Rigging	Saddle Sandbag (25lbs)	day	\$5.00	28.57%	\$3.57
Genie	Rigging	Super Tower	day	\$100.00	28.57%	\$71.43
Global	Truss	16" Box ( 90 Degree Arc.) Truss Section	day	\$25.00	28.57%	\$17.86
Global	Truss	16" Box (8 ft.) Truss Section	day	\$30.00	28.57%	\$21.43
Global	Truss	12" Triangle (1m) Truss Section	day	\$20.00	28.57%	\$14.29
Global	Truss	12" Triangle (2m) Truss Section	day	\$30.00	28.57%	\$21.43
Global	Truss	12" Triangle (3m) Truss Section	day	\$40.00	28.57%	\$28.57
GLP	Lighting	Impression X4 Bar 20	day	\$225.00	28.57%	\$160.72
GLP	Lighting	X4 Bar 20 Moving LED Strip Fixture	day	\$150.00	28.57%	\$107.15
Guardian	Rigging	Horizontal Fall Arrest	day	\$50.00	28.57%	\$35.72
Guardian	Rigging	Vertical Fall Arrest	day	\$50.00	28.57%	\$35.72
HazeBase	Atmospheric	Hazer Pro Fog Machine	day	\$125.00	28.57%	\$89.29
High End	Atmospheric	F-100 Fog Machine	day	\$50.00	28.57%	\$35.72
High End	Lighting	Studio Color 575 Intelligent Lighting Fixture	day	\$150.00	28.57%	\$107.15
High End	Lighting	Studio Spot 575 CMY Intelligent Lighting Fixture	day	\$200.00	28.57%	\$142.86
Hitachi	Projector	HDMI/XGA Video/Data Projector 6500 ANSI Lumens	day	\$350.00	28.57%	\$250.01
IDX Systems	Accessory	Studio Camera Accessory ID-200a Dual Channel Camera Power Supply	day	\$50.00	28.57%	\$35.72
Inline	Distribution Amplifier	Inline 3214 1x4 Composite	day	\$15.00	28.57%	\$10.71
JBL	Monitors	SRX 712M	day	\$40.00	28.57%	\$28.57
JBL	Processing	644 Quad Gate	day	\$20.00	28.57%	\$14.29
Jensen	Video	Ground Loop Isolator VBH-1BB	day	\$25.00	28.57%	\$17.86
Jensen	Video	Ground Loop Isolator VBH-5BB	day	\$35.00	28.57%	\$25.00
JVC	Camcorder	VHS Camcorder	day	\$45.00	28.57%	\$32.14
JVC	Tripod	Camcorder Tripod	day	\$20.00	28.57%	\$14.29
JVC	Video Recorder	DVD Player	day	\$20.00	28.57%	\$14.29
Kodak	Slide Projector	Kodak Carousel	day	\$30.00	28.57%	\$21.43
Kramer Electronics	Distribution Amplifier	104LN 1x4 Composite	day	\$15.00	28.57%	\$10.71
Kramer Electronics	Distribution Amplifier	VM-1055 1x5 RGBHV	day	\$35.00	28.57%	\$25.00
Kramer Electronics	Distribution Amplifier	VP-10 1x10 RGBHV	day	\$50.00	28.57%	\$35.72
Kramer Electronics	Distribution Amplifier	VP-123 1x3 RGBHV	day	\$30.00	28.57%	\$21.43
Kramer Electronics	Distribution Amplifier	VP-400 1x4 VGA	day	\$20.00	28.57%	\$14.29
Kramer Electronics	Scan Converter	VP-703-SC Scan Converter	day	\$65.00	28.57%	\$46.43

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Kramer Electronics	Video Switcher	VP-720DS Switcher/Scaler	day	\$80.00	28.57%	\$57.14
Lab Gruppen	Power Amplifier	10000-Q	day	\$125.00	28.57%	\$89.29
Lab Gruppen	Power Amplifier	fp6400	day	\$100.00	28.57%	\$71.43
Leviton	Dimming	D4DMX (4x600W)	day	\$25.00	28.57%	\$17.86
Lexicon	Processing	LXP-15	day	\$35.00	28.57%	\$25.00
Lycian	Spotlight	1275 Follow Spot	day	\$175.00	28.57%	\$125.00
Lycian	Spotlight	Midget Follow Spot	day	\$35.00	28.57%	\$25.00
MA Lighting	Lighting	GrandMA Compact XT	day	\$1,000.00	28.57%	\$714.30
Mackie	Mixing Console	LZ1604,16x4x2	day	\$45.00	28.57%	\$32.14
Mackie	Mixing Console	ProFX 12	day	\$25.00	28.57%	\$17.86
Mackie	Mixing Console	ProFx 16	day	\$30.00	28.57%	\$21.43
Magenta Research	Video	Receiver/Transmitter	day	\$15.00	28.57%	\$10.71
Manfrotto	Tripod	Camera Tripod	day	\$50.00	28.57%	\$35.72
Marshall	Accessory	Studio Camera Accessory Marshall V-LCD70XP-3GSDI Monitor w/ Noga CineArm	day	\$100.00	28.57%	\$71.43
Martin	Atmospheric	Magnum 2000 Fog Machine	day	\$40.00	28.57%	\$28.57
Martin	Atmospheric	Magnum 650 Fog Machine	day	\$20.00	28.57%	\$14.29
Martin	Atmospheric	Magnum 850 Fog Machine	day	\$35.00	28.57%	\$25.00
Martin	Lighting	2510 Controller for SCX 500	day	\$25.00	28.57%	\$17.86
Martin	Lighting	Mac 700 Profile Intelligent Lighting Fixture	day	\$250.00	28.57%	\$178.58
Martin	Lighting	Raptor	day	\$25.00	28.57%	\$17.86
Martin	Lighting	SCX 500/Mania	day	\$35.00	28.57%	\$25.00
Martin Audio	Audio	Martin LE200	day	\$75.00	28.57%	\$53.57
MDG	Atmospheric	Hazer Fog Machine	day	\$75.00	28.57%	\$53.57
Merlyn	Speaker	S2/t (2x10", 1x1")	day	\$45.00	28.57%	\$32.14
Merlyn	Speaker	S3 (2x15", 1x10", 1x1")	day	\$60.00	28.57%	\$42.86
Midas	Audio	DL 251 Head Amp	day	\$200.00	28.57%	\$142.86
Midas	Audio	Midas M32	day	\$200.00	28.57%	\$142.86
Midas	Audio	Midas Pro2	day	\$300.00	28.57%	\$214.29
NEXO	Speaker	GEO S1210	day	\$150.00	28.57%	\$107.15
NEXO	Speaker	GEO S1210/S1230 Flybar Module	day	\$125.00	28.57%	\$89.29
NEXO	Speaker	GEO S1230	day	\$150.00	28.57%	\$107.15
NEXO	Speaker	RS18 Sub	day	\$150.00	28.57%	\$107.15
NEXO	Power Amplifier	NXAmp 4x4	day	\$100.00	28.57%	\$71.43
NSI	Dimming	(16x2.4kW)	day	\$80.00	28.57%	\$57.14
NSI	Dimming	(32x2.4kW)	day	\$150.00	28.57%	\$107.15
NSI	Dimming	(48x2.4kW)	day	\$250.00	28.57%	\$178.58
NSI	Dimming	(96x2.4kW)	day	\$325.00	28.57%	\$232.15
NSI	Dimming	6000 (4x1.2kW)	day	\$20.00	28.57%	\$14.29
NSI	Lighting Controller	1616 16-Channel MPX/DMX Lighting Console	day	\$15.00	28.57%	\$10.71
NSI	Lighting Controller	508 8-Channel MPX Lighting Console	day	\$15.00	28.57%	\$10.71



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NSI	Lighting Controller	7008 8/16-Channel MPX Lighting Console	day	\$15.00	28.57%	\$10.71
NSI	Lighting Controller	7024 24/48-Channel MPX/DMX Lighting Console	day	\$25.00	28.57%	\$17.86
Numark	Mixing Console	1200 DJ Mixer	day	\$20.00	28.57%	\$14.29
Panasonic	Accessory	Studio Camera Accessory 10 Pin, 10 Meter Cable	day	\$50.00	28.57%	\$35.72
Panasonic	Accessory	Studio Camera Accessory 10 Pin, 90 Meter Cable	day	\$100.00	28.57%	\$71.43
Panasonic	Accessory	Studio Camera Accessory Panasonic AG-EC4 CCU	day	\$200.00	28.57%	\$142.86
Panasonic	Studio Camera	AG-HMX370	day	\$400.00	28.57%	\$285.72
Panasonic	Studio Camera	HMC-150(16:9 HD) Camera (SD Card)	day	\$175.00	28.57%	\$125.00
Panasonic	Studio Camera	Studio Camera Panasonic AG-HMX370 Package Includes: Panasonic AG-HMX370 w/17x Lens Marshall V-LCD70XP-3GSDI Monitor w/ Noga CineArm Panasonic AG-EC4 CCU 10 Pin, 10 Meter Control Cable Varizoom VZ-PG-F Zoom Control Varizoom VZ-FC-F Focus Control IDX Systems IA-200a Dual Channel Power Supply Camera Tripod Plate	day	\$600.00	28.57%	\$428.58
Panasonic	Video	PTZ Camera	day	\$500.00	28.57%	\$357.15
Panasonic	Video	PTZ Controller	day	\$200.00	28.57%	\$142.86
Panasonic	Video Display	42" Plasma 16:9	day	\$250.00	28.57%	\$178.58
Panasonic	Video Display	58" Plasma 16:9	day	\$350.00	28.57%	\$250.01
Panasonic	Video Switcher	AG-HMX-100	day	\$250.00	28.57%	\$178.58
Panasonic	Video Switcher	AG-MX70p	day	\$350.00	28.57%	\$250.01
Panasonic	Video Switcher	WJ-MX50	day	\$200.00	28.57%	\$142.86
Peavey	Speaker	SP2	day	\$25.00	28.57%	\$17.86
Petes	Pre Rig Truss	8-Light Bar Lighting Fixture	day	\$10.00	28.57%	\$7.14
Phillips	Video Recorder	3475 DVD-R	day	\$35.00	28.57%	\$25.00
Pioneer	Audio Deck	DJ Coffin w/2-Turntable & Mixer	day	\$75.00	28.57%	\$53.57
Pioneer	Video Recorder	DVD-V7400	day	\$50.00	28.57%	\$35.72
Pioneer	Video Recorder	DVD-V8000	day	\$100.00	28.57%	\$71.43
QSC	Power Amplifier	PL 2.4MB	day	\$30.00	28.57%	\$21.43
QSC	Power Amplifier	PL224	day	\$30.00	28.57%	\$21.43
QSC	Power Amplifier	PL236	day	\$40.00	28.57%	\$28.57
QSC	Power Amplifier	PL380	day	\$100.00	28.57%	\$71.43
QSC	Speaker	I282-H	day	\$35.00	28.57%	\$25.00
QSC	Speaker	K10 Powered 2-Way	day	\$40.00	28.57%	\$28.57
QSC	Speaker	K12 Powered 2-Way	day	\$50.00	28.57%	\$35.72
QSC	Speaker	KW153 Powered 3 -Way	day	\$75.00	28.57%	\$53.57
QSC	Speaker	KW181 Powered Sub	day	\$60.00	28.57%	\$42.86
QSC	Speaker	QSC Wideline Large Flybar Module	day	\$125.00	28.57%	\$89.29

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QSC	Speaker	Wideline ISIS WL2102	day	\$150.00	28.57%	\$107.15
QSC	Speaker	Wideline Small Flybar Module	day	\$100.00	28.57%	\$71.43
Ramlatch	Audio Snake	30-Channel 2-Way Split, 150'	day	\$60.00	28.57%	\$42.86
Ramlatch	Audio Snake	32-Channel 3-Way Split, 250'	day	\$70.00	28.57%	\$50.00
Renkus Heinz	Speaker	TRX-82	day	\$35.00	28.57%	\$25.00
Robe	Lighting	Robin Pointe Moving Head LED Beam Fixture	day	\$225.00	28.57%	\$160.72
Roland	Processing	SDE 1000/SDE3000	day	\$30.00	28.57%	\$21.43
Roland	Scan Converter	VC-1 Up, Down, Cross Scan Converter	day	\$20.00	28.57%	\$14.29
Roland	Video	HDMI Video Switcher	day	\$75.00	28.57%	\$53.57
Roland	Video	SDI Video Switcher	day	\$75.00	28.57%	\$53.57
RoseBrand	Décor	10' Spandex Truss Sock	day	\$25.00	28.57%	\$17.86
RoseBrand	Décor	12'x20' Backdrop	day	\$50.00	28.57%	\$35.72
RoseBrand	Décor	13' to 16' Tall Pipe and Drape per linear foot	day	\$9.00	28.57%	\$6.43
RoseBrand	Décor	17' Spandex Sail	day	\$125.00	28.57%	\$89.29
RoseBrand	Décor	28'x35' Backdrop	day	\$75.00	28.57%	\$53.57
RoseBrand	Décor	28'x41' Backdrop	day	\$90.00	28.57%	\$64.29
RoseBrand	Décor	3' to 4' Tall Pipe and Drape per linear foot	day	\$3.00	28.57%	\$2.14
RoseBrand	Décor	40'x16' Cyclorama Backdrop	day	\$75.00	28.57%	\$53.57
RoseBrand	Décor	40'x24' Cyclorama Backdrop	day	\$125.00	28.57%	\$89.29
RoseBrand	Décor	5' to 8' Tall Pipe and Drape per linear foot	day	\$5.00	28.57%	\$3.57
RoseBrand	Décor	8' Spandex Circle	day	\$125.00	28.57%	\$89.29
RoseBrand	Décor	8' Spandex Sock	day	\$80.00	28.57%	\$57.14
RoseBrand	Décor	9' to 12' Tall Pipe and Drape per linear foot	day	\$7.00	28.57%	\$5.00
RoseBrand	Décor	Small Spandex Sail	day	\$50.00	28.57%	\$35.72
RoseBrand	Rigging	16" x 21' Truss Teaser	day	\$25.00	28.57%	\$17.86
RoseBrand	Rigging	30" x 21' Truss Teaser	day	\$25.00	28.57%	\$17.86
Sachtler	Tripod	Camera Tripod	day	\$125.00	28.57%	\$89.29
Sanyo	Projector	XGA Video/Data Projector 10000 ANSI Lumens	day	\$600.00	28.57%	\$428.58
Sanyo	Projector	XGA Video/Data Projector 2000 ANSI Lumens	day	\$100.00	28.57%	\$71.43
Sanyo	Projector	XGA Video/Data Projector 3000 ANSI Lumens	day	\$150.00	28.57%	\$107.15
Sanyo	Projector	XGA Video/Data Projector 5000 ANSI Lumens	day	\$250.00	28.57%	\$178.58
Sennheiser	Microphone	MD421	day	\$30.00	28.57%	\$21.43
Sennheiser	Monitors	IEM 300-G2	day	\$75.00	28.57%	\$53.57
Sennheiser	Monitors	SR IEM G4	day	\$75.00	28.57%	\$53.57
Sharp	Video Display	60" LCD	day	\$125.00	28.57%	\$89.29
Sharp	Video Display	70" LCD	day	\$200.00	28.57%	\$142.86
Shure	Microphone	Beta 52	day	\$17.00	28.57%	\$12.14
Shure	Microphone	Beta 56A / 57A / 58A / BG4.1	day	\$15.00	28.57%	\$10.71
Shure	Microphone	Beta 91	day	\$22.00	28.57%	\$15.71
Shure	Microphone	Beta 98	day	\$20.00	28.57%	\$14.29
Shure	Microphone	KSM32	day	\$50.00	28.57%	\$35.72

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Shure	Microphone	SM57/58	day	\$10.00	28.57%	\$7.14
Shure	Microphone	SM81, AKG C3000	day	\$30.00	28.57%	\$21.43
Shure	Microphone	WL 183/184/185	day	\$8.00	28.57%	\$5.71
Shure	RF Microphones	Wireless Microphone System Shure ULXP / QLXD (UHF) Handheld or Lavalier Systems with Mic	day	\$50.00	28.57%	\$35.72
SLS	Speaker	LS8695	day	\$200.00	28.57%	\$142.86
Sony	AC/Battery	PVM-13L2 13" CRT (AC/Battery)	day	\$75.00	28.57%	\$53.57
Sony	AC/Battery	PVM-9L2 8" CRT (AC/Battery)	day	\$35.00	28.57%	\$25.00
Sony	Accessory	Studio Camera Accessory 26 Pin, 100 Meter Cable	day	\$80.00	28.57%	\$57.14
Sony	Accessory	Studio Camera Accessory 26 Pin, 50 Meter Cable	day	\$40.00	28.57%	\$28.57
Sony	Accessory	Studio Camera Accessory Sony CA-537	day	\$40.00	28.57%	\$28.57
Sony	Accessory	Studio Camera Accessory Sony CCU-M5	day	\$175.00	28.57%	\$125.00
Sony	Accessory	Studio Camera Accessory Sony DXF-50	day	\$25.00	28.57%	\$17.86
Sony	Audio Deck	CD-R	day	\$75.00	28.57%	\$53.57
Sony	Audio Deck	DAT Player/Recorder	day	\$50.00	28.57%	\$35.72
Sony	Audio Deck	Dual CD Player with Pitch Control	day	\$45.00	28.57%	\$32.14
Sony	Audio Deck	Single CD Player with Pitch Control	day	\$25.00	28.57%	\$17.86
Sony	Audio Deck	Tape Deck Dual	day	\$20.00	28.57%	\$14.29
Sony	Audio Deck	Tape Deck Standard	day	\$15.00	28.57%	\$10.71
Sony	Scan Converter	1024HD	day	\$150.00	28.57%	\$107.15
Sony	Studio Camera	DXC-D30	day	\$350.00	28.57%	\$250.01
Sony	Video Recorder	DSR-1500A DVCAM	day	\$350.00	28.57%	\$250.01
Sony	Video Recorder	VHS VCR	day	\$20.00	28.57%	\$14.29
Sony, Canon	Studio Camera	Studio Camera Sony DXC-D30 ENG Package Includes: Sony DXC-D30 w/18x Lens Sony DXF-50 Sony CA-537 Sony CCU-M5 26 Pin, 50 Meter Cable Canon Remote Zoom Control Canon Remote Focus Control Camera Tripod Plate	day	\$525.00	28.57%	\$375.01
StageSound	Monitors	RAW215	day	\$40.00	28.57%	\$28.57
TC Electronics	Processing	M5000/2290	day	\$50.00	28.57%	\$35.72
Technics	Audio Deck	SL-1200 Turntable	day	\$25.00	28.57%	\$17.86
Thomas	Lighting	Eight Light Crowd Blinder Lighting Fixture	day	\$30.00	28.57%	\$21.43
Thomas	Lighting	Par 64/56 Aluminum Lighting Fixture	day	\$12.00	28.57%	\$8.57
Thomas	Truss	30" Box (10 ft.) Truss Section	day	\$50.00	28.57%	\$35.72
Times Square	Spotlight	Follow Spot	day	\$25.00	28.57%	\$17.86

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Ultimate	Rigging	Ultimate Support Stand	day	\$2.00	28.57%	\$1.43
Various	Direct Boxes	Active Direct Boxes	day	\$15.00	28.57%	\$10.71
Various	Direct Boxes	Passive Direct Boxes	day	\$7.50	28.57%	\$5.36
Various	Lighting	Tripod Lighting System 4 Can Lighting System (w/Dimming) controller included with rental of 2 or more	day	\$35.00	28.57%	\$25.00
Various	Mic Stands	Microphone Stand	day	\$2.00	28.57%	\$1.43
Various	Mic Stands	Microphone Stand Choir Boom	day	\$10.00	28.57%	\$7.14
Various	Rigging	1/2" or 5/8" Shackle	day	\$1.00	28.57%	\$0.71
Various	Rigging	3/8" Wire Rope: (1' to 30')	day	\$2.00	28.57%	\$1.43
Various	Rigging	Block & Fall (45' lift)	day	\$25.00	28.57%	\$17.86
Various	Rigging	Ratchet Strap	day	\$5.00	28.57%	\$3.57
Various	Rigging	Round Slings (3' to 12')	day	\$2.00	28.57%	\$1.43
Various	Rigging	Wire Rope Ladder	day	\$30.00	28.57%	\$21.43
Vestax	Mixing Console	05/275 DJ Mixer	day	\$30.00	28.57%	\$21.43
Vizio	Video Display	32" LCD 16:9	day	\$100.00	28.57%	\$71.43
Wenger	Staging	Stair Set for Stage	day	\$50.00	28.57%	\$35.72
Wenger	Staging	Wenger Showmaster Stage 4'x8 per deck Height: 30" - 84" Adjustable Stage	day	\$45.00	28.57%	\$32.14
Wenger	Staging	Wenger Versalite Stage 4'x8' per deck Height: 12", 18", 24" - 42" Adjustable Stage	day	\$45.00	28.57%	\$32.14
Whirlwind	Audio Snake	20-Channel Multicore Drive, 250'	day	\$100.00	28.57%	\$71.43
Whirlwind	Audio Snake	48-Channel 3-Way ISO Split, 300'	day	\$200.00	28.57%	\$142.86
Whirlwind	Audio Snake	48-Channel 4-Way ISO Split, 300'	day	\$225.00	28.57%	\$160.72
Whirlwind	Audio Snake	8-Channel Drive Snake, 250'	day	\$50.00	28.57%	\$35.72
Whirlwind	Pressbox	12-Channel Active Multi Box	day	\$60.00	28.57%	\$42.86
Whirlwind	Pressbox	12-Channel Passive Press Box	day	\$50.00	28.57%	\$35.72
Whirlwind	Pressbox	16-Channel Active Press Box	day	\$75.00	28.57%	\$53.57
Yamaha	Digital Snake	RIO 1608 Digital Snake 16x8	day	\$160.00	28.57%	\$114.29
Yamaha	Digital Snake	RIO 3224 Digital Snake 32x24	day	\$300.00	28.57%	\$214.29
Yamaha	Mixing Console	12-Channel Powered Mixhead	day	\$45.00	28.57%	\$32.14
Yamaha	Mixing Console	6-Channel Powered Mixhead	day	\$30.00	28.57%	\$21.43
Yamaha	Mixing Console	8-Channel Powered Mixhead	day	\$40.00	28.57%	\$28.57
Yamaha	Mixing Console	CL5	day	\$500.00	28.57%	\$357.15
Yamaha	Mixing Console	M7CL-48 ES	day	\$350.00	28.57%	\$250.01
Yamaha	Mixing Console	PM3500, 48x8x2	day	\$450.00	28.57%	\$321.44
Yamaha	Mixing Console	PM3500M, 52x18	day	\$550.00	28.57%	\$392.87

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Yamaha	Mixing Console	PM5D-RH	day	\$600.00	28.57%	\$428.58
Yamaha	Monitors	CM10	day	\$15.00	28.57%	\$10.71
Yamaha	Monitors	CM15	day	\$25.00	28.57%	\$17.86
Yamaha	Speaker	IF2112/AS	day	\$75.00	28.57%	\$53.57
Yamaha	Speaker	IF2205	day	\$20.00	28.57%	\$14.29
Yamaha	Power Amplifier	P7000	day	\$30.00	28.57%	\$21.43
Yamaha	Power Amplifier	PC9501N	day	\$30.00	28.57%	\$21.43
Yamaha	Processing	ProR3/REV 5	day	\$50.00	28.57%	\$35.72
Yamaha	Processing	REV 7/SPX 90/SPX 90-II	day	\$25.00	28.57%	\$17.86
Yamaha	Processing	SPX 990/SPX1000	day	\$35.00	28.57%	\$25.00
	Atmospheric	DF50 Hazer Fog Machine	day	\$75.00	28.57%	\$53.57
	Rigging	Chain Fall (45' Lift)	day	\$25.00	28.57%	\$17.86

The following are package systems that span a variety of Event Needs and Scopes, the package prices do not					
Category/Service	Type	Unit	Rate	Discount from List	
<b>Camera and Switcher System 1:</b> Composite/Component/VGA System with switching, routing, video playback & record, multi-station intercom system, cabling, and one 2/3" professional camera with professional tripod.	Video Capture	day	\$2,070.69	28.57%	\$ 1,479.09

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<p><b>Camera and Switcher System 2:</b> Composite/Component/VGA System with switching, routing, video playback &amp; record, multi-station intercom system, cabling, and two 2/3" professional cameras with professional tripods</p>	<p>Video Capture</p>	<p>day</p>	<p>\$3,230.81</p>	<p>28.57%</p>	<p>\$ 2,307.77</p>
<p><b>Camera and Switcher System 3:</b> Composite/Component/VGA System with switching, routing, video playback &amp; record, multi-station intercom system, cabling, and three 2/3" professional cameras with professional tripods</p>	<p>Video Capture</p>	<p>day</p>	<p>\$4,883.31</p>	<p>28.57%</p>	<p>\$ 3,488.15</p>
<p><b>Projection and Screen System 1:</b> Two ground supported 2,000 lumen LCD projectors and two ground supported 6'X8' fast fold screens with front and rear projection surfaces.</p>	<p>Video playback and recording with Imag.</p>	<p>day</p>	<p>\$1,308.51</p>	<p>28.57%</p>	<p>\$ 934.67</p>
<p><b>Projection and Screen System 2:</b> Two ground supported 5,000 lumen LCD projectors, two ground supported 9'X12' truss style screens with front or rear projection surfaces, and two 42" Plasma monitors.</p>	<p>Video playback and recording with Imag.</p>	<p>day</p>	<p>\$2,104.41</p>	<p>28.57%</p>	<p>\$ 1,503.18</p>



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<p><b>Projection and Screen System 3:</b> Two flown 10,000 lumen LCD projectors and two flown 15'X20' truss style screens with front or rear projection surfaces, two 58" Plasma monitors, and four 42" Plasma monitors.</p>	<p>Video playback and recording with Imag.</p>	<p>day</p>	<p>\$8,626.74</p>	<p>28.57%</p>	<p>\$ 6,162.08</p>
<p><b>Stage System 1:</b> One 32' x 16' stage with black skirting, handrail, and two stair sets. Available in various heights from 1'-0" to 3'-6".</p>	<p>Staging</p>	<p>day</p>	<p>\$1,807.64</p>	<p>28.57%</p>	<p>\$ 1,291.19</p>
<p><b>Stage System 2:</b> One 48' x 40' stage with black skirting, handrail, one 16' aluminum loading ramp, and two stair sets. Available in various heights from 2'-6" to 7'-0".</p>	<p>Staging</p>	<p>day</p>	<p>\$4,775.39</p>	<p>28.57%</p>	<p>\$ 3,411.06</p>
<p><b>Corporate/Special Event Lighting System 1:</b> Up to 80' of 1' box truss ground supported or flown with twenty ETC Source 4 leko units, eight conventional wash fixtures, twenty-four channels of dimming, twenty-four channel lighting console, and appropriate cabling.</p>	<p>Lighting</p>	<p>day</p>	<p>\$2,036.96</p>	<p>28.57%</p>	<p>\$ 1,455.00</p>

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<p><b>Corporate/Special Event Lighting System 2:</b> Up to 160' of 1' box truss ground supported or flown with forty ETC Source 4 leko units, sixteen conventional wash fixtures, forty-eight channels of dimming, forty-eight channel lighting console, and appropriate cabling.</p>	<p>Lighting</p>	<p>day</p>	<p>\$4,208.82</p>	<p>28.57%</p>	<p>\$ 3,006.36</p>
<p><b>Concert Lighting System 1:</b> Sixty 1000W Par 64 on two ground supported or flown box trusses, 41' x 28' Backdrop, thirty-two channels of dimming, twenty-four channel lighting console, and appropriate cabling.</p>	<p>Concert lighting</p>	<p>day</p>	<p>\$2,300.01</p>	<p>28.57%</p>	<p>\$ 1,642.90</p>
<p><b>Concert Lighting System 2:</b> Ninety 1000W Par 64 on two ground supported or flown box trusses, four ACL bars, eight downstage ETC Source 4 lekos, two 8-lite Crowd Blinders, 41' x 28' Backdrop, forty-eight channels of dimming, forty-eight channel lighting console, one hazer unit, and appropriate cabling.</p>	<p>Concert lighting</p>	<p>day</p>	<p>\$3,434.51</p>	<p>28.57%</p>	<p>\$ 2,453.27</p>

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<p><b>Concert Lighting System 3:</b> One hundred twenty 1000W Par 64 on two ground supported or flown box trusses, four ACL bars, eight downstage ETC Source 4 lekos, four 8-lite Crowd Blinders, 41' x 28' Backdrop, ninety-six channels of dimming, ninety-six channel lighting console, two hazer units, one fog unit, and appropriate cabling.</p>	<p>Concert lighting</p>	<p>day</p>	<p>\$4,169.70</p>	<p>28.57%</p>	<p>\$ 2,978.42</p>
<p><b>Audio System 1:</b> Ground supported SLS Line Array with 4 double-18" subs, thirty-two channel analog FOH console, four passive monitor mixes on eight wedges, wired mic package, 32-channel snake, and appropriate cabling.</p>	<p>Event and Concert Audio</p>	<p>day</p>	<p>\$1,348.98</p>	<p>28.57%</p>	<p>\$ 963.58</p>
<p><b>Audio System 2:</b> Ground supported or flown sixteen box QSC Line Array with 4 quad-18" subs, forty-channel analog FOH console, forty-channel analog monitor console, eight passive monitor mixes on eight wedges (including cue wedge), wired mic package, three-way-forty-eight-channel isolated splitter snake, and appropriate cabling.</p>	<p>Event and Concert Audio</p>	<p>day</p>	<p>\$2,832.86</p>	<p>28.57%</p>	<p>\$ 2,023.51</p>

RFP #7058821JC Stage Sound Rental Rates

<p><b>Audio System 3:</b> Flown thirty-two box QSC Line Array with 6 quad-18" subs, forty-eight-channel analog FOH console, forty-eight-channel analog monitor console, twelve bi-amplified monitor mixes on twelve wedges (including cue wedge), wired mic package, three-way-forty-eight-channel isolated splitter snake, and appropriate cabling.</p>	<p>Event and Concert Audio</p>	<p>day</p>	<p>\$3,507.35</p>	<p>28.57%</p>	<p>\$ 2,505.30</p>
<p><b>Audio System 4:</b> Flown twenty-two box Nexo Line Array with 6 dual-18" subs, forty-eight-channel analog FOH console, forty-eight-channel analog monitor console, twelve bi-amplified monitor mixes on twelve wedges (including cue wedge), wired mic package, two-way-forty-eight-channel isolated splitter snake, and appropriate cabling.</p>	<p>Event and Concert Audio</p>	<p>day</p>	<p>\$4,620.26</p>	<p>28.57%</p>	<p>\$ 3,300.25</p>

RFP #7058821JC Stage Sound Rental Rates

<p><b>Audio System 5:</b> Flown twenty-box EAW 760 line array with 12 double-18" subs, forty-eight-channel analog FOH console, forty-eight-channel analog monitor console, twelve bi-amplified monitor mixes on twelve wedges (including cue wedge), EV MTL-4 drum sub, two four-way sidefills, wired mic package, four-way forty-eight-channel isolated splitter snake, and appropriate cabling.</p>	<p>Event and Concert Audio</p>	<p>day</p>	<p>\$4,620.26</p>	<p>28.57%</p>	<p>\$ 3,300.25</p>
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<p><b>Technical Services Labor Charges</b></p>			
<p><b>Technical Director</b></p>		<p>Per Hour</p>	<p>\$90.00/HR</p>
<p><b>Audio A1 - Lead/Operator/Designer</b></p>	<p>Audio Engineer</p>	<p>Per Hour</p>	<p>\$75.00/HR</p>
<p><b>Audio A2 - System Tech/Operator</b></p>	<p>Audio Engineer</p>	<p>Per Hour</p>	<p>\$60.00/HR</p>
<p><b>Lighting L1 - Lead/Operator/Designer</b></p>	<p>Lighting Designer</p>	<p>Per Hour</p>	<p>\$75.00/HR</p>
<p><b>Lighting L2 - System Tech/Operator</b></p>	<p>Lighting Technician</p>	<p>Per Hour</p>	<p>\$60.00/HR</p>
<p><b>Video V1 - Lead/Operator/Designer</b></p>	<p>Video Designer</p>	<p>Per Hour</p>	<p>\$75.00/HR</p>
<p><b>Video V2 -System Tech/Operator</b></p>	<p>Video Technician</p>	<p>Per Hour</p>	<p>\$60.00/HR</p>

RFP #7058821JC Stage Sound Rental Rates

<b>Rigger R1 - Lead/Operator/Designer</b>	Head Rigger	Per Hour	\$75.00/HR
<b>Rigging R2 - System Tech/Operator</b>	Rigging Technician	Per Hour	\$60.00/HR
<b>Camera Operator</b>	Camera Operator	Per Hour	\$65.00/HR

The rental rates are full price for the first day and 1/2 the original price for each additional day. Half day prices are not available. A week price is based on Package Systems pricing does not include Technical Services Labor Charges. Minimum billing \$500.00.





# VCU Procurement Services

January 24, 2020

Jeff Moore  
2240 Shenandoah Avenue  
Roanoke, VA 24017

RE: Contract #: 7058821-15JC  
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. Moore,

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 #: 7058821-15JC;

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 #: 7058821-15JC

**RESPONSE:**

Stage Sound, Inc.  
Name of Firm

Signature

Jeffrey B. Moore  
Name Printed

GM/VP-Sales  
Title

02/04/2020  
Date



# VCU Procurement Services

Date: February 5, 2019

Stage Sound, Inc.  
2240 Shenandoah Avenue NW  
Roanoke, VA 24017

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

Dear Jeff Moore:

The VASCUPP cooperative contract # 7058821-15JC 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 #: 7058921 - (JC-18JC)

Name of Firm Stage Sound Inc

Signature 

Name Printed REID C. HENION

Title PRESIDENT

Date 2/14/19





# 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 - (~~56-18JC~~) 15 JC

ref 2/15/18

RESPONSE:

STAGE SOUND, INC

Name of Firm



Signature

REID C. HENION

Name Printed

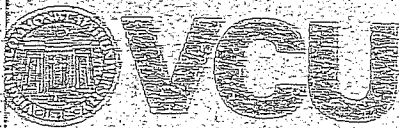
PRES.

Title

2/8/18

Date





COMMONWEALTH OF VIRGINIA  
STANDARD CONTRACT

Contract Number: 7058821-15JC  
STAGE SOUND, INC. *BCH*

This contract entered into by ~~Sound Stage, 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 4, 2016;
- (3) The Contractor's Proposal dated October 24, 2016; and
- (4) The Negotiated Modification dated January 12, 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. *BCH*

CONTRACTOR: ~~Sound Stage, Inc.~~ STAGE SOUND, INC.

By: *[Signature]*  
Name Printed: REID C. HENION

Title: PRES.  
Date: 2/21/17

PURCHASING AGENCY:  
Virginia Commonwealth University

By: *[Signature]*  
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 be responsible for the education of only for the purpose of fulfilling its duties under this Contract for the 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 \_\_\_\_\_

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

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

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.***

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\* Sections in the Hard Copy.

Stage Sound

2240 Shenandoah Avenue, N.W.

Roanoke, Virginia 24017

October 31, 2016

RE: Request for Proposal 7058821JC

Jackie Colbert,

Thank you for the opportunity to conduct business with VASCUPP member and the Commonwealth of Virginia. We would greatly appreciate your consideration in awarding Stage Sound this contract. Our team is excited to have the opportunity to service the Commonwealth because we have a passion and love for all AV related business. The benefits you gain are our dedication to outstanding customer service, over 35 years of experience, and extensive AV product knowledge. You will spend less time on purchases, get the best solutions, and save money. Currently we are developing a **Punch-Out** catalog for **eVa** and have it online very soon. Having this contract will help grow our business, continue to provide work for our current employees, and create new jobs in Virginia. As taxpayers we are greatly invested in saving the Commonwealth money and will strive to accomplish this utilizing the privilege afforded serving contract users.

We understand the requirements for this opportunity and assure you we are an ideal candidate. We pledge to give our very best in all aspects of this contract, value your business, and promise to provide the highest standards in all aspects of business. As Virginians, we are honored to have the opportunity to do our part by helping the Commonwealth prosper.

Stage Sound is ready to begin operations within 30 days of contract award. Should you desire or require any clarifications, please do not hesitate to contact me.

Doug Thurman, Outside Sales and Marketing

540-342-2040

**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>

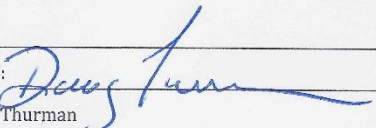
HARD-COPY, ORIGINAL PROPOSALS MUST BE RECEIVED IN VIRGINIA COMMONWEALTH UNIVERSITY'S DEPARTMENT OF PROCUREMENT SERVICES ON OR BEFORE THE DATE AND TIME DESIGNATED ON THIS SOLICITATION. ELECTRONIC SUBMISSIONS AND FACSIMILE SUBMISSIONS WILL NOT BE ACCEPTED IN LIEU OF THE HARD-COPY, ORIGINAL PROPOSAL. VENDORS 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:**

Stage Sound, Inc.	Date: 10/24/16
2040 Shenandoah Ave	By (Signature In Ink): 
Roanoke, VA                      Zip Code 24017	Name Typed: Doug Thurman
E-Mail Address: DougT@stagesound.com	Title: Dir. Outside Sales and Marketing
Telephone: ( 800 ) 778-9839	Fax Number: ( 540 ) 345-5158
<b>Toll free, if available</b>	<b>Toll free, if available</b>
DUNS NO.: 043088491	FEI/FIN NO.: 541190509

REGISTERED WITH eVA:    ( x ) YES ( ) NO	SMALL BUSINESS:        ( x ) YES ( ) NO
VIRGINIA DSBSD CERTIFIED: ( x ) YES ( ) NO	MINORITY-OWNED:      ( ) YES ( x ) NO
DSBSD CERTIFICATION #:    66081	WOMEN-OWNED:        ( ) YES ( x ) NO

**THIS SOLICITATION CONTAINS 29 PAGES.**

Signed Acknowledgements

APPENDIX I

PARTICIPATION IN STATE PROCUREMENT TRANSACTIONS SMALL BUSINESSES AND BUSINESSES OWNED BY WOMEN AND MINORITIES

Stage Sound is DSBSD certified.

SWaM Certification Number: 660814 6/21/2013 – 9/10/2016

## 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.

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>.

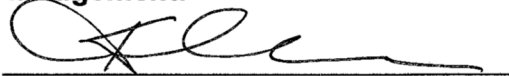
**Contractor must indicate the method of payment selected:**

Commercial Card Payment (Wells Fargo VISA)

Automated Clearing House (ACH)

**Invoicing and Payment Method Acknowledgement:**

Signature:



Name Printed:

Kimberly W. Walker

Title:

Controller

Name of Firm:

Stage Sound Inc

Date:

11.02.2016

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:

Kimberly W. Walker

Title:

Controller

Mailing address:

2240 Shenandoah Ave NW  
Roanoke VA 24017-6923

Email address:

kimberlyW@stagesound.com

Phone number:

540.342.2040 ext 110

Fax number:



(VI B. 2 a)

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.

See attached Price List: [RFP #7058821JC Stage Sound Pricing.pdf](#)

VI B. 2 b

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

Prices are per hour:

Onsite Service and Maintenance	85.00
Shop Bench Repair	75.00
After Hours Service	110.00
Consultation	95.00
System Design	85.00
Installation (one installer tech)	75.00
Installation (additional installers, per each)	40.00
On-site Training	75.00
Programmer	95.00

VI B. 2 c

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?

Yes, we have a large inventory and fully stocked rental department. Please see the attachment labeled Rental Pricing.

VI B. 2 d

d. Hypothetical Pricing Schedule

See page 36

## VI B 3

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:

### **Plans and approach summary**

Stage Sound has years of experience and expertise that meet the requirements and objectives of the RFP. We agree to comply with all mandatory requirements of the Request for Proposal. In our response, we answer and describe how requirements will be met and why we are an excellent choice.

#### Ability to Provide AV Products and Services and AV Production Services

We provide AV products and services which meet the Commonwealth's requirements. Stage Sound has been in the AV business over 35 years and has a proven history of providing products, services, and production services requested throughout the commonwealth to corporate businesses, state and local government agencies, universities, colleges, K-12, houses of worship, and theaters.

#### Contract Specifications and Technical Requirements

Stage Sound has the specifications and technical requirements to meet this contract. We have 3 divisions with experience, training, and specialized manpower needed to provide everything you want and need. We use cutting edge technologies in our everyday operations to provide the highest customer service in sales, install, training, and service.

#### Solution implementation and plan

We will have a dedicated department head to manage the complete implementation process. Account management is handled through representatives and project management software. Requests for quotes and support are forwarded to a sales/support representative who is responsible for assigned territories. Requests are then entered into our project management software where it is logged and tracked. The representative assigned to the project will keep the VASCUPP user updated on the request status. In addition, we are also in the process of implementing a **PunchOut** catalog for **eVa** which will greatly simplify the buying process for contract users.

#### Warranty and Service

We provide support for all systems, hardware, and the operation we sale and install. This includes a comprehensive package of services including onsite repair and diagnosis, depot service, and phone support. Service and support call are handled within 8 business hours and emergency service is available after-hours, weekends, and holidays. We also offer extended warranties and maintenance agreements.

Contract Compliance: Stage Sound is enthusiastic and willing to agree with the contract terms and conditions and committed to provide you the highest level of customer service.

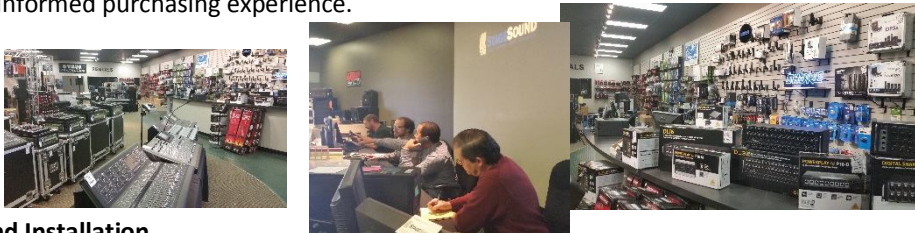
### Corporate Profile:

**Stage Sound's Core Business** is in every aspect of Audio Video Products and Services. We offer complete comprehensive solutions from AV Product Sales to the Design, Engineering, and Installation of AV Systems as well as Live Production and Event Services. Stage Sound is an excellent choice for this VASCUPP contract, with more than 35 years of experience, the ability to offer products and services from over 250 different manufacturers, a powerful staff of knowledgeable, talented, and customer service oriented professionals. We maintain a sizable inventory of equipment and gear and a five thousand square foot **state-of-the-art showroom** full of AV products. This affords customers the benefit of coming to our store and getting hands-on demonstrations of hundreds of products, having our outside sales staff visit for live one on one demonstrations, and expeditious online website acquisitions. This gives customers the advantage of purchasing from our brick-and-mortar store, our website online store, or browsing our online catalog and placing a phone order with one of our skilled sales representatives.

Strengths that makes Stage Sound a great choice for this contract is our background, experience, and expertise which makes informed purchasing less stressful, fast, and easy! We are in process of creating a **PunchOut** catalog for the **eVa** system that will make it easy for **VASCUPP** contract purchases.

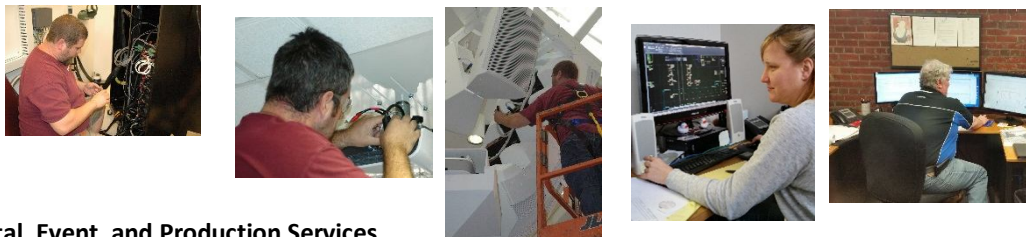
### Inside and Outside Sales

Stage Sound maintains a Pro AV sales department with inside and outside sales representatives along with an online web store. We house a sizable inventory of gear, equipment, accessories, and numerous easy ways to make purchases with a large offering of vendors to choose from. These advantages create a convenient, less stressful, and well-informed purchasing experience.



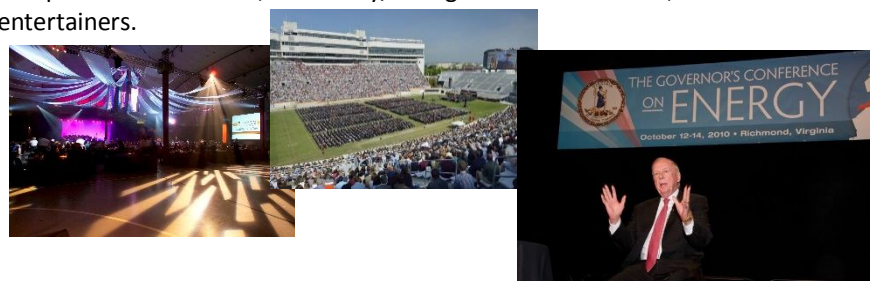
### Design and Installation

Stage Sound has a comprehensive design, engineering, and installation division with in-house design engineers, project managers, and CAD specialists. We have the expertise and experience to complete your project in a timely and professional standard with our team of installers and technicians who hold numerous industry certifications.



### Rental, Event, and Production Services

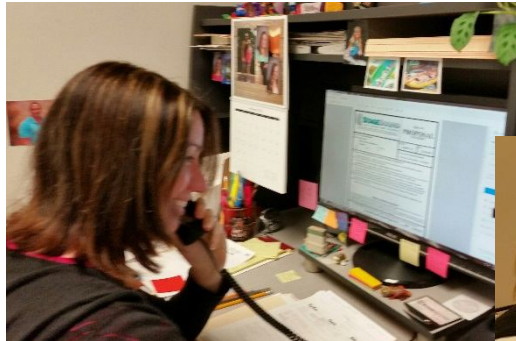
This division is a full service production house. Stage Sound offers a lot more than simply an event services vendor. Using conceptual design, we create imaginative venue transformation, event planning/coordination, corporate sound, light and video, along with concert Staging, Sound, Video, and Lighting. We can transform a tent into a palace, gymnasium into a theater, or arena into a ballroom. We have done event production services for Presidents, Presidential Candidates, Corporate Conventions, University/College Commencements, Concerts and Festivals featuring major artist and entertainers.





### Repair and Service

From Stage Sound's beginning's we have provided in house and field service for warranty and non-warranty repairs. We are an authorized warranty repair center for several manufacturers. Depot services are provided at our location and by FedEx call tag pickup. Giving you the peace of mind of knowing we are there for you should have service concerns.



### Experience

We have hundreds of systems in service in meeting, performance, sporting and teaching facilities across the state, including systems at Virginia Tech, Radford University, University of VA, W&L University, VMI, New River Community College, Longwood University, Roanoke Police Academy, Northern VA Community College, Lord Fairfax Community College, Old Dominion University, dozens of Virginia high schools and middle schools, Roanoke Performing Arts Theater, Roanoke Special Event Center, The Roanoke Higher Education Center, Roanoke College, The Jefferson Center, The Jefferson Theater, The Paramount Theater, The Barter Theater, and literally hundreds of houses of worship both big and small. See section 6 E for more information.





V B 3 a.

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

**Stage Sound represent industry leading equipment manufacturers in the following categories:**

**Broadcast Television Equipment**

Cameras

Microphones

Video mixers and switchers

Camera control

Audio mixing desk

Lighting

Video monitors

Video signal distribution equipment

Audio / Video processing and capture and streaming

Cabling

Equipment racks and cabinets

**Multimedia Presentation Equipment**

Projectors

Video screens

Monitors

Digital signage

AV distribution

Room automation

AV control  
Audio and sound reproduction

### **Multimedia Development Equipment**

Video recording  
Video editing  
Media duplication  
Multi-track recording and editing

### **Satellite Transmitting and Receiving Equipment**

At this time, we don't offer Satellite equipment

### **Teleconferencing and Communication Equipment**

PTZ and POV cameras  
Video conferencing hardware  
Conferencing telephony  
Monitors  
AV room control

### **Computer Presentation Equipment - Streaming and Webcasting**

AV streaming services  
Video capture encoders  
AV switching  
AV software  
Video servers

### **Broadband Distribution Equipment**

Routers  
Switches  
Patch bays  
Cabling  
Fiber cabling and termination  
Racks and cabinets

### **Multi-Media Furniture**

AV podiums  
Lecterns  
Multi-media tables  
Media carts  
Custom built AV furniture

VI 3 b,c,d

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

Stage Sound understands that the 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.

Stage Sound agrees to the freight terms F.O.B. Destination/Pre-paid.

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

Requests for installation and system design are forwarded to a sales representative who is responsible for assigned territories. They are then entered in our project management software where it is logged and tracked. The representative will contact the customer and schedule an on-site meeting where a needs analysis will be determined with the customers input. This information will be used to determine the best solutions for designing, quoting, and installing systems that adhere to strict standardization as dictated by industry specifications.

Upon receiving a project approval, the design specifications and installation is managed by an in-house project manager. The manager schedules and tracks the progress of the project and keeps the customer up-to-date on its progress. Project managers, technicians, engineers, and designers are educated in and hold certifications that observe professional standards and installation and design techniques.

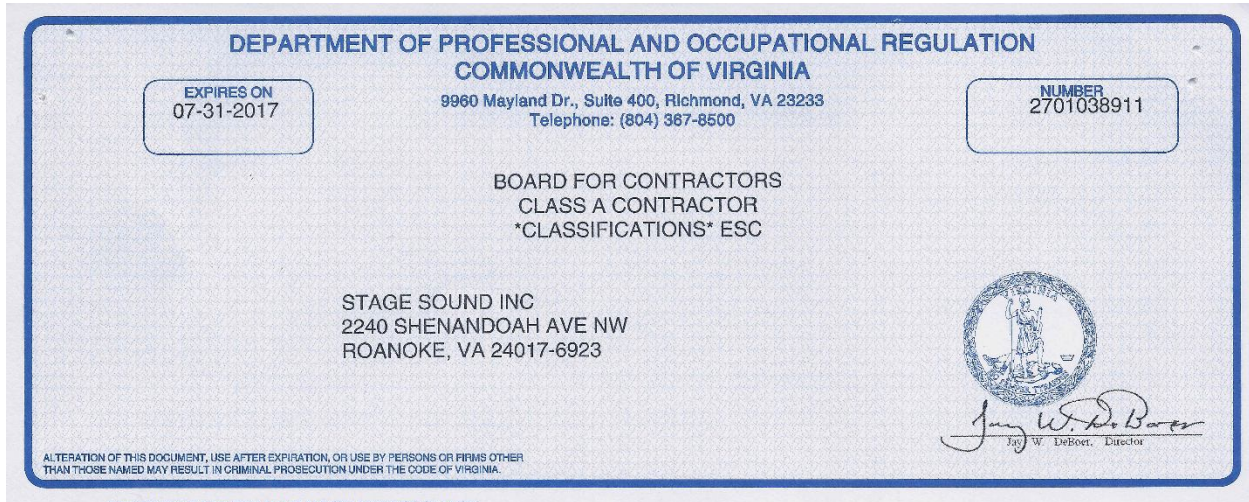
The project manager will interface with Stage Sound’s project management software and the customer’s project management system to track progress and to adhere to the buyer schedule.

Once the job has been completed and the client has signed off on the project, all final documentation will be delivered and the warranty will begin.



VI 3 e

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.



VI 3 f

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

All products and systems we install carry a one-year warranty from the date of acceptance of the equipment. This warranty covers equipment, labor, and wiring. Defective equipment that fails within the first 30 days of purchase will be replaced and loaner equipment will be provided at no charge if replacement equipment is not available or in stock. Stage Sound also honors all manufacturer's warranties that exceeds one year. We provide extended warranty and maintenance service plans.

VI 3 g

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

Stage sound provides on-site consultation, system design, installation, service and maintenance on AV products. We currently participate in technology shows and regularly home seminars, and webinars. We provide training on the operation of new equipment and ongoing training as needed. Cost, if any, is per the contract pricing.

VI B. 3 i Sample Quote

See attached sample quote: RFP #7058821JC Stage Sound sample quote.pdf

VI B. 3 i

Implementation schedule

Stage Sound will be able to start accepting order within 30 days after contract award. In stock products ship same day of order.

VI B 4,5

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

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

VI B 7

- 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.

EXPERIENCE

We have hundreds of systems in service in meeting, performance, sporting and teaching facilities across the state, including systems at Virginia Tech, Radford University, University of VA, W&L University, VMI, New River Community College, Longwood University, Roanoke County and Salem Police Academy, Northern VA Community College, Lord Fairfax Community College, Old Dominion University, dozens of Virginia high schools and middle schools, Roanoke Performing Arts Theater, Roanoke Special Event Center, The Roanoke Higher Education Center, Roanoke College, The Jefferson Center, The Jefferson Theater, The Paramount Theater, The Barter Theater, and literally hundreds of houses of worship both big and small.

**Virginia Tech**

College of Natural Resources and Environment in Cheatham Hall  
Installation of multimedia for classrooms. Including interactive projectors, classroom video, Crestron and Extron A/V Control, and audio.

Contact: Lon A. Weber, Director of IT  
College of Natural Resources and Environment (MC0324)  
Cheatham Hall, RM 216C, Virginia Tech  
310 West Campus Drive  
Blacksburg, VA 24061  
Phone: 540-231-3277 Fax: 540-231-7664  
<http://it.cnre.vt.edu>

## **Virginia Tech**

Squires Student Center  
A/V classroom and meeting room multi-media control. Audio for portable production on campus

Contact: Brian James, Assistant Director Production Services

321 Squires Student Center (0138)  
Blacksburg, VA 24061  
Phone: 540-231-3499  
bej@vt.edu

## **Longwood University**

Jarman Auditorium  
Theatre lighting and A/V upgrade

Contact: John Hogge, Interim Director, Audio Visual Services  
The Hardy House  
201 High Street  
Farmville, VA 23909  
434 - 808-2930

## **University of Virginia**

Ruth Caplin Theatre  
Theatrical lighting and A/V room control.

Contact: Wren Curtist, Theatre Audio/Video/Lighting Specialist  
University of Virginia  
Department of Drama  
P.O. Box 400128  
Charlottesville, VA 22904  
434-243-8717

## **Virginia Commonwealth University**

Audio equipment upgrade. Including digital audio mixing console and accessories.

Contact: Thomas Vecchione, Adjunct Faculty  
Theatre  
BOX 842524  
7171 Verdi Ln  
Richmond, VA 23116  
(804) 828-1514  
vecchionet@vcu.edu

## Ferrum College

Installation of smart multimedia classrooms. Including interactive projectors, classroom video, Crestron and Extron A/V Control, and audio.

Contact: Wayne Young, Academic Support Specialist  
205 Beckham Hall  
215 Ferrum Mountain Road  
Ferrum, Virginia 24088  
540-365-2121  
dyoung@ferrum.edu

## Collegiate School

Complete multi-function sound system for their new Seal Center gymnasium (including 3 levels of digital system control, an arrayed overhead loudspeaker system with multiple zones of control to suit a wide range of events)

Contact: Scott Carson  
103 N. Mooreland Road  
Richmond, VA 23229  
804-740-7077  
scarson@collegiate-va.org

## London Bridge Baptist Church

Complete upgrade of their sanctuary sound system (including a new digital control system, new loudspeakers, a new stage monitoring system, and acoustical panels for the room)

Contact: Nick Mitchell  
2460 Potters Road  
Virginia Beach, VA 23454  
757-652-6425  
nick@londonbridge.org

**Stage Sound** has the capability and experience to meet the needs of this contract. The benefit contract users realize is our knowledge and understanding of the AV industry, excellent customer service, and an easy and expeditious buying process. Below is a sampling of our many satisfied customers:

- American Cancer Association
- American Heart Association
- Amrheins
- Amway Corporation
- Appalachian Pentecostal Holiness Conference
- Big Country 101
- Billy Graham
- Bluefield College
- Blue Ridge Public Television
- Bob Goodlatte
- Carilion
- Catholic Diocese of Richmond

- Cave Spring Baptist Church
- Cellar Door
- Chateau Morrisette
- Church of God
- CIGNA Insurance
- Colin Powell
- College of William and Mary
- Convention Connections
- Crowe Dreambuilders
- Crozet Music Festival
- Dan Quayle
- Doctor Ruth
- East Coast Entertainment
- Easter Seals of Virginia
- Ferrum College
- Festival in the Park
- First Baptist Church
- First Community Bank (WV)
- First Night Roanoke
- Floyd County High School
- Franklin County High School
- Gerald Ford
- Greensboro AM/FM
- Hagee International
- Harrison Museum
- Hotel Roanoke
- Innovative Special Events
- International Connection
- James Madison University
- Jim Gilmore
- John Byrd
- Johnboy and Billy
- Juvenile Diabetes
- Kingma Agency
- Levi Strauss
- Liberty University
- Lime Kiln Arts
- Lynchburg Symphony Orchestra
- Mary Baldwin College
- Medeco Lock
- Michael Feldman
- Microsoft
- Mill Mountain Theatre
- Mobil Oil
- Monsanto Corporation
- MTV
- National D Day Foundation
- New River Community College
- Norfolk Southern Corporation
- Oklahoma FFA
- Only A Kingdom
- Our Lady of the Nazereth
- P. J. O'Rourke
- Patrick Henry Hotel
- Pulaski County High School
- Radford University
- Richmond Symphony Orchestra
- Roanoke Blues and Jazz
- Roanoke City Boxing
- Roanoke College
- Roanoke Office on Youth
- Roanoke Parks and Recreation
- Roanoke Peach Festival
- Roanoke Symphony Orchestra
- Roanoke Technology Center
- Roanoke Times
- Roanoke Valley Bridal Showcase
- Rockbridge County Schools
- Rush Limbaugh
- Salvation Army
- Shenandoah Baptist Church
- Shenandoah Baptist Church
- Shenandoah Club
- Shrimp Fest
- Southeastern Unitarian Universalists Summer Institute
- Southeastern Unitarian Universalist
- Summer Institute
- Southern Virginia College
- Summer Musical Enterprises
- Sweet Briar College
- Tabernacle Baptist Church
- Ted Kennedy

- Total Action Against Poverty
- Trigon
- University of Virginia
- Valley Pointe After Hours
- Valley View Mall
- Vinton Dogwood Festival
- Virginia Amateur Sports
- Virginia Commonwealth Games
- Virginia FFA
- Virginia Military Institute
- Virginia Organizational Project
- Virginia State Harley
- Virginia Tech
- Virginia Tech Foundation
- Washington and Lee University
- Waynesboro Parks and Recreation
- Wayside Theater
- WBRA
- West Virginia Bankers Association
- West Virginia Fourth of July
- West Virginia Symphony Orchestra
- William Fleming High School
- Winters Marketing
- WJJS
- WROV
- WVTF
- WXLK
- 202 Market (Roanoke, VA)
- A.P. Audio-Video (Lebanon, NJ)
- Abernathy Lighting Design (North Providence, RI)
- Abundant Life Fellowship (Pilot, VA)
- Abundant Life Ministries (Hurt, VA)
- Advance Auto Parts (Roanoke, VA)
- Albemarle High School (Charlottesville, VA)
- Alleghany High School (Covington, VA)
- Amazement Square (Lynchburg, VA)
- Amelon United Methodist Church (Madison Heights, VA)
- Amherst Baptist Church (Amherst, VA)
- Appalachian Conference (Dublin, VA)
- Appomattox County (Appomattox, VA)
- Art Museum of Western Virginia (Roanoke, VA)
- Artistic Concepts Group (Chantilly, VA)
- Auburn High School (Riner, VA)
- Auburn Middle School (Riner, VA)
- Awful Arthur's (Roanoke, VA)
- Bailey-Kirk Funeral Home (Princeton, WV)
- Barter Theatre (Abingdon, VA)
- Bath County High School (Warm Springs, VA)
- Bedford Baptist Church (Bedford, VA)
- Bedford County School Board (Bedford, VA)
- Bellevue Missionary Baptist Church (Hardy, VA)
- Belmont Baptist Church (Roanoke, VA)
- Belmont Christian Church (Christiansburg, VA)
- Belmont Christian Church (Roanoke, VA)
- Belmont Presbyterian Church (Roanoke, VA)
- Belspring United Methodist Church (Belspring, VA)
- Bent Mountain Center (Bent Mountain, VA)
- Bent Mountain Elementary School (Bent Mountain, VA)
- Berkeley Glenn Elementary School (Waynesboro, VA)
- Bernard's Landing Conference Center (Moneta, VA)
- Bethel A.M.E. Church (Rocky Mount, VA)
- Bethel Baptist Church (Salem, VA)
- Bethel Brethren in Christ Church (Hillsville, VA)
- Beulah Baptist Church (Lynchburg, VA)

- Bibleway Pentecostal Apostolic Church (Roanoke, VA)
- Big Spring Baptist Church (Elliston, VA)
- Blacksburg Baptist Church (Blacksburg, VA)
- Blacksburg Christian Fellowship (Blacksburg, VA)
- Blacksburg High School (Blacksburg, VA)
- Blacksburg Jewish Community Center (Blacksburg, VA)
- Blacksburg Marriott (Blacksburg, VA)
- Blacksburg Presbyterian Church (Blacksburg, VA)
- Blacksburg United Methodist Church (Blacksburg, VA)
- Blue Ridge Baptist Church (Vinton, VA)
- Blue Ridge Bible Church (Purcellville, VA)
- Blue Ridge Chapel (Rocky Mount, VA)
- Blue Ridge Church of Christ (Fishersville, VA)
- Blue Ridge Music Center (Galax, VA)
- Bluefield College (Bluefield, VA)
- Bonsack Baptist Church (Roanoke, VA)
- Boone & Company Realtors (Roanoke, VA)
- Boones Mill Christian Church (Boones Mill, VA)
- Boones Mill United Methodist Church (Boones Mill, VA)
- Botetourt County School Board (Fincastle, VA)
- Botetourt County Schools (Fincastle, VA)
- Botetourt Sports Complex (Troutville, VA)
- Brambleton Center (Roanoke, VA)
- Brookhill Baptist Church (Roanoke, VA)
- BTV Systems (Walled Lake, MI)
- Buchanan Elementary School (Buchanan, VA)
- Buffalo Gap High School (Swoope, VA)
- Buffalo Wild Wings (Roanoke, VA)
- Burnt Chimney Elementary School (Burnt Chimney, VA)
- Burnt Chimney United Methodist Church (Burnt Chimney, VA)
- Burruss Square Tavern (Blacksburg, VA)
- Cabana Club (Roanoke, VA)
- Caesar's Club (Roanoke, VA)
- Calfee Park (Pulaski, VA)
- Calvary Baptist Church (Bedford, VA)
- Calvary Memorial Church (Parkersburg, WV)
- Calvary Memorial Church (Roanoke, VA)
- Calvary United Methodist Church (Stuarts Draft, VA)
- Cambria Baptist Church (Christiansburg, VA)
- Campbell County Board of Supervisors (Rustburg, VA)
- Carilion (Roanoke, VA)
- Carroll County High School (Hillsville, VA)
- Carver Middle School (Martinsville, VA)
- Catawba Valley Baptist Church (Catawba, VA)
- Cattle Annie's (Lynchburg, VA)
- Cave Rock Baptist Church (Troutville, VA)
- Cave Spring Baptist Church (Roanoke, VA)
- Cave Spring Little League (Roanoke, VA)
- Cave Spring United Methodist Church (Roanoke, VA)
- Cedar Bluff Baptist Church (Buchanan, VA)
- Central Baptist Church (Alta Vista, VA)
- Central Baptist Church (Roanoke, VA)
- Central Middle School (Charlotte Court House, VA)
- Central United Methodist Church (Salem, VA)
- Ceres Alumni Association (Ceres, VA)
- Chapel Grove Baptist Church (Evington, VA)

- Charlottesville City (Charlottesville, VA)
- Charlottesville City Schools (Charlottesville, VA)
- Charlottesville Pavillion (Charlottesville, VA)
- Chatham Hall (Chatham, VA)
- Cheers (Salem, VA)
- Chestnut Hill Baptist Church (Lynchburg, VA)
- Christ Episcopal Church (Blacksburg, VA)
- Christ Episcopal Church (Roanoke, VA)
- Christ Evangelical Lutheran Church (Roanoke, VA)
- Christ United Methodist Church (Shenandoah, VA)
- Christian Life International Church (Salem, VA)
- Christiansburg High School (Christiansburg, VA)
- Church at Grandin Village (Vinton, VA)
- Church of the Harvest (Roanoke, VA)
- Church of the Holy Spirit (Roanoke, VA)
- Church of the Nazarene (Lynchburg, VA)
- Church of the Transfiguration (Fincastle, VA)
- City View by the James (Lynchburg, VA)
- Clear River Church (Charlottesville, VA)
- Clearbrook Baptist Church (Roanoke, VA)
- Clearbrook Grace Brethren Church (Roanoke, VA)
- Cliffview Church of God (Galax, VA)
- Cloverdale Church of the Brethren (Cloverdale, VA)
- College Evangelical Lutheran Church (Salem, VA)
- Collegiate School (Richmond, VA)
- Collierstown Presbyterian Church (Collierstown, VA)
- Colonial Avenue Baptist Church (Roanoke, VA)
- Colonial Heights Baptist Church (Colonial Heights, VA)
- Colonial Presbyterian Church (Roanoke, VA)
- Community Advent Christian Church (Roanoke, VA)
- Community Church (Salem, VA)
- Community of Faith Church (Roanoke, VA)
- Connelly Memorial Baptist Church (Roanoke, VA)
- Contact Media (Los Angeles, CA)
- Cool Springs Pentecostal Holiness Church (Thaxton, VA)
- Corned Beef & Co. (Roanoke, VA)
- Cornerstone Church (Narrows, VA)
- Cornerstone Church of Augusta (Staunton, VA)
- Cornerstone Church of Roanoke (Roanoke, VA)
- Covington Baptist Church (Covington, VA)
- Cross Road Baptist Church (Evington, VA)
- Crosspoint Church (Bassett, VA)
- Crystal Spring Baptist Church (Roanoke, VA)
- Culpeper State Theatre (Culpeper, VA)
- Cumberland Heights Baptist Church (Bluefield, WV)
- Dana Corporation (Buena Vista, VA)
- Danville City Schools (Danville, VA)
- Danville DCSE District Office (Danville, VA)
- Dartmouth Bible Church (North Dartmouth, MA)
- Deliverance Church of Christ (Roanoke, VA)
- Diamond Hill Baptist Church (Moneta, VA)
- Doe Run Christian Church (Rocky Mount, VA)
- Downtown Sports Club (Roanoke, VA)
- Draper Valley Pentecostal Holiness Church (Draper, VA)



- Drewery Mason Middle School (Ridgeway, VA)
- East Gate Church of the Nazarene (Roanoke, VA)
- East Rockingham High School (Elkton, VA)
- EastLake Community Church (Moneta, VA)
- Eat at Joe's (Blacksburg, VA)
- Ebenezer ARP Church (Lexington, VA)
- Ebenezer Baptist Church (Roanoke, VA)
- Eco Villiage Community Center (Floyd, VA)
- Edward Via College of Osteopathic Medicine (Blacksburg, VA)
- Elephant Walk (Roanoke, VA)
- Ellington, The (Lynchburg, VA)
- Elliston Church of God (Elliston, VA)
- Emmanuel Tabernacle Baptist Church (Roanoke, VA)
- Fairlawn Baptist Church (Fairlawn, VA)
- Fairlawn Church of God (Fairlawn, VA)
- Fairview Church of the Brethren (Rocky Mount, VA)
- Fairview United Methodist Church (Danville, VA)
- Fairview United Methodist Church (Roanoke, VA)
- Faith Baptist Church (Covington, VA)
- Faith Baptist Church (Salem, VA)
- Faith Christian School (Roanoke, VA)
- Faith Landmarks Ministries (Richmond, VA)
- Family Chiropractors (Salem, VA)
- Family Life Church (Lynchburg, VA)
- Family Life Church (Roanoke, VA)
- Family Worship Center (Pulaski, VA)
- Feeding America Southwest Virginia (Salem, VA)
- Fellowship Community Church (Roanoke, VA)
- Fellowship Community Church (Salem, VA)
- Ferrum College (Ferrum, VA)
- Fieldale Baptist Church (Fieldale, VA)
- Fifth Avenue Presbyterian Church (Roanoke, VA)
- Fincastle Baptist Church (Fincastle, VA)
- Fincastle United Methodist Church (Fincastle, VA)
- First Baptist Church (Bluefield, WV)
- First Baptist Church (Clifton Forge, VA)
- First Baptist Church (Cloverdale, VA)
- First Baptist Church (Collinsville, VA)
- First Baptist Church (Lynchburg, VA)
- First Baptist Church (Princeton, WV)
- First Baptist Church (Radford, VA)
- First Baptist Church (Roanoke, VA)
- First Baptist Church (Salem, VA)
- First Baptist Church (Waynesboro, VA)
- First Baptist Church of East Martinsville (Martinsville, VA)
- First Brethren Church (Buena Vista, VA)
- First Christian Church (Lynchburg, VA)
- First Christian Church (Roanoke, VA)
- First Christian Church (Salem, VA)
- First Church of God (Christiansburg, VA)
- First Church of God (Roanoke, VA)
- First Church of God (Vinton, VA)
- First Church of the Brethren (Roanoke, VA)
- First Church of the Brethren (Rocky Mount, VA)
- First Evangelical Methodist Church (Salem, VA)

- First Mt. Airy Baptist Church (Wirtz, VA)
- First Pentecostal Holiness Church (Buena Vista, VA)
- First Presbyterian Church (Roanoke, VA)
- First United Methodist Church (Bluefield, VA)
- First United Methodist Church (Martinsville, VA)
  - First United Methodist Church (Salem, VA)
- First Wesleyan Church (Roanoke, VA)
  - Fishburn Park Elementary School (Roanoke, VA)
  - Fleming High School (Roanoke, VA)
- Flint Hill Baptist Church (Moneta, VA)
- Flood Zone, The (Richmond, VA)
- Floyd Baptist Church (Floyd, VA)
- Floyd Country Store (Floyd, VA)
- Floyd County High School (Floyd, VA)
- Forest Baptist Church (Forest, VA)
- Fort Chiswell High School (Fort Chiswell, VA)
- Fort Hill United Methodist Church (Lynchburg, VA)
- Fort Lewis Baptist Church (Salem, VA)
- Fort Lewis Christian Church (Salem, VA)
- Foundation for Roanoke Valley (Roanoke, VA)
- Francis of Assisi Catholic Church (Rocky Mount, VA)
- Franklin County (Rocky Mount, VA)
- Franklin County Board of Supervisors (Rocky Mount, VA)
- Franklin County Circuit Court (Rocky Mount, VA)
- Franklin County High School (Rocky Mount, VA)
- Franklin County Public Schools (Rocky Mount, VA)
- Franklin County Sheriff's Office (Rocky Mount, VA)
- Franklin County YMCA (Rocky Mount, VA)
- Franklin Memorial Baptist Church (Hardy, VA)
- Friendship Manor (Roanoke, VA)
- Galax Wesleyan Church (Galax, VA)
- Garden City Baptist Church (Roanoke, VA)
- Garden of Prayer (Roanoke, VA)
- General Electric (Salem, VA)
- George Washington High School (Danville, VA)
- George Wythe High School (Wytheville, VA)
- German Club, The (Blacksburg, VA)
- Gesher Jewish Day School (Fairfax, VA)
- Ghent Grace Brethren Church (Roanoke, VA)
- Glad Tidings Assembly of God (Roanoke, VA)
- Glade Creek Baptist Church (Blue Ridge, VA)
- Glade Creek Lutheran Church (Blue Ridge, VA)
- Glasgow Baptist Church (Glasgow, VA)
- Glass House, The (Lynchburg, VA)
- Glebe, The (Daleville, VA)
- God's Church of Deliverance & Power (Salem, VA)
- Gogginsville United Methodist Church (Rocky Mount, VA)
- Goodview Baptist Church (Goodview, VA)
- Gospel Tabernacle Church of God in Christ (Covington, VA)
- Grace Church (Roanoke, VA)
- Grace Covenant Church (Roanoke, VA)
- Grace Covenant Presbyterian Church (Blacksburg, VA)
- Grandin Court Baptist Church (Roanoke, VA)
- Grandin Court Elementary School (Roanoke, VA)
- Green Hill Equestrian Center (Salem, VA)

- Green Hill Park (Salem, VA)
- Green Ridge Baptist Church (Roanoke, VA)
- Green Spring Baptist Church (Goodview, VA)
- Green Temple Holiness Church (Salem, VA)
- Green Valley Elementary School (Roanoke, VA)
- Greenbay Christian Church (Chatham, VA)
- Greenbrier West High School (Charmco, WV)
- Halesford Baptist Church (Hardy, VA)
- Hampden-Sydney College (Hampden-Sydney, VA)
- Hampton Inn (Lexington, VA)
- Haran Baptist Church (Roanoke, VA)
- Harkrader Sports Complex (Christiansburg, VA)
- Harris Chapel United Methodist Church (Willis, VA)
- Harvest Ministries (Roanoke, VA)
- Harvester Performance Center (Rocky Mount, VA)
- Health & Welfare Benefit Systems (Roanoke, VA)
- Heritage Elementary School (Lynchburg, VA)
- Heritage High School (Lynchburg, VA)
- Heritage High School (Newport News, VA)
- Heritage United Methodist Church (Lynchburg, VA)
- Hidden Valley High School (Roanoke, VA)
- High Street Baptist Church (Roanoke, VA)
- Highland Park Community Church (Dublin, VA)
- Hill Street Baptist Church (Roanoke, VA)
- Hillsboro Baptist Church (Crozet, VA)
- Holiday Inn Express (Claypool Hill, VA)
- Holiday Inn Express (Rocky Mount, VA)
- Holiday Inn-Tanglewood (Roanoke, VA)
- Hollins Road Baptist Church (Roanoke, VA)
- Hollins Road Church of the Brethren (Roanoke, VA)
- Hollins University (Roanoke, VA)
- Hong Kong Restaurant (Martinsville, VA)
- Hope Tree Family Services (Salem, VA)
- Hot Springs Presbyterian Church (Hot Springs, VA)
- Hotel Roanoke & Conference Center (Roanoke, VA)
- HSMM | AECOM (Roanoke, VA)
- Huddleston Church of God of Prophecy (Huddleston, VA)
- Huntington Court United Methodist Church (Roanoke, VA)
- Hurt Pentecostal Holiness Church (Gretna, VA)
- Hyland Heights Baptist Church (Lynchburg, VA)
- India Heritage Society (Roanoke, VA)
- Inner-Faith Fellowship Ministries (Rocky Mount, VA)
- Institute for Critical Technology and Applied Science (Blacksburg, VA)
- Intrexon (Blacksburg, VA)
- Iroquois, The (Roanoke, VA)
- J. J. Kelly High School (Wise, VA)
- James Madison Middle School (Roanoke, VA)
- James Madison University (Harrisonburg, VA)
- James Monroe High School (Lindside, WV)
- Jarbas Club, The (Roanoke, VA)
- Jefferson Center, The (Roanoke, VA)
- Jefferson Club, The (Roanoke, VA)
- Jefferson Theater (Charlottesville, VA)
- Jersey Lily's (Roanoke, VA)
- Jersey Lily's (Salem, VA)
- Jordantown Church of God (Stewartsville, VA)
- Jubilee Christian Center (Fairlawn, VA)

- June Bug Center (Floyd, VA)
- Kazim Shriners Temple (Roanoke, VA)
- Keswick Vineyards (Keswick, VA)
- Kirk Avenue Music Hall (Roanoke, VA)
- L.I.F.E. Bible College East (Christiansburg, VA)
- Ladd Elementary School (Waynesboro, VA)
- Lake Region Medical (Salem, VA)
- Lakeside Baptist Church (Salem, VA)
- Lakewood Baptist Church (Lynchburg, VA)
- Lamplight Baptist Church (Roanoke, VA)
- Lancerlot Sports Facility (Vinton, VA)
- Lee M. Waid Elementary School (Rocky Mount, VA)
- Leisure Lanes (Pulaski, VA)
- Lenfest Center (Lexington, VA)
- Lewis Gale Foundation (Salem, VA)
- Lexington Presbyterian Church (Lexington, VA)
- Liberty Baptist Church (Appomattox, VA)
- Liberty University (Lynchburg, VA)
- Life Church (Roanoke, VA)
- Life Tabernacle Church (Vinton, VA)
- Lighthouse Baptist Church (Rocky Mount, VA)
- Lincoln Theatre (Marion, VA)
- Linden Heights Baptist Church (Staunton, VA)
- Lofts at West Station (Roanoke, VA)
- Longwood University (Farmville, VA)
- Lord Botetourt High School (Daleville, VA)
- Lord Fairfax Community College (Middletown, VA)
- Lotz Funeral Home (Roanoke, VA)
- Loudon Avenue Christian Church (Roanoke, VA)
- Lovely Valley Baptist Church (Rocky Mount, VA)
- Lynch Conner-Bowman Funeral Home (Rocky Mount, VA)
- Lynchburg City (Lynchburg, VA)
- Lynchburg College (Lynchburg, VA)
- Lynn Haven Baptist Church (Vinton, VA)
- Lyric Theatre (Blacksburg, VA)
- Mac and Bob's (Salem, VA)
- Macado's (Bristol, TN)
- Macado's (Lexington, VA)
- Macado's (Roanoke, VA)
- Macedonia Baptist Church (Salem, VA)
- Madison Heights Baptist Church (Madison Heights, VA)
- Magna Vista High School (Ridgeway, VA)
- Main Street Baptist Church (Clifton Forge, VA)
- Main Street United Methodist Church (Bedford, VA)
- Mallow Presbyterian Church (Covington, VA)
- Maranatha Fellowship Church (Roanoke, VA)
- Marion Baptist Church (Chatham, VA)
- Martinsville High School (Martinsville, VA)
- Max Creek Baptist Church (Draper, VA)
- Mayflower Hills Baptist Church (Roanoke, VA)
- Mays Memorial United Methodist Church (Goodview, VA)
- McClellan Chiropractic (Christiansburg, VA)
- Melrose Baptist Church (Roanoke, VA)
- Memorial Baptist Church (Beckley, WV)
- Meridium (Roanoke, VA)
- Metro, The (Roanoke, VA)
- Mill Creek Baptist Church (Fincastle, VA)
- Mill Creek Baptist Church (Henry, VA)
- Mill Mountain Theatre (Roanoke, VA)
- Millenium Club (Lynchburg, VA)
- MillerCoors (Elkton, VA)
- Mineral Springs Baptist Church (Vinton, VA)

- Martin Luther King Jr. Performing Arts Center (Charlottesville, VA)
- Moneta Baptist Church (Moneta, VA)
- Monte Vista Church of the Brethren (Callaway, VA)
- Montgomery County (Christiansburg, VA)
- Montgomery County Public Schools (Christiansburg, VA)
- Montgomery Regional Hospital (Blacksburg, VA)
- Moores Chapel Baptist Church (Elliston, VA)
- Moose Lodge #1897 (Bedford, VA)
- Morgan's Baptist Church (Moneta, VA)
- Morning Star Baptist Church (Roanoke, VA)
- Morningside Elementary School (Roanoke, VA)
- Mount Union Church of the Brethren (Bent Mountain, VA)
- Mount Zion Baptist Church (Montvale, VA)
- Mountain Empire Community College (Big Stone Gap, VA)
- Mountain View United Methodist Church (Lynchburg, VA)
- Mt. Olive Baptist Church (Glen Allen, VA)
- Mt. Olivet Baptist Church (Copper Hill, VA)
- Mt. Olivet Southern Baptist Church (Bedford, VA)
- Mt. Pleasant Baptist Church (Roanoke, VA)
- Mt. Pleasant United Methodist Church (Roanoke, VA)
- Mt. Zion AME Church (Roanoke, VA)
- Natural Bridge Christian Fellowship (Natural Bridge, VA)
- Natural Bridge Hotel (Natural Bridge, VA)
- Nesselrod on the New Bed and Breakfast (Radford, VA)
- New Castle Christian Church (New Castle, VA)
- New Century Community Church (Roanoke, VA)
- New Covenant Schools (Lynchburg, VA)
- New Hope Baptist Church (Roanoke, VA)
- New Hope Christian Church (Roanoke, VA)
- New Hope Presbyterian Church (Salem, VA)
- New Life Christian Fellowship (Blacksburg, VA)
- New Life Temple Pentecostal Holiness Church (Roanoke, VA)
- New Providence Presbyterian Church (Raphine, VA)
- New River Community College (Dublin, VA)
- New River Valley Fairgrounds (Dublin, VA)
- New River Valley Speedway (Radford, VA)
- Norseman, Inc. (Elkridge, MD)
- North Cross School (Roanoke, VA)
- North Roanoke Baptist Church (Roanoke, VA)
- North Valley Seventh Day Adventist Church (Roanoke, VA)
- Northern Virginia Community College (Arlington, VA)
- Northgate Baptist Church (Beckley, WV)
- Northminster Presbyterian Church (Roanoke, VA)
- Northside Presbyterian Church (Blacksburg, VA)
- O. Winston Link Museum (Roanoke, VA)
- Oak Grove Elementary School (Roanoke, VA)
- Oakland Baptist Church (Roanoke, VA)
- Old Dominion University (Norfolk, VA)
- Old German Baptist Brethren Church (Burnt Chimney, VA)
- Olde Dominion Agricultural Complex (Chatham, VA)
- Orchard Hills Church (Roanoke, VA)
- Our Lady of Nazareth Catholic Church (Roanoke, VA)
- Our Lady of Perpetual Help Catholic Church (Salem, VA)
- Our Savior Lutheran Church (Vinton, VA)
- Palestine Baptist Church (Huddleston, VA)
- Paradise Cathedral (Roanoke, VA)
- Paramount Theatre (Charlottesville, VA)
- Park, The (Roanoke, VA)

- Parker Park Sports Complex (South Hill, VA)
- Parkway House of Prayer (Vinton, VA)
- Parkway Wesleyan Church (Vinton, VA)
- Parrish Chapel United Methodist Church (Vinton, VA)
- Patmos United Methodist Church (Huddleston, VA)
- Patrick Henry Community College (Martinsville, VA)
- Patrick Henry High School (Roanoke, VA)
- Patrick Henry, The (Roanoke, VA)
- Peakland Baptist Church (Lynchburg, VA)
- Pearisburg Presbyterian Church (Pearisburg, VA)
- Pembroke Assembly of God (Pembroke, VA)
- Penn Forest Christian Church (Roanoke, VA)
- Pheonix Club, The (Blacksburg, VA)
- Pigg River Missionary Baptist Church (Rocky Mount, VA)
- Pilgrim Baptist Church (Roanoke, VA)
- Pilgrim Missionary Baptist Church (Martinsville, VA)
- Piney Grove Baptist Church (Clifton Forge, VA)
- Pittsville Pentecostal Holiness Church (Pittsville, VA)
- Pittsylvania County Circuit Court (Chatham, VA)
- Pittsylvania County General District Court (Chatham, VA)
- Pleasant Hill Baptist Church (Daleville, VA)
- Pleasant Hill United Methodist Church (Rocky Mount, VA)
- Pleasant Valley Baptist Church (Lynchburg, VA)
- Preston Oaks Baptist Church (Roanoke, VA)
- Pulaski County High School (Dublin, VA)
- Pulaski Seventh-Day Adventist Church (Pulaski, VA)
- Quad Media (Pulaski, VA)
- Quaker Baptist Church (Body Camp, VA)
- Quality Inn (Charlottesville, VA)
- Radford Baptist Church (Moneta, VA)
- Radford University (Radford, VA)
- Rainbow Forest Baptist Church (Troutville, VA)
- Raleigh Court Presbyterian Church (Roanoke, VA)
- Raleigh Court United Methodist Church (Roanoke, VA)
- Randolph Avenue United Methodist Church (Pulaski, VA)
- Randolph College (Lynchburg, VA)
- Randolph-Henry High School (Charlotte Court House, VA)
- Randolph-Macon College (Ashland, VA)
- Red Light Management (Charlottesville, VA)
- Red Valley United Methodist Church (Red Valley, VA)
- Redwood United Methodist Church (Rocky Mount, VA)
- Rescue Mission (Roanoke, VA)
- Reston Community Center (Reston, VA)
- Restoration Church (Salem, VA)
- Richfield Retirement (Salem, VA)
- Ridgewood Baptist Church (Roanoke, VA)
- River Oak Church of God (Danville, VA)
- River of Life Ministries (Narrows, VA)
- River Road United Methodist Church (Richmond, VA)
- Riverdale Baptist Church (Roanoke, VA)
- Riverheads High School (Staunton, VA)
- Rivermont Avenue Baptist Church (Lynchburg, VA)
- Rivermont Evangelical Presbyterian Church (Lynchburg, VA)
- Roanoke Ballet Theatre (Roanoke, VA)
- Roanoke Cement (Troutville, VA)
- Roanoke Church of Christ (Roanoke, VA)
- Roanoke City (Roanoke, VA)

- Roanoke City Schools (Roanoke, VA)
- Roanoke Civic Center (Roanoke, VA)
- Roanoke College (Salem, VA)
- Roanoke County Circuit Court (Salem, VA)
- Roanoke County Criminal Justice Training Academy (Roanoke, VA)
- Roanoke County Schools (Roanoke, VA)
- Roanoke Higher Education Center (Roanoke, VA)
- Roanoke Police Academy (Roanoke, VA)
- Roanoke Regional Airport (Roanoke, VA)
- Robert E. Lee Episcopal Church (Lexington, VA)
- Robert E. Lee High School (Staunton, VA)
- Robertson Marketing Group (Salem, VA)
- Rockbridge County Courthouse (Lexington, VA)
- Rockbridge County High School (Buena Vista, VA)
- Rockbridge Regional Library (Lexington, VA)
- Rocky Mount Baptist Church (Rocky Mount, VA)
- Rocky Mount Christian Church (Rocky Mount, VA)
- Rocky Mount Presbyterian Church (Rocky Mount, VA)
- Rocky Mount, City of (Rocky Mount, VA)
- Roland E. Cook Elementary School (Vinton, VA)
- Ronceverte, Town of (Ronceverte, WV)
- Ruby Tuesday Restaurant (Roanoke, VA)
- Ruffner Middle School (Roanoke, VA)
- Rutherford (Roanoke, VA)
- Salem City (Salem, VA)
- Salem High School (Salem, VA)
- Salem Presbyterian Church (Salem, VA)
- Salem Red Sox (Salem, VA)
- Salem United Methodist Church (Salem, VA)
- Sandy Ridge Baptist Church (Rocky Mount, VA)
- Schaeffer Memorial Baptist Church (Christiansburg, VA)
- Schooners (Roanoke, VA)
- Science Museum of Western Virginia (Roanoke, VA)
- Scottish Rite Temple, The (Roanoke, VA)
- Second Presbyterian Church (Roanoke, VA)
- Selma Church of the Brethren (Selma, VA)
- Seneca Baptist Church (Elliston, VA)
- Seventh Day Adventist Church (Roanoke, VA)
- Shaddy's Lounge (Roanoke, VA)
- Sharkey's (Blacksburg, VA)
- Shawsville Congregational Church (Shawsville, VA)
- Shenandoah Baptist Church (Roanoke, VA)
- Shenandoah Club, The (Roanoke, VA)
- Shenandoah National Park (Luray, VA)
- Sheva Church Of Christ (Chatham, VA)
- Shiloh Baptist Church (Salem, VA)
- Showtimers Theatre (Roanoke, VA)
- Shrine Mont (Orkney Springs, VA)
- Shucks, A. W. (Martinsville, VA)
- Skate Center of the Roanoke Valley (Roanoke, VA)
- Slusser's Chapel Church of God (Blacksburg, VA)
- Snowshoe Mountain Ski Resort (Snowshoe, WV)
- South Covington United Methodist Church (Covington, VA)
- South Roanoke United Methodist Church (Roanoke, VA)
- South Salem Elementary School (Salem, VA)
- South Street Seaport Ampitheatre (Manhattan, NY)
- Southside Baptist Church (Goodview, VA)
- Southview United Methodist Church (Roanoke, VA)
- Southwest Virginia Community College (Richlands, VA)

- Spencer-Penn Centre, The (Spencer, VA)
- Spirit of Life Church (Roanoke, VA)
- St. Andrew's Episcopal Church (Clifton Forge, VA)
- St. Andrew's Catholic Church (Roanoke, VA)
- St. James Baptist Church (Waynesboro, VA)
- St. John Lutheran Church (Roanoke, VA)
- St. John's Episcopal Church (Roanoke, VA)
- St. John's Reformed United Church of Christ (Staunton, VA)
- St. Jude Catholic Church (Radford, VA)
- St. Mark's Episcopal Church (Amherst, VA)
- St. Mark's Episcopal Church (Fincastle, VA)
- St. Mark's United Methodist Church (Daleville, VA)
- St. Mary's Catholic Church (Blacksburg, VA)
- St. Patrick's Catholic Church (Lexington, VA)
- St. Paul's United Methodist Church (Roanoke, VA)
- Star City Roller Skating Center (Roanoke, VA)
- Starlite Drive-in Theatre (Christiansburg, VA)
- Staunton Avenue Church of God (Roanoke, VA)
- Staunton Baptist Church (Huddleston, VA)
- Staunton River High School (Moneta, VA)
- Steel Dynamics (Roanoke, VA)
- Stewartsville Elementary School (Stewartsville, VA)
- Stewartsville High School (Stewartsville, VA)
- Stone Church of the Brethren (Buena Vista, VA)
- Stone Memorial Christian Church (Collinsville, VA)
- Stuarts Draft High School (Stuarts Draft, VA)
- Sugar Loaf Farms (Staunton, VA)
- Sweet Briar College (Sweet Briar, VA)
- Tabernacle Baptist Church (Salem, VA)
- Tabernacle of Love (Roanoke, VA)
- Tabernacle, The (Danville, VA)
- Taylor Masonic Lodge (Salem, VA)
- Temple Baptist Church (Salem, VA)
- Temple Emanuel (Roanoke, VA)
- Thaxton Baptist Church (Thaxton, VA)
- Thayer Design (Madison Heights, VA)
- Thomas Terrace Baptist Church (Concord, VA)
- Timber Ridge Baptist Church (Goode, VA)
- Timberlake Baptist Church (Lynchburg, VA)
- Timberlake United Methodist Church (Lynchburg, VA)
- Trax (Charlottesville, VA)
- Trinity Church (Boones Mill, VA)
- Trinity Ecumenical Parish (Moneta, VA)
- Trinity Evangelical Lutheran Church (Pulaski, VA)
- Trinity Evangelical Lutheran Church (Roanoke, VA)
- Trio Brick Oven Eatery (Forest, VA)
- United States Bankruptcy Court (Roanoke, VA)
- United States District Court (Roanoke, VA)
- Unity of Roanoke Valley (Roanoke, VA)
- University of Virginia (Charlottesville, VA)
- Upper Room Church (Roanoke, VA)
- Valley Word Ministries (Roanoke, VA)
- Vaughan-Guynn Funeral Home (Galax, VA)
- Villa Heights Baptist Church (Roanoke, VA)
- Vinton Baptist Church (Vinton, VA)
- Vinton Church of the Brethren (Vinton, VA)
- Vinton Wesleyan Church (Vinton, VA)
- Virginia Bioinformatics Institute (Blacksburg, VA)
- Virginia Department of Social Services (Danville, VA)



- Virginia Military Institute (Lexington, VA)
- Virginia Tech (Blacksburg, VA)
- Virginia Tech ICTAS (Blacksburg, VA)
- Virginia Western Community College (Roanoke, VA)
- Vision Assembly Of God (Collinsville, VA)
- Warm Hearth Villiage (Blacksburg, VA)
- Wasena Elementary School (Roanoke, VA)
- Washington and Lee University (Lexington, VA)
- Waverly Place Baptist Church (Roanoke, VA)
- Wayne Hills Baptist Church (Waynesboro, VA)
- Wayne Theatre, The (Waynesboro, VA)
- Waynesboro High School (Waynesboro, VA)
- WDBJ Channel 7 (Roanoke, VA)
- Weight Club, The (Blacksburg, VA)
- Wesleyan Community Church (Blacksburg, VA)
- West End Presbyterian Church (Richmond, VA)
- West End Presbyterian Church (Roanoke, VA)
- West End United Methodist Church (Roanoke, VA)
- West Salem Baptist Church (Salem, VA)
- Westminster Church E.P.C. (Bluefield, WV)
- Westminster Presbyterian Church (Roanoke, VA)
- Westside Elementary School (Roanoke, VA)
- Wheatland Lutheran Church (Buchanan, VA)
- White Memorial Methodist Church (Shawsville, VA)
- White Rock Baptist Church (Hardy, VA)
- Whole Life Ministries (Roanoke, VA)
- William Byrd High School (Vinton, VA)
- Williamson Disco (Williamson, WV)
- Windsor Hills Baptist Church (Roanoke, VA)
- Windsor Hills United Methodist Church (Roanoke, VA)
- Wohlfahrt Haus (Wytheville, VA)
- Woodrow Wilson Magnet School (Danville, VA)
- Woods Rogers PLC (Roanoke, VA)
- Word of Life Evangelical Church (Bedford, VA)
- Wythe County Administrators Office (Wytheville, VA)
- Wytheville Community College (Wytheville, VA)
- YMCA (Lynchburg, VA)
- YMCA (Rocky Mount, VA)

VI B 7 b

- 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.

Doug Thurman, Contract Administrator / Director of Outside Sales: His responsibilities would include managing the in-house call center for authorized users of this contract. Doug would also lead our team in the development of new business, customer satisfaction, and outside sales management. Doug currently serves as contract administrator for Stage Sound's VASCUPP A/V rental and services contract, and has over 20 years of seasoned sales management experience with extensive knowledge in marketing to government agencies and their buying processes. His job would entail constantly pursuing avenues to facilitate economical solutions that benefit our customers.

Jeff Moore, VP Sales / General Manager: Jeff has worked for Stage Sound for the past 27 years, and in this time, he has designed and sold many portable and installed sound and lighting systems. Acting as Stage Sound's chief purchasing agent, he would use this vast knowledge of the products we offer to secure the best possible savings from our manufacturers in order to pass these savings on to the users of this contract via specials and promotions. As an active live sound engineer, Jeff can offer users a wealth or "real world" experience on how to best use the products we would provide.

Brian Taylor, VP Design & Installation: Brian brings a broad base of knowledge with him from his 20+ years in the audio and electronics fields. He has designed many church, theater, and auditorium sound and video systems and is familiar with the latest computer-aided sound system design techniques. He holds certifications from EASE (Enhanced Acoustic Simulator for Engineers) design software, Smart acoustical measurement software, as well as having many factory training certificates for the products we represent. In addition, Brian understands the construction business and would help users of this contract successfully manage the installation process of the audio-video systems that we would provide. Brian is the chief sound system trainer at Stage Sound

Jay Ensor, Field Service & Installation Project Manager: Jay has 20 years' experience in in the electrical, audio-visual contracting, and construction industries as a lead technician, crew leader, and project manager. Jay's primary strengths include resource loading (recruiting and staffing), resource leveling (sharing resources), team building, team consensus building, budget management, and maintaining construction and job timelines, and meeting installation deadlines and equipment delivery dates. Jay immensely enjoys navigating all aspects of complex projects.

Reid C. Henion, President: Reid has been an active sound engineer since 1972, and he has extensive experience in audio recording, live sound engineering, system design, customer training, and project management. Under this contract, Reid would head up the higher profile or more complicated systems

that would benefit from his wide range of knowledge and experience. In our Event Services division, Reid shepherded such recent projects as the "Royal Welcome" for Queen Elizabeth in 2007. In 2008, he directed our production of both the state Republican and Democratic conventions. In our Design & Installation division, Reid was the principal salesman and designer for the audio and lighting systems that we installed at the Jefferson Theater in Charlottesville, and this system was the featured cover story of the July 2010 issue of "Live Sound International" magazine, the leading journal for professional audio-video systems in auditoria and arenas.

Susan Gibson, System Designer & CAD Specialist: Susan holds a B.S. In Mathematics from Virginia Tech and has been a respected live sound engineer since 1993. She has worked thousands of events in nearly every aspect of live production, including several years as Production Coordinator for our Event Services Division. She transferred to our Design & Installation team early in 2009, and is currently designing, estimating, and managing projects, as well as being our chief CAD programmer, handling the majority of the company's AutoCAD-related tasks. In between her office tasks, she stays up-to-date with the latest sound, lighting, and video equipment and techniques by continuing to provide her technical expertise on some of the higher profile events in the area. She has also been the chief house sound engineer at Roanoke's Jefferson Center since 2001.

Industry Certifications;

SymNet Composer Certified Programmer

BSS Soundweb Certified Programmer

Peavey MediaMatrix Certified Programmer

Renkus-Heinz Iconyx Certified Programmer and Installer

NICET Certified Low Voltage Electronic Communications Systems Designer

Virginia Class A Specialty Contractor, Designated Employee

CTS from INFOCOMM

ETCP Entertainment Electrician from PLASA

Level 1 Hoist technician from CM

Authorized Service Provider (ASP) from ETC

VI B 7 c

- 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.

Yes,

Doug Thurman, Dir of Outside Sales and Marketing

2240 Shenandoah Ave.

Roanoke, VA 24017

540-342-2040 x 121

[dougt@stagesound.com](mailto:dougt@stagesound.com)

VI B d,e

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

University of Virginia UVA1256955  
Audio Visual Equipment Rental and Technical Services

- e. Provide the amount of annual sales the firm has with each VASCUPP Member Institution.  
A list of VASCUPP Members:

Note: While these numbers may look small compared to other vendors please keep in mind we have never had a state contract and our goal is to do more business with the state and VASCUPP members.

George Mason University	0
James Madison University	0
Old Dominion University	2,985
Radford University	11,840
University of Virginia	6,1120
Virginia Commonwealth	9,354
Virginia Military Institute	9,353
Virginia Tech	129,000
William & Mary	0
Longwood University	245,585
University of Mary Washington	0

\*Average

VI 7,8,9,11

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

Yes

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.

Stage Sound is DSBSD certified

11. Method of Payment

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

See Appendix II

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:

	Expenditures	% Discount	Discounted Total
Broadcast Television	\$200,000.	Less <u>21.30</u> % = \$	<u>157,400</u>
Multimedia Presentation	\$700,000.	Less <u>22.05</u> % = \$	<u>545,650</u>
Multimedia Development	\$300,000.	Less <u>21.19</u> % = \$	<u>236,430</u>
Satellite Transmitting and Receiving	\$300,000.	Less <u>20.00</u> % = \$	<u>240,000</u>
Teleconferencing and Communication	\$1,300,000.	Less <u>22.90</u> % = \$	<u>1,002,300</u>
Computer Presentation	\$1,900,000.	Less <u>22.05</u> % = \$	<u>1,481,050</u>
Broadband Distribution	\$200,000.	Less <u>29.5</u> % = \$	<u>141,000</u>
Multi-Media Furniture	\$ 150,000.	Less <u>29.67</u> % = \$	<u>105,495</u>
Section A Total		\$	<u>3,909,325</u>

B. Services:

Annual Maintenance Contracts \$200,000. less 20 %= \$ 160,000

	Annual Numbers Of Hours		Hourly Rate	Annual Total
Maintenance After the Warranty	200 Hours	X	\$ <u>85</u>	= <u>17,000</u>
Installation	200 Hours	X	\$ <u>75</u>	= <u>15,000</u>
Technical Assistance	200 Hours	X	\$ <u>75</u>	= <u>15,000</u>
Training	200 Hours	X	\$ <u>75</u>	= <u>15,000</u>
Section B Total			\$ <u>207,000</u>	

C. Rental Equipment:

	Annual Expenditures	% Discount	Discounted Total
Section C	\$100,000	less <u>28.57%</u>	= \$ <u>71,430</u>
Section C Total			\$ <u>71,430</u>
Grand Total Sections A, B and C			\$ <u>4,187,757</u>

## APPENDIX I

### PARTICIPATION IN STATE PROCUREMENT TRANSACTIONS SMALL BUSINESSES AND BUSINESSES OWNED BY WOMEN AND MINORITIES

The following definitions will be used in completing the information contained in this Appendix.

#### Definitions

- **Small business** is an independently owned and operated business which, together with affiliates, has 250 or fewer employees, or average annual gross receipts of \$10 million or less averaged over the previous three years. Nothing in this definition prevents a program, agency, institution or subdivision from complying with the qualification criteria of a specific state program or federal guideline to be in compliance with a federal grant or program.
- **Women-owned business** is a business concern which is at least 51 percent owned by one or more women who are U.S. citizens or legal resident aliens, or in the case of a corporation, partnership or limited liability company or other entity, at least 51 percent of the equity ownership interest in which is owned by one or more women, and whose management and daily business operations are controlled by one or more of such individuals.
- **Minority-owned business** is a business concern which is at least 51 percent owned by one or more minorities or in the case of a corporation, partnership or limited liability company or other entity, at least 51 percent of the equity ownership interest in which is owned by one or more minorities and whose management and daily business operations are controlled by one or more of such individuals.
- **Minority Individual:** "Minority" means a person who is a citizen of the United States or a legal resident alien and who satisfies one or more of the following definitions:
  - "Asian Americans" means all persons having origins in any of the original peoples of the Far East, Southeast Asia, the Indian subcontinent, or the Pacific Islands, including but not limited to Japan, China, Vietnam, Samoa, Laos, Cambodia, Taiwan, Northern Marinas, the Philippines, U. S. territory of the Pacific, India, Pakistan, Bangladesh and Sri Lanka and who are regarded as such by the community of which these persons claim to be a part.
  - "African Americans" means all persons having origins in any of the original peoples of Africa and who are regarded as such by the community of which these persons claim to be a part.
  - "Hispanic Americans" means all persons having origins in any of the Spanish speaking peoples of Mexico, South or Central America, or the Caribbean Islands or other Spanish or Portuguese cultures and who are regarded as such by the community of which these persons claim to be a part.
  - "Native Americans" means all persons having origins in any of the original peoples of North America and who are regarded as such by the community of which these persons claim to be a part or who are recognized by a tribal organization.
  - "Eskimos and Aleuts" means all persons having origins in any of the peoples of Northern Canada, Greenland, Alaska, and Eastern Siberia and who are regarded as such in the community of which these persons claim to be a part.



PARTICIPATION BY SMALL BUSINESSES, BUSINESSES OWNED BY WOMEN  
BUSINESSES OWNED BY MINORITIES

This appendix should only be completed by firms that are not Virginia Department of Small Business and Supplier Diversity (DSBSD) certified small businesses.

Offeror certifies that it will involve Small Businesses, Women-Owned Businesses, and/or Minority-Owned Businesses (SWaM) in the performance of this contract either as part of a joint venture, as a partnership, as Subcontractors or as suppliers.

VCU has an overall goal of 42% SWaM participation for all annual purchases and seeks the maximum level of participation possible from all its contractors.

List the names of the SWaM Businesses your firm intends to use and identify the direct role of these firms in the performance of the contract. State whether the firm is a Small Business (SB), Women-Owned (WO), or Minority-Owned (MO).

Name of Businesses:

SB, WO, MO:

Role in contract:

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**Commitment for utilization of DSBSD SWaM Businesses:**

\_\_\_\_\_ % of total contract amount that will be performed by DSBSD certified SWaM businesses.

**Identify the individual responsible for submitting SWaM reporting information to VCU:**

Name Printed: \_\_\_\_\_

Email: \_\_\_\_\_

Phone: \_\_\_\_\_

Firm: \_\_\_\_\_

Offeror understands and acknowledge that the percentages stated above represent a contractual commitment by the Offeror. Failure to achieve the percentage commitment will be considered a breach of contract and may result in contract default.

Acknowledged:

By (*Signature*): \_\_\_\_\_

Name Printed: \_\_\_\_\_

Title: \_\_\_\_\_

Email: \_\_\_\_\_

Note: Small, Minority and/or Women-owned business sub-contractors are required to become certified and maintain certification through the Virginia Department of Small Business and Supplier Diversity (DSBSD; <http://www.sbsd.virginia.gov/swamcert.html> ) to fulfill the Offeror's commitment for utilization.

## 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.



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>.

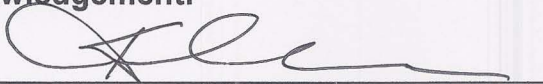
**Contractor must indicate the method of payment selected:**

Commercial Card Payment (Wells Fargo VISA)

Automated Clearing House (ACH)

**Invoicing and Payment Method Acknowledgement:**

Signature:



Name Printed:

Kimberly W. Walker

Title:

Controller

Name of Firm:

Stage Sound Inc

Date:

11.02.2016

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:

Kimberly W. Walker

Title:

Controller

Mailing address:

2240 Shenandoah Ave NW  
Roanoke VA 24017-6923

Email address:

kimberlyW@stagesound.com

Phone number:

540.342.2040 ext 110

Fax number:

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:



Name Printed:

Kimberly W. Walker

Title:

Controller

Name of Firm:

Stage Sound Inc

Date:

11.02.2016

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:

Kimberly W. Walker

Title:

Controller

Mailing address:

2240 Shenandoah Ave NW  
Roanoke VA 24017-6923

Email address:

kimberlyW@stagesound.com

Phone number:

540.342.2040 ext 110

Fax number:



VIRGINIA COMMONWEALTH UNIVERSITY

**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

STAGE SOUND, INC  
Name of Firm

Doug Thurman, Dir OUTSIDE SALES & MARKETING  
Signature/Title

11-1-2016  
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.***



Stage Sound Pricing VASCUPP RFP 7058821JC

	A	B	C	D	E	F	G	H	I	J
1			Broadcast TV Equipment	Multimedia Presentation	Multimedia Dev. Equipment	Satellite Trans. Receiving Equipment	Teleconferencing Comm. Equipment	Computer Presentation	Broadband Dist. Equipment	Multimedia Furniture
2			21.31%	22.05%	21.19%	0.00%	22.90%	22.05%	29.50%	29.67%
3	Brand	Contract Discount								
4	Ace Backstage	28.00%		X			X	X		
5	Acoustics First	5.00%	X	X	X			X		
6	AJA	8.00%	X	X	X		X	X		
7	AKG	29.00%	X	X	X		X	X		
8	Allen & Heath	28.00%	X	X	X		X	X		
9	Altman	20.00%	X	X				X		
10	Analog Way	12.00%	X	X	X		X	X		
11	Anchor Audio	20.00%		X				X		
12	Ashly	20.00%		X			X	X		
13	Atlas	25.00%	X	X	X		X	X		
14	Atlona	27.00%	X	X	X		X	X	X	
15	Attero Tech	27.00%	X	X	X		X	X		
16	Audio Technica	20.00%	X	X	X		X	X		
17	Audix	33.00%	X	X	X		X	X		
18	Auralex Acoustics	10.00%	X	X	X			X		
19	Aurora Multimedia	27.00%	X	X	X		X	X	X	
20	AVFI	33.00%		X			X	X		X
21	Aviom	25.00%		X				X		
22	Avolites	10.00%		X				X		
23	Behringer	40.00%	X	X	X			X		
24	Beyerdynamic	15.00%	X	X	X		X	X		
25	Biamp	39.00%		X			X	X		
26	Black Magic	2.00%	X	X	X		X	X		
27	Bose Professional	35.00%		X			X	X		
28	Brightsign	8.00%		X				X		
29	BSS Professional	22.00%	X	X	X		X	X		
30	Cables to Go	17.00%	X	X	X		X	X		
31	CBI	15.00%	X	X	X		X	X		
32	Chauvet Lighting (All)	25.00%	X	X				X		
33	Chief (Mounts)	27.00%	X	X	X		X	X		
34	Chief (Racks)	39.00%	X	X	X		X	X		X
35	Community Pro	25.00%		X			X	X		

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	A	B	C	D	E	F	G	H	I	J
36	Countryman	25.00%	X	X	X		X	X		
37	Crestron	39.00%	X	X			X	X	X	
38	Crown Power Amps	38.00%	X	X	X		X	X		
39	Da-Lite	22.00%		X			X	X		
40	Denon Pro	14.00%	X	X	X		X	X		
41	DPA	5.00%	X	X	X		X	X		
42	Draper	23.00%		X			X	X		
43	EAW	25.00%		X			X	X		
44	Elation	20.00%	X	X				X		
45	ETC	15.00%	X	X	X		X	X		
46	EV Pro	20.00%		X			X	X		
47	Exact Furniture	33.00%		X			X	X		X
48	FSR	20.00%	X	X	X		X	X		
49	Fulcrum Acoustic	27.00%		X				X		
50	Furman	25.00%	X	X	X		X	X		
51	Galaxy Audio	35.00%		X				X		
52	Gator	35.00%		X				X		
53	Global Truss	10.00%	X	X				X		
54	Goo Systems	14.00%		X			X	X		
55	Hitachi	47.00%		X			X	X		
56	Hosa	30.00%	X	X	X		X	X		
57	HSA Rolltops	10.00%		X			X	X		X
58	InFocus	2.00%		X			X	X		
59	JBL Professional	25.00%	X	X	X		X	X		
60	K&M	15.00%	X	X	X			X		
61	KanexPro	27.00%	X	X	X		X	X	X	
62	Kramer	33.00%	X	X	X		X	X	X	
63	Lab Gruppen	30.00%	X	X	X		X	X		
64	Leviton Pro	15.00%		X				X		
65	Lexicon	26.00%		X				X		
66	Liberty AV	24.00%		X			X	X	X	
67	Lightronics	20.00%	X	X				X		
68	Lowell Manufacturing	38.00%	X	X	X		X	X		X
69	Mackie	20.00%		X				X		
70	Marshall Electronics	10.00%	X	X	X		X	X		
71	Martin Audio	15.00%		X				X		
72	Martin Lighting	17.00%		X				X		
73	Meyer	10.00%	X	X	X			X		

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	A	B	C	D	E	F	G	H	I	J
74	Midas	25.00%	X	X	X			X		
75	Middle Atlantic	25.00%	X	X	X		X	X		X
76	Nexo	16.00%		X				X		
77	Peavey	20.00%		X				X		
78	Premier Mounts	27.00%	X	X	X		X	X		
79	Presonus	25.00%		X				X		
80	Prime Acoustics	10.00%	X	X	X		X	X		
81	QSC	24.00%		X			X	X		
82	Rane	15.00%	X	X	X		X	X		
83	RCF	21.00%		X				X		
84	Renkus-Heinz	27.00%		X				X		
85	Roland	8.00%	X	X	X		X	X		
86	Rolls	20.00%		X				X		
87	Sennheiser	24.00%	X	X	X		X	X		
88	Shure	26.00%	X	X	X		X	X		
89	SKB	25.00%		X				X		
90	Soundcraft	21.00%	X	X	X			X		
91	Symetrix	27.00%		X			X	X		
92	Tascam	8.00%	X	X	X		X	X		
93	Turbosound	25.00%		X				X		
94	Vaddio	14.00%		X			X	X		
95	Whirlwind	15.00%	X	X	X		X	X		
96	Williams Sound	25.00%		X			X	X		
97	Yamaha Prol/Digital & Analog Mixers/ Loudspeakers/Power Amps/Processing	25.00%	X	X	X		X	X		
98	Design Engineer	\$85.00								
99	Project Manager	\$85.00								
100	Programmer	\$95.00								
101	Trainer	\$95.00								
102	Installation tech	\$75.00								
103	After hours service	\$110.00								
104	After Warranty Ser	\$85.00								
105	Service Tech	\$75.00								

RFP #7058821JC Stage Sound Rental Rates

RFP #7058821JC Stage Sound Rental Rates VASCUPP contract number UVA1743086  
 Stage Sound, Inc 2240 Shenandoah Ave. NW Roanoke, VA 24017 800-778-9839  
[www.stagesound.com](http://www.stagesound.com)

Brand	Product Category	Product Description	Unit	List Price	Contract Discount	VASCUPP Price
AEI	Rigging	Litron 16' Crank Lift	day	\$60.00	28.57%	\$42.86
AKG	Microphone	170	day	\$15.00	28.57%	\$10.71
AKG	Microphone	D112	day	\$20.00	28.57%	\$14.29
AKG	Microphone	C535EB	day	\$25.00	28.57%	\$17.86
AKG	Microphone	C414	day	\$65.00	28.57%	\$46.43
Allen & Heath	Mixing Console	Mix Wizard, 16x2x1	day	\$75.00	28.57%	\$53.57
Allen & Heath	Mixing Console	GL2400, 32x4x2	day	\$100.00	28.57%	\$71.43
Altman	Spotlight	Luminator Follow Spot	day	\$35.00	28.57%	\$25.00
Altman	Lighting	6" Fresnel Lighting Fixture	day	\$20.00	28.57%	\$14.29
Altman	Lighting	Q-Lite Lighting Fixture	day	\$10.00	28.57%	\$7.14
Altman	Lighting	Star Par Lighting Fixture	day	\$10.00	28.57%	\$7.14
Altman	Lighting	3 Cell CYC Light Lighting Fixture	day	\$25.00	28.57%	\$17.86
Altman	Lighting	Single Cell CYC Light Lighting Fixture	day	\$15.00	28.57%	\$10.71
Altman	Lighting	MR-16 Zip Strip Lighting Fixture	day	\$25.00	28.57%	\$17.86
American DJ	Lighting	H20 DMX Pro, Chauvet Abyss 3.0	day	\$50.00	28.57%	\$35.72
American DJ	Lighting	DMX Strobe	day	\$25.00	28.57%	\$17.86
Analog Way	Video Switcher	Pulse 300	day	\$150.00	28.57%	\$107.15
Analog Way	Video Switcher	Smart Matrix	day	\$100.00	28.57%	\$71.43
Antari	Atmospheric	Antari Hazer Fog Machine	day	\$75.00	28.57%	\$53.57
Antari	Atmospheric	Cold Flow Attachment for Fog Machine	day	\$150.00	28.57%	\$107.15
Applied	Rigging	12-Way Motor Controller/Power	day	\$125.00	28.57%	\$89.29
Applied	Rigging	8-Way Motor Controller/Power	day	\$125.00	28.57%	\$89.29
Applied	Truss	12" Box (10 ft.) Truss Section	day	\$30.00	28.57%	\$21.43
Applied	Truss	12" Box (8 ft.) Truss Section	day	\$30.00	28.57%	\$21.43
Applied	Truss	12" Box (5 ft.) Truss Section	day	\$15.00	28.57%	\$10.71
Applied	Truss	12" 3 or 6-Way Corner Truss Section	day	\$10.00	28.57%	\$7.14
Applied	Truss	30" 4 Way Corner Truss Section	day	\$50.00	28.57%	\$35.72
Applied	Truss	12" Triangle (10 ft.) Truss Section	day	\$30.00	28.57%	\$21.43
Applied	Truss	12" Box ( 90 Degree Arc.) Truss Section	day	\$25.00	28.57%	\$17.86
Ashly	Processing	3102, Dual 31-Band EQ	day	\$30.00	28.57%	\$21.43
Ashly	Processing	3101, Single 31-Band EQ	day	\$25.00	28.57%	\$17.86
Ashly	Processing	1502, Dual 15-Band EQ	day	\$25.00	28.57%	\$17.86
Audio Technica	Microphone	Microphone AT 4031	day	\$15.00	28.57%	\$10.71
Audio Technica	Microphone	ES991 Redundant Podium	day	\$40.00	28.57%	\$28.57
Audix	Microphone	ADX-51	day	\$15.00	28.57%	\$10.71
Aurora	Distribution Amplifier	1:4 HDMI Splitter	day	\$20.00	28.57%	\$14.29

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Aurora	Video	HDBaseT Receiver/Transmitter	day	\$15.00	28.57%	\$10.71
AVO	Lighting Controller	Sapphire 2000 Lighting Console	day	\$300.00	28.57%	\$214.29
AVO	Lighting Controller	Pearl Expert Pro Lighting Console	day	\$750.00	28.57%	\$535.73
AVO	Lighting Controller	Titan Touch Lighting Console	day	\$200.00	28.57%	\$142.86
Barco	Scan Converter	ImagePRO	day	\$300.00	28.57%	\$214.29
Barco	Scan Converter	9700XL	day	\$125.00	28.57%	\$89.29
Behringer	Mixing Console	X32 Producer	day	\$100.00	28.57%	\$71.43
Behringer	Digital Snake	Behringer S16 Digital Snake 16x8	day	\$50.00	28.57%	\$35.72
Beyer	Microphone	M88	day	\$25.00	28.57%	\$17.86
Black Magic Design	Video Recorder	Hyperdeck SSD Recorder	day	\$50.00	28.57%	\$35.72
Black Magic Design	Video Switcher	Atem 1 M/E Switcher	day	\$250.00	28.57%	\$178.58
Black Magic Design	Format Converter	SDI-HDMI	day	\$15.00	28.57%	\$10.71
Black Magic Design	Format Converter	HDMI-SDI	day	\$15.00	28.57%	\$10.71
Black Magic Design	Format Converter	SDI-Analog	day	\$15.00	28.57%	\$10.71
Black Magic Design	Format Converter	Analog-SDI	day	\$15.00	28.57%	\$10.71
Black Magic Design	Distribution Amplifier	UpDownCross SDI Hub	day	\$20.00	28.57%	\$14.29
Brite-Lite	Slide Projector	Brite-lite Module	day	\$20.00	28.57%	\$14.29
BSS	Processing	960, Dual 31-Band EQ	day	\$35.00	28.57%	\$25.00
Chauvet	Lighting	Mega Moon, DMF-10, Circus	day	\$25.00	28.57%	\$17.86
Chauvet	Lighting	Scorpion Storm FX Laser	day	\$25.00	28.57%	\$17.86
Chauvet	Lighting	Freedom Par RGBA	day	\$20.00	28.57%	\$14.29
Chauvet	Lighting	Colordash LED Intelligent Lighting Wash Fixture	day	\$35.00	28.57%	\$25.00
Chauvet	Lighting	Q-Wash 260 Moving Head LED Fixture	day	\$50.00	28.57%	\$35.72
Chauvet	Lighting	Colorband Pix LED Strip Fixture	day	\$25.00	28.57%	\$17.86
CM Lodestar	Rigging	CM 1-Ton Motor (60' Lift)	day	\$100.00	28.57%	\$71.43
CM Lodestar	Rigging	CM 1/2-Ton Motor (60' Lift)	day	\$75.00	28.57%	\$53.57
CM Lodestar	Rigging	CM 1/4-Ton Motor (60' Lift)	day	\$50.00	28.57%	\$35.72
Coffing	Rigging	Beam Clamp	day	\$10.00	28.57%	\$7.14
Crest	Power Amplifier	VS1500	day	\$30.00	28.57%	\$21.43
Crown	Microphone	PCC160	day	\$25.00	28.57%	\$17.86
Custom	Power Distribution	Single Phase, 4-Pin/3-Pin/Edison Power Distribution System	day	\$100.00	28.57%	\$71.43
Custom	Power Distribution	Three Phase, 4-Pin/3-Pin/Edison Power Distribution System	day	\$150.00	28.57%	\$107.15
Custom	Power Distribution	Exhibition/Booth/Press, Per Drop Power Distribution System	day	\$35.00	28.57%	\$25.00
Custom	Power Distribution	Feeder, #2x5-Wire, Camlock Power Distribution System	day/FT	\$1.00	28.57%	\$0.71
Custom	Power Distribution	Feeder, 2/0x5-Wire, Camlock Power Distribution System	day/FT	\$1.50	28.57%	\$1.07
Custom	Power Distribution	Feeder, 4/0x5-Wire, Camlock Power Distribution System	day/FT	\$2.00	28.57%	\$1.43
DaLite	Screen	Tripod Screens 70" X 70"	day	\$25.00	28.57%	\$17.86
DaLite	Screen	Tripod Screens 96" X 72"	day	\$40.00	28.57%	\$28.57
Data Video	Video Recorder	MP6000 DVD-R	day	\$45.00	28.57%	\$32.14
DBX	Processing	160 Compressor	day	\$25.00	28.57%	\$17.86
DBX	Processing	166/266 Compressor	day	\$20.00	28.57%	\$14.29

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Draper	Screen	Standard Fast Fold Screen 6' x 8' Fast Fold	day	\$75.00	28.57%	\$53.57
Draper	Screen	Standard Fast Fold Screen 9' X 12' Fast Fold	day	\$100.00	28.57%	\$71.43
Draper	Screen	Standard Fast Fold Screen 10.5' X 14' Fast Fold	day	\$125.00	28.57%	\$89.29
Draper	Screen	Ultimate Fast Fold Screen 7' X 12' Fast Fold(16:9 Format)	day	\$250.00	28.57%	\$178.58
Draper	Screen	Truss Style Screen 9' x 12' Viewable Truss Style	day	\$300.00	28.57%	\$214.29
Draper	Screen	Truss Style Screen 10.5' x 14' Viewable Truss Style	day	\$350.00	28.57%	\$250.01
Draper	Screen	Truss Style Screen 15' x 20' Viewable Truss Style	day	\$400.00	28.57%	\$285.72
Draper	Screen	Stage Screen 9' x 16' Viewable Truss Style(16:9 Format)	day	\$500.00	28.57%	\$357.15
Draper	Easel	Easel without pad	day	\$15.00	28.57%	\$10.71
Draper	Easel	Easel with pad	day	\$25.00	28.57%	\$17.86
Drawmer	Processing	DL241 Compressor	day	\$25.00	28.57%	\$17.86
Drawmer	Processing	DL201 Gate	day	\$25.00	28.57%	\$17.86
EAW	Speaker	EAW KF850e	day	\$100.00	28.57%	\$71.43
EAW	Speaker	EAW KF850 Flybar Module	day	\$35.00	28.57%	\$25.00
EAW	Speaker	EAW KF760	day	\$200.00	28.57%	\$142.86
EAW	Speaker	EAW KF761	day	\$200.00	28.57%	\$142.86
EAW	Speaker	EAW KF760/761 Flybar Module	day	\$200.00	28.57%	\$142.86
EAW	Speaker	EAW SB1002 Sub	day	\$125.00	28.57%	\$89.29
EAW	Monitors	500i	day	\$50.00	28.57%	\$35.72
Electro Voice	Speaker	MTL4 (4x18") Sub	day	\$100.00	28.57%	\$71.43
Electro Voice	Microphone	ND408	day	\$10.00	28.57%	\$7.14
Electro Voice	Microphone	PL10	day	\$15.00	28.57%	\$10.71
Electro Voice	Microphone	ND468	day	\$16.00	28.57%	\$11.43
Electro Voice	Microphone	PL20/RE20	day	\$40.00	28.57%	\$28.57
ETC	Rigging	Single or Double Cheeseborough	day	\$5.00	28.57%	\$3.57
ETC	Lighting Controller	SmartFade 12/48 DMX Lighting Console	day	\$75.00	28.57%	\$53.57
ETC	Lighting Controller	SmartFade 24/96 DMX Lighting Console	day	\$90.00	28.57%	\$64.29
ETC	Lighting Controller	Express 48/96 DMX Lighting Console	day	\$155.00	28.57%	\$110.72
ETC	Dimming	SmartPack Rack (48x1.2kW)	day	\$175.00	28.57%	\$125.00
ETC	Dimming	Sensor Rack (48x2.4kW)	day	\$250.00	28.57%	\$178.58
ETC	Lighting	Source Four (19,26,36,50 Degree) Lighting Fixture	day	\$22.00	28.57%	\$15.71
ETC	Lighting	Source Four Barrel (5, 10, 90 Degree) Lighting Fixture	day	\$11.00	28.57%	\$7.86
ETC	Lighting	Source Four Jr. (26 Degree) Lighting Fixture	day	\$15.00	28.57%	\$10.71
Eventide	Processing	H3000D/SE	day	\$75.00	28.57%	\$53.57
Extron Electronics	Video Switcher	MVX84 VGA Matrix Switcher	day	\$100.00	28.57%	\$71.43
Flying Pig Systems	Lighting Controller	Whole Hog II Lighting Console	day	\$300.00	28.57%	\$214.29
Generic	Slide Projector	Wireless Remote	day	\$15.00	28.57%	\$10.71
Generic	Slide Projector	Extra Tray	day	\$5.00	28.57%	\$3.57
Generic	Overhead Projector	Standard Overhead	day	\$30.00	28.57%	\$21.43
Generic	Overhead Projector	HI Intensity Overhead	day	\$45.00	28.57%	\$32.14
Generic	Easel	Easel White Marker Board 4' X 5'	day	\$40.00	28.57%	\$28.57

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Generic	AV Cart	AV Cart 30" w/ drape	day	\$10.00	28.57%	\$7.14
Generic	AV Cart	AV Cart 42" w/ drape	day	\$10.00	28.57%	\$7.14
Generic	AV Cart	AV Cart 54" w/ drape	day	\$10.00	28.57%	\$7.14
Generic	Presentation	Power Point Power Presenter RF (100' range)	day	\$25.00	28.57%	\$17.86
Generic	Presentation	Power Point Extra Remote	day	\$5.00	28.57%	\$3.57
Generic	Presentation	Laser Pointer	day	\$10.00	28.57%	\$7.14
Generic	Lectern	Lectern in Wood	day	\$75.00	28.57%	\$53.57
Generic	Lectern	Lectern in Plexi-glass	day	\$95.00	28.57%	\$67.86
Generic	Intercomm	Intercom Three Channel Power Supply	day	\$25.00	28.57%	\$17.86
Generic	Intercomm	Intercom One Channel Power Supply	day	\$10.00	28.57%	\$7.14
Generic	Intercomm	Intercom Telephone Handset	day	\$7.50	28.57%	\$5.36
Generic	Intercomm	Intercom Headset (Single or Dual Muff)	day	\$7.50	28.57%	\$5.36
Generic	Intercomm	Intercom Beltpack Station	day	\$7.50	28.57%	\$5.36
Generic	Intercomm	Intercom Dual Channel Beltpack Station	day	\$15.00	28.57%	\$10.71
Generic	Intercomm	Intercom Blazon Call Beacons	day	\$10.00	28.57%	\$7.14
Generic	Intercomm	Walkie Talkie 2 Channel UHF	day	\$15.00	28.57%	\$10.71
Generic	Audio Snake	6, 9, 12-Channel, 50'	day	\$15.00	28.57%	\$10.71
Generic	Audio Snake	6, 9, 12-Channel, 75'	day	\$20.00	28.57%	\$14.29
Generic	Audio Snake	16x4, 100'	day	\$20.00	28.57%	\$14.29
Generic	Audio Snake	24x8, 100'	day	\$30.00	28.57%	\$21.43
Generic	Processing	Stereo 2or 3-Way Crossover	day	\$20.00	28.57%	\$14.29
Generic	Cabling	25' Microphone Cable	day	\$2.00	28.57%	\$1.43
Generic	Cabling	50' Microphone Cable	day	\$2.50	28.57%	\$1.79
Generic	Cabling	100' Microphone Cable	day	\$3.00	28.57%	\$2.14
Generic	Rigging	10' Pipe & Base	day	\$15.00	28.57%	\$10.71
Generic	Rigging	Saddle Sandbag (25lbs)	day	\$5.00	28.57%	\$3.57
Generic	Lighting	Single 48" Blacklight	day	\$15.00	28.57%	\$10.71
Generic	Lighting	16" Mirror Ball	day	\$15.00	28.57%	\$10.71
Generic	Lighting	24" Mirror Ball	day	\$30.00	28.57%	\$21.43
Generic	Lighting	Oscillating Pin Spot	day	\$15.00	28.57%	\$10.71
Generic	Lighting	Japanese Lantern, 12"-24"	day	\$10.00	28.57%	\$7.14
Generic	Lighting	Japanese Lantern, 30-36"	day	\$15.00	28.57%	\$10.71
Generic	Lighting	Swivelier Gooseneck	day	\$5.00	28.57%	\$3.57
Generic	Lighting	Street Light	day	\$25.00	28.57%	\$17.86
Generic	Lighting	Par 38 Lighting Fixture	day	\$10.00	28.57%	\$7.14
Generic	Lighting	Pin Spot Lighting Fixture	day	\$2.50	28.57%	\$1.79
Generic	Lighting	Quad Pin Spot Bank Lighting Fixture	day	\$10.00	28.57%	\$7.14
Generic	Lighting	Octal Pin Spot Bank Lighting Fixture	day	\$15.00	28.57%	\$10.71
Generic	Décor	Plastic Rope and Stanchion per linear foot	day	\$1.00	28.57%	\$0.71
Generic	Décor	Red Velvet Rope and Stanchion per linear foot	day	\$5.00	28.57%	\$3.57
Generic	Décor	Carpet (Red, Black, Grey)	Priced Per Event		28.57%	\$0.00

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Genie	Rigging	Super Tower	day	\$100.00	28.57%	\$71.43
Global	Truss	16" Box (8 ft.) Truss Section	day	\$30.00	28.57%	\$21.43
Global	Truss	16" Box ( 90 Degree Arc.) Truss Section	day	\$25.00	28.57%	\$17.86
GLP	Lighting	X4 Bar 20 Moving LED Strip Fixture	day	\$150.00	28.57%	\$107.15
Guardian	Rigging	Vertical Fall Arrest	day	\$50.00	28.57%	\$35.72
Guardian	Rigging	Horizontal Fall Arrest	day	\$50.00	28.57%	\$35.72
HazeBase	Atmospheric	Hazer Pro Fog Machine	day	\$125.00	28.57%	\$89.29
High End	Atmospheric	F-100 Fog Machine	day	\$50.00	28.57%	\$35.72
High End	Lighting	Studio Spot 575 CMY Intelligent Lighting Fixture	day	\$200.00	28.57%	\$142.86
High End	Lighting	Studio Color 575 Intelligent Lighting Fixture	day	\$150.00	28.57%	\$107.15
Hitachi	Projector	HDMI/XGA Video/Data Projector 6500 ANSI Lumens	day	\$350.00	28.57%	\$250.01
IDX Systems	Accessory	Studio Camera Accessory ID-200a Dual Channel Camera Power Supply	day	\$50.00	28.57%	\$35.72
Inline	Distribution Amplifier	Inline 3214 1x4 Composite	day	\$15.00	28.57%	\$10.71
JBL	Monitors	SRX 712M	day	\$40.00	28.57%	\$28.57
JBL	Processing	644 Quad Gate	day	\$20.00	28.57%	\$14.29
Jensen	Video	Ground Loop Isolator VBH-1BB	day	\$25.00	28.57%	\$17.86
Jensen	Video	Ground Loop Isolator VBH-5BB	day	\$35.00	28.57%	\$25.00
JVC	Video Recorder	DVD Player	day	\$20.00	28.57%	\$14.29
JVC	Camcorder	VHS Camcorder	day	\$45.00	28.57%	\$32.14
JVC	Tripod	Camcorder Tripod	day	\$20.00	28.57%	\$14.29
Kodak	Slide Projector	Kodak Carousel	day	\$30.00	28.57%	\$21.43
Kramer Electronics	Video Switcher	VP-720DS Switcher/Scaler	day	\$80.00	28.57%	\$57.14
Kramer Electronics	Scan Converter	VP-703-SC Scan Converter	day	\$65.00	28.57%	\$46.43
Kramer Electronics	Distribution Amplifier	VP-10 1x10 RGBHV	day	\$50.00	28.57%	\$35.72
Kramer Electronics	Distribution Amplifier	VM-1055 1x5 RGBHV	day	\$35.00	28.57%	\$25.00
Kramer Electronics	Distribution Amplifier	VP-123 1x3 RGBHV	day	\$30.00	28.57%	\$21.43
Kramer Electronics	Distribution Amplifier	VP-400 1x4 VGA	day	\$20.00	28.57%	\$14.29
Kramer Electronics	Distribution Amplifier	104LN 1x4 Composite	day	\$15.00	28.57%	\$10.71
Lab Gruppen	Power Amplifier	fp6400	day	\$100.00	28.57%	\$71.43
Lab Gruppen	Power Amplifier	10000-Q	day	\$125.00	28.57%	\$89.29
Leviton	Dimming	D4DMX (4x600W)	day	\$25.00	28.57%	\$17.86
Lexicon	Processing	LXP-15	day	\$35.00	28.57%	\$25.00
Lycian	Spotlight	Midget Follow Spot	day	\$35.00	28.57%	\$25.00
Lycian	Spotlight	1275 Follow Spot	day	\$175.00	28.57%	\$125.00
Mackie	Mixing Console	ProFX 12	day	\$25.00	28.57%	\$17.86
Mackie	Mixing Console	ProFx 16	day	\$30.00	28.57%	\$21.43
Mackie	Mixing Console	LZ1604,16x4x2	day	\$45.00	28.57%	\$32.14
Magenta Research	Video	Receiver/Transmitter	day	\$15.00	28.57%	\$10.71
Manfrotto	Tripod	Camera Tripod	day	\$50.00	28.57%	\$35.72



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Marshall	Accessory	Studio Camera Accessory Marshall V-LCD70XP-3GSDI Monitor w/ Noga CineArm	day	\$100.00	28.57%	\$71.43
Martin	Lighting	Raptor	day	\$25.00	28.57%	\$17.86
Martin	Lighting	SCX 500/Mania	day	\$35.00	28.57%	\$25.00
Martin	Lighting	2510 Controller for SCX 500	day	\$25.00	28.57%	\$17.86
Martin	Atmospheric	Magnum 650 Fog Machine	day	\$20.00	28.57%	\$14.29
Martin	Atmospheric	Magnum 850 Fog Machine	day	\$35.00	28.57%	\$25.00
Martin	Atmospheric	Magnum 2000 Fog Machine	day	\$40.00	28.57%	\$28.57
Martin	Lighting	Mac 700 Profile Intelligent Lighting Fixture	day	\$250.00	28.57%	\$178.58
Martin	Lighting Controller	Light Jockey ISA Computer Intelligent Lighting Controller Interface	day	\$150.00	28.57%	\$107.15
Martin	Lighting Controller	Light Jockey USB Dongle Intelligent Lighting Controller Interface	day	\$100.00	28.57%	\$71.43
MDG	Atmospheric	Hazer Fog Machine	day	\$75.00	28.57%	\$53.57
Merlyn	Speaker	S1/t (1x10", 1x1")	day	\$30.00	28.57%	\$21.43
Merlyn	Speaker	S2/t (2x10", 1x1")	day	\$45.00	28.57%	\$32.14
Merlyn	Speaker	S3 (2x15", 1x10", 1x1")	day	\$60.00	28.57%	\$42.86
Merlyn	Speaker	T3B (3x18") Sub	day	\$50.00	28.57%	\$35.72
NEXO	Speaker	GEO S1210	day	\$150.00	28.57%	\$107.15
NEXO	Speaker	GEO S1230	day	\$150.00	28.57%	\$107.15
NEXO	Speaker	GEO S1210/S1230 Flybar Module	day	\$125.00	28.57%	\$89.29
NEXO	Speaker	RS18 Sub	day	\$150.00	28.57%	\$107.15
NSI	Lighting Controller	508 8-Channel MPX Lighting Console	day	\$15.00	28.57%	\$10.71
NSI	Lighting Controller	7008 8/16-Channel MPX Lighting Console	day	\$15.00	28.57%	\$10.71
NSI	Lighting Controller	1616 16-Channel MPX/DMX Lighting Console	day	\$15.00	28.57%	\$10.71
NSI	Lighting Controller	7024 24/48-Channel MPX/DMX Lighting Console	day	\$25.00	28.57%	\$17.86
NSI	Dimming	6000 (4x1.2kW)	day	\$20.00	28.57%	\$14.29
NSI	Dimming	(16x2.4kW)	day	\$80.00	28.57%	\$57.14
NSI	Dimming	(32x2.4kW)	day	\$150.00	28.57%	\$107.15
NSI	Dimming	(48x2.4kW)	day	\$250.00	28.57%	\$178.58
NSI	Dimming	(96x2.4kW)	day	\$325.00	28.57%	\$232.15
Numark	Mixing Console	1200 DJ Mixer	day	\$20.00	28.57%	\$14.29
Panasonic	Video Display	BS-901Y 8" CRT	day	\$20.00	28.57%	\$14.29
Panasonic	Video Display	42" Plasma 16:9	day	\$250.00	28.57%	\$178.58
Panasonic	Video Display	58" Plasma 16:9	day	\$350.00	28.57%	\$250.01
Panasonic	Studio Camera	AG-HMX370	day	\$400.00	28.57%	\$285.72

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Panasonic	Studio Camera	Studio Camera Panasonic AG-HMX370 Package Includes: Panasonic AG-HMX370 w/17x Lens Marshall V-LCD70XP-3GSDI Monitor w/ Noga CineArm Panasonic AG-EC4 CCU 10 Pin, 10 Meter Control Cable Varizoom VZ-PG-F Zoom Control Varizoom VZ-FC-F Focus Control IDX Systems IA-200a Dual Channel Power Supply Camera Tripod Plate	day	\$600.00	28.57%	\$428.58
Panasonic	Accessory	Studio Camera Accessory Panasonic AG-EC4 CCU	day	\$200.00	28.57%	\$142.86
Panasonic	Accessory	Studio Camera Accessory 10 Pin, 10 Meter Cable	day	\$50.00	28.57%	\$35.72
Panasonic	Accessory	Studio Camera Accessory 10 Pin, 90 Meter Cable	day	\$100.00	28.57%	\$71.43
Panasonic	Studio Camera	HMC-150(16:9 HD) Camera (SD Card)	day	\$175.00	28.57%	\$125.00
Panasonic	Video Switcher	AG-HMX-100	day	\$250.00	28.57%	\$178.58
Panasonic	Video Switcher	AG-MX70p	day	\$350.00	28.57%	\$250.01
Panasonic	Video Switcher	WJ-MX50	day	\$200.00	28.57%	\$142.86
Peavey	Power Amplifier	2600	day	\$25.00	28.57%	\$17.86
Peavey	Speaker	SP2	day	\$25.00	28.57%	\$17.86
Petes	Pre Rig Truss	8-Light Bar Lighting Fixture	day	\$10.00	28.57%	\$7.14
Phillips	Video Recorder	3475 DVD-R	day	\$35.00	28.57%	\$25.00
Pioneer	Video Recorder	DVD-V8000	day	\$100.00	28.57%	\$71.43
Pioneer	Video Recorder	DVD-V7400	day	\$50.00	28.57%	\$35.72
Pioneer	Audio Deck	DJ Coffin w/2-Turntable & Mixer	day	\$75.00	28.57%	\$53.57
QSC	Power Amplifier	PL224	day	\$30.00	28.57%	\$21.43
QSC	Power Amplifier	PL 2.4MB	day	\$30.00	28.57%	\$21.43
QSC	Power Amplifier	PL236	day	\$40.00	28.57%	\$28.57
QSC	Power Amplifier	PL380	day	\$100.00	28.57%	\$71.43
QSC	Speaker	Wideline ISIS WL2102	day	\$150.00	28.57%	\$107.15
QSC	Speaker	QSC Wideline Large Flybar Module	day	\$125.00	28.57%	\$89.29
QSC	Speaker	Wideline Small Flybar Module	day	\$100.00	28.57%	\$71.43
QSC	Speaker	I282-H	day	\$35.00	28.57%	\$25.00
QSC	Speaker	K12 Powered 2-Way	day	\$50.00	28.57%	\$35.72
QSC	Speaker	KW153 Powered 3 -Way	day	\$75.00	28.57%	\$53.57
QSC	Speaker	KW181 Powered Sub	day	\$60.00	28.57%	\$42.86
Ramlatch	Audio Snake	30-Channel 2-Way Split, 150'	day	\$60.00	28.57%	\$42.86
Ramlatch	Audio Snake	32-Channel 3-Way Split, 250'	day	\$70.00	28.57%	\$50.00
Renkus Heinz	Speaker	TRX-82	day	\$35.00	28.57%	\$25.00
Robe	Lighting	Robin Pointe Moving Head LED Beam Fixture	day	\$225.00	28.57%	\$160.72
Roland	Scan Converter	VC-1 Up, Down, Cross Scan Converter	day	\$20.00	28.57%	\$14.29
Roland	Processing	SDE 1000/SDE3000	day	\$30.00	28.57%	\$21.43

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RoseBrand	Rigging	16" x 21' Truss Teaser	day	\$25.00	28.57%	\$17.86
RoseBrand	Rigging	30" x 21' Truss Teaser	day	\$25.00	28.57%	\$17.86
RoseBrand	Décor	12'x20' Backdrop	day	\$50.00	28.57%	\$35.72
RoseBrand	Décor	28'x35' Backdrop	day	\$75.00	28.57%	\$53.57
RoseBrand	Décor	28'x41' Backdrop	day	\$90.00	28.57%	\$64.29
RoseBrand	Décor	40'x16' Cyclorama Backdrop	day	\$75.00	28.57%	\$53.57
RoseBrand	Décor	40'x24' Cyclorama Backdrop	day	\$125.00	28.57%	\$89.29
RoseBrand	Décor	3' to 4' Tall Pipe and Drape per linear foot	day	\$3.00	28.57%	\$2.14
RoseBrand	Décor	5' to 8' Tall Pipe and Drape per linear foot	day	\$5.00	28.57%	\$3.57
RoseBrand	Décor	9' to 12' Tall Pipe and Drape per linear foot	day	\$7.00	28.57%	\$5.00
RoseBrand	Décor	13' to 16' Tall Pipe and Drape per linear foot	day	\$9.00	28.57%	\$6.43
RoseBrand	Décor	17' Spandex Sail	day	\$125.00	28.57%	\$89.29
RoseBrand	Décor	Small Spandex Sail	day	\$50.00	28.57%	\$35.72
RoseBrand	Décor	8' Spandex Circle	day	\$125.00	28.57%	\$89.29
RoseBrand	Décor	8' Spandex Sock	day	\$80.00	28.57%	\$57.14
RoseBrand	Décor	10' Spandex Truss Sock	day	\$25.00	28.57%	\$17.86
Sachtler	Tripod	Camera Tripod	day	\$125.00	28.57%	\$89.29
Sanyo	Projector	XGA Video/Data Projector 2000 ANSI Lumens	day	\$100.00	28.57%	\$71.43
Sanyo	Projector	XGA Video/Data Projector 3000 ANSI Lumens	day	\$150.00	28.57%	\$107.15
Sanyo	Projector	XGA Video/Data Projector 5000 ANSI Lumens	day	\$250.00	28.57%	\$178.58
Sanyo	Projector	XGA Video/Data Projector 10000 ANSI Lumens	day	\$600.00	28.57%	\$428.58
Sanyo	Projector	WXGA 720P HD Video/Data Projector 5000 ANSI Lumens	day	\$300.00	28.57%	\$214.29
Sennheiser	Monitors	IEM 300-G2	day	\$75.00	28.57%	\$53.57
Sennheiser	Microphone	MD421	day	\$30.00	28.57%	\$21.43
Sharp	Video Display	32" CRT	day	\$75.00	28.57%	\$53.57
Shure	Microphone	SM57/58	day	\$10.00	28.57%	\$7.14
Shure	Microphone	Beta 56A / 57A / 58A / BG4.1	day	\$15.00	28.57%	\$10.71
Shure	Microphone	Beta 52	day	\$17.00	28.57%	\$12.14
Shure	Microphone	Beta 98	day	\$20.00	28.57%	\$14.29
Shure	Microphone	Beta 91	day	\$22.00	28.57%	\$15.71
Shure	Microphone	SM81, AKG C3000	day	\$30.00	28.57%	\$21.43
Shure	Microphone	KSM32	day	\$50.00	28.57%	\$35.72
Shure	Microphone	WL 183/184/185	day	\$8.00	28.57%	\$5.71
Shure	RF Microphones	Wireless Microphone System Shure UC / ULXP (UHF) Handheld or Lavalier Systems with Mic	day	\$50.00	28.57%	\$35.72
SLS	Speaker	LS8695	day	\$200.00	28.57%	\$142.86
Sony	Video Recorder	DSR-1500A DVCAM	day	\$350.00	28.57%	\$250.01
Sony	Video Recorder	VHS VCR	day	\$20.00	28.57%	\$14.29
Sony	AC/Battery	PVM-9L2 8" CRT (AC/Battery)	day	\$35.00	28.57%	\$25.00
Sony	AC/Battery	PVM-13L2 13" CRT (AC/Battery)	day	\$75.00	28.57%	\$53.57
Sony	Studio Camera	DXC-D30	day	\$350.00	28.57%	\$250.01

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Sony	Accessory	Studio Camera Accessory Sony CCU-M5	day	\$175.00	28.57%	\$125.00
Sony	Accessory	Studio Camera Accessory Sony CA-537	day	\$40.00	28.57%	\$28.57
Sony	Accessory	Studio Camera Accessory Sony DXF-50	day	\$25.00	28.57%	\$17.86
Sony	Accessory	Studio Camera Accessory 26 Pin, 50 Meter Cable	day	\$40.00	28.57%	\$28.57
Sony	Accessory	Studio Camera Accessory 26 Pin, 100 Meter Cable	day	\$80.00	28.57%	\$57.14
Sony	Scan Converter	1024HD	day	\$150.00	28.57%	\$107.15
Sony	Audio Deck	Tape Deck Standard	day	\$15.00	28.57%	\$10.71
Sony	Audio Deck	Tape Deck Dual	day	\$20.00	28.57%	\$14.29
Sony	Audio Deck	Single CD Player with Pitch Control	day	\$25.00	28.57%	\$17.86
Sony	Audio Deck	Dual CD Player with Pitch Control	day	\$45.00	28.57%	\$32.14
Sony	Audio Deck	CD-R	day	\$75.00	28.57%	\$53.57
Sony	Audio Deck	DAT Player/Recorder	day	\$50.00	28.57%	\$35.72
Sony, Canon	Studio Camera	Studio Camera Sony DXC-D30 ENG Package Includes: Sony DXC-D30 w/18x Lens Sony DXF-50 Sony CA-537 Sony CCU-M5 26 Pin, 50 Meter Cable Canon Remote Zoom Control Canon Remote Focus Control Camera Tripod Plate	day	\$525.00	28.57%	\$375.01
StageSound	Monitors	RAW215	day	\$40.00	28.57%	\$28.57
TC Electronics	Processing	M5000/2290	day	\$50.00	28.57%	\$35.72
Technics	Audio Deck	SL-1200 Turntable	day	\$25.00	28.57%	\$17.86
Thomas	Truss	30" Box (10 ft.) Truss Section	day	\$50.00	28.57%	\$35.72
Thomas	Lighting	Par 64/56 Aluminum Lighting Fixture	day	\$12.00	28.57%	\$8.57
Thomas	Lighting	Eight Light Crowd Blender Lighting Fixture	day	\$30.00	28.57%	\$21.43
Times Square	Spotlight	Follow Spot	day	\$25.00	28.57%	\$17.86
Ultimate	Rigging	Ultimate Support Stand	day	\$2.00	28.57%	\$1.43
Various	Direct Boxes	Passive Direct Boxes	day	\$7.50	28.57%	\$5.36
Various	Direct Boxes	Active Direct Boxes	day	\$15.00	28.57%	\$10.71
Various	Mic Stands	Microphone Stand	day	\$2.00	28.57%	\$1.43
Various	Mic Stands	Microphone Stand Choir Boom	day	\$10.00	28.57%	\$7.14
Various	Rigging	3/8" Wire Rope: (1' to 30')	day	\$2.00	28.57%	\$1.43
Various	Rigging	1/2" or 5/8" Shackle	day	\$1.00	28.57%	\$0.71
Various	Rigging	Round Slings (3' to 12')	day	\$2.00	28.57%	\$1.43
Various	Rigging	Block & Fall (45' lift)	day	\$25.00	28.57%	\$17.86
Various	Rigging	Wire Rope Ladder	day	\$30.00	28.57%	\$21.43
Various	Rigging	Ratchet Strap	day	\$5.00	28.57%	\$3.57

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Various	Lighting	Tripod Lighting System 4 Can Lighting System (w/Dimming) controller included with rental of 2 or more	day	\$35.00	28.57%	\$25.00
Vestax	Mixing Console	05/275 DJ Mixer	day	\$30.00	28.57%	\$21.43
Vizio	Video Display	32" LCD 16:9	day	\$100.00	28.57%	\$71.43
Wenger	Staging	Wenger Showmaster Stage 4'x8 per deck Height: 30" - 84" Adjustable Stage	day	\$45.00	28.57%	\$32.14
Wenger	Staging	Wenger Versalite Stage 4'x8' per deck Height: 12", 18", 24" - 42" Adjustable Stage	day	\$45.00	28.57%	\$32.14
Wenger	Staging	Stair Set for Stage	day	\$50.00	28.57%	\$35.72
Whirlwind	Pressbox	16-Channel Active Press Box	day	\$75.00	28.57%	\$53.57
Whirlwind	Pressbox	12-Channel Active Multi Box	day	\$60.00	28.57%	\$42.86
Whirlwind	Pressbox	12-Channel Passive Press Box	day	\$50.00	28.57%	\$35.72
Whirlwind	Audio Snake	48-Channel 3-Way ISO Split, 300'	day	\$200.00	28.57%	\$142.86
Whirlwind	Audio Snake	48-Channel 4-Way ISO Split, 300'	day	\$225.00	28.57%	\$160.72
Whirlwind	Audio Snake	8-Channel Drive Snake, 250'	day	\$50.00	28.57%	\$35.72
Whirlwind	Audio Snake	20-Channel Multicore Drive, 250'	day	\$100.00	28.57%	\$71.43
Yamaha	Mixing Console	6-Channel Powered Mixhead	day	\$30.00	28.57%	\$21.43
Yamaha	Mixing Console	8-Channel Powered Mixhead	day	\$40.00	28.57%	\$28.57
Yamaha	Mixing Console	12-Channel Powered Mixhead	day	\$45.00	28.57%	\$32.14
Yamaha	Mixing Console	PM3500, 48x8x2	day	\$450.00	28.57%	\$321.44
Yamaha	Mixing Console	PM3500M, 52x18	day	\$550.00	28.57%	\$392.87
Yamaha	Mixing Console	QL5	day	\$300.00	28.57%	\$214.29
Yamaha	Mixing Console	M7CL-48 ES	day	\$350.00	28.57%	\$250.01
Yamaha	Mixing Console	CL5	day	\$500.00	28.57%	\$357.15
Yamaha	Mixing Console	PM5D-RH	day	\$600.00	28.57%	\$428.58
Yamaha	Power Amplifier	P7000	day	\$30.00	28.57%	\$21.43
Yamaha	Power Amplifier	PC9501N	day	\$30.00	28.57%	\$21.43
Yamaha	Monitors	CM10	day	\$15.00	28.57%	\$10.71
Yamaha	Monitors	CM15	day	\$25.00	28.57%	\$17.86
Yamaha	Digital Snake	RIO 1608 Digital Snake 16x8	day	\$160.00	28.57%	\$114.29
Yamaha	Digital Snake	RIO 3224 Digital Snake 32x24	day	\$300.00	28.57%	\$214.29
Yamaha	Processing	SPX 990/SPX1000	day	\$35.00	28.57%	\$25.00
Yamaha	Processing	ProR3/REV 5	day	\$50.00	28.57%	\$35.72
Yamaha	Processing	REV 7/SPX 90/SPX 90-II	day	\$25.00	28.57%	\$17.86
	Rigging	Chain Fall (45' Lift)	day	\$25.00	28.57%	\$17.86
	Atmospheric	DF50 Hazer Fog Machine	day	\$75.00	28.57%	\$53.57

The following are package systems that span a variety of Event Needs and Scopes, the package prices do not include Technical Services Labor Charges.					
Category/Service	Type	Unit	Rate	Discount from List Price	
<b>Camera and Switcher System 1:</b> Composite/Component/VGA System with switching, routing, video playback & record, multi-station intercom system, cabling, and one 2/3" professional camera with professional tripod.	Video Capture	day	\$2,070.69	28.57%	\$ 1,479.09
<b>Camera and Switcher System 2:</b> Composite/Component/VGA System with switching, routing, video playback & record, multi-station intercom system, cabling, and two 2/3" professional cameras with professional tripods	Video Capture	day	\$3,230.81	28.57%	\$ 2,307.77

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<p><b>Camera and Switcher System 3:</b> Composite/Component/VGA System with switching, routing, video playback &amp; record, multi-station intercom system, cabling, and three 2/3" professional cameras with professional tripods</p>	<p>Video Capture</p>	<p>day</p>	<p>\$4,883.31</p>	<p>28.57%</p>	<p>\$ 3,488.15</p>
<p><b>Projection and Screen System 1:</b> Two ground supported 2,000 lumen LCD projectors and two ground supported 6'X8' fast fold screens with front and rear projection surfaces.</p>	<p>Video playback and recording with Imag.</p>	<p>day</p>	<p>\$1,308.51</p>	<p>28.57%</p>	<p>\$ 934.67</p>
<p><b>Projection and Screen System 2:</b> Two ground supported 5,000 lumen LCD projectors, two ground supported 9'X12' truss style screens with front or rear projection surfaces, and two 42" Plasma monitors.</p>	<p>Video playback and recording with Imag.</p>	<p>day</p>	<p>\$2,104.41</p>	<p>28.57%</p>	<p>\$ 1,503.18</p>

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<p><b>Projection and Screen System 3:</b> Two flown 10,000 lumen LCD projectors and two flown 15'X20' truss style screens with front or rear projection surfaces, two 58" Plasma monitors, and four 42" Plasma monitors.</p>	<p>Video playback and recording with Imag.</p>	<p>day</p>	<p>\$8,626.74</p>	<p>28.57%</p>	<p>\$ 6,162.08</p>
<p><b>Stage System 1:</b> One 32' x 16' stage with black skirting, handrail, and two stair sets. Available in various heights from 1'-0" to 3'-6".</p>	<p>Staging</p>	<p>day</p>	<p>\$1,807.64</p>	<p>28.57%</p>	<p>\$ 1,291.19</p>
<p><b>Stage System 2:</b> One 48' x 40' stage with black skirting, handrail, one 16' aluminum loading ramp, and two stair sets. Available in various heights from 2'-6" to 7'-0".</p>	<p>Staging</p>	<p>day</p>	<p>\$4,775.39</p>	<p>28.57%</p>	<p>\$ 3,411.06</p>
<p><b>Corporate/Special Event Lighting System 1:</b> Up to 80' of 1' box truss ground supported or flown with twenty ETC Source 4 leko units, eight conventional wash fixtures, twenty-four channels of dimming, twenty-four channel lighting console, and appropriate cabling.</p>	<p>Lighting</p>	<p>day</p>	<p>\$2,036.96</p>	<p>28.57%</p>	<p>\$ 1,455.00</p>



RFP #7058821JC Stage Sound Rental Rates

<p><b>Corporate/Special Event Lighting System 2:</b> Up to 160' of 1' box truss ground supported or flown with forty ETC Source 4 leko units, sixteen conventional wash fixtures, forty-eight channels of dimming, forty-eight channel lighting console, and appropriate cabling.</p>	<p>Lighting</p>	<p>day</p>	<p>\$4,208.82</p>	<p>28.57%</p>	<p>\$ 3,006.36</p>
<p><b>Concert Lighting System 1:</b> Sixty 1000W Par 64 on two ground supported or flown box trusses, 41' x 28' Backdrop, thirty-two channels of dimming, twenty-four channel lighting console, and appropriate cabling.</p>	<p>Concert lighting</p>	<p>day</p>	<p>\$2,300.01</p>	<p>28.57%</p>	<p>\$ 1,642.90</p>
<p><b>Concert Lighting System 2:</b> Ninety 1000W Par 64 on two ground supported or flown box trusses, four ACL bars, eight downstage ETC Source 4 lekos, two 8-lite Crowd Blinders, 41' x 28' Backdrop, forty-eight channels of dimming, forty-eight channel lighting console, one hazer unit, and appropriate cabling.</p>	<p>Concert lighting</p>	<p>day</p>	<p>\$3,434.51</p>	<p>28.57%</p>	<p>\$ 2,453.27</p>

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<p><b>Concert Lighting System 3:</b> One hundred twenty 1000W Par 64 on two ground supported or flown box trusses, four ACL bars, eight downstage ETC Source 4 lekos, four 8-lite Crowd Blinders, 41' x 28' Backdrop, ninety-six channels of dimming, ninety-six channel lighting console, two hazer units, one fog unit, and appropriate cabling.</p>	<p>Concert lighting</p>	<p>day</p>	<p>\$4,169.70</p>	<p>28.57%</p>	<p>\$ 2,978.42</p>
<p><b>Audio System 1:</b> Ground supported SLS Line Array with 4 double-18" subs, thirty-two channel analog FOH console, four passive monitor mixes on eight wedges, wired mic package, 32-channel snake, and appropriate cabling.</p>	<p>Event and Concert Audio</p>	<p>day</p>	<p>\$1,348.98</p>	<p>28.57%</p>	<p>\$ 963.58</p>

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<p><b>Audio System 2:</b> Ground supported or flown sixteen box QSC Line Array with 4 quad-18" subs, forty-channel analog FOH console, forty-channel analog monitor console, eight passive monitor mixes on eight wedges (including cue wedge), wired mic package, three-way-forty-eight-channel isolated splitter snake, and appropriate cabling.</p>	<p>Event and Concert Audio</p>	<p>day</p>	<p>\$2,832.86</p>	<p>28.57%</p>	<p>\$ 2,023.51</p>
<p><b>Audio System 3:</b> Flown thirty-two box QSC Line Array with 6 quad-18" subs, forty-eight-channel analog FOH console, forty-eight-channel analog monitor console, twelve bi-amplified monitor mixes on twelve wedges (including cue wedge), wired mic package, three-way-forty-eight-channel isolated splitter snake, and appropriate cabling.</p>	<p>Event and Concert Audio</p>	<p>day</p>	<p>\$3,507.35</p>	<p>28.57%</p>	<p>\$ 2,505.30</p>

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<p><b>Audio System 4:</b> Flown twenty-two box Nexo Line Array with 6 dual-18" subs, forty-eight-channel analog FOH console, forty-eight-channel analog monitor console, twelve bi-amplified monitor mixes on twelve wedges (including cue wedge), wired mic package, two-way-forty-eight-channel isolated splitter snake, and appropriate cabling.</p>	<p>Event and Concert Audio</p>	<p>day</p>	<p>\$4,620.26</p>	<p>28.57%</p>	<p>\$ 3,300.25</p>
<p><b>Audio System 5:</b> Flown twenty-box EAW 760 line array with 12 double-18" subs, forty-eight-channel analog FOH console, forty-eight-channel analog monitor console, twelve bi-amplified monitor mixes on twelve wedges (including cue wedge), EV MTL-4 drum sub, two four-way sidefills, wired mic package, four-way forty-eight-channel isolated splitter snake, and appropriate cabling.</p>	<p>Event and Concert Audio</p>	<p>day</p>	<p>\$4,620.26</p>	<p>28.57%</p>	<p>\$ 3,300.25</p>

RFP #7058821JC Stage Sound Rental Rates

Technical Services Labor Charges			
<b>Technical Director</b>		Per Hour	\$75.00/HR
<b>Audio A1 - Lead/Operator/Designer</b>	Audio Engineer	Per Hour	\$60.00/HR
<b>Audio A2 - System Tech/Operator</b>	Audio Engineer	Per Hour	\$45.00/HR
<b>Lighting L1 - Lead/Operator/Designer</b>	Lighting Designer	Per Hour	\$60.00/HR
<b>Lighting L2 - System Tech/Operator</b>	Lighting Technician	Per Hour	\$45.00/HR
<b>Video V1 - Lead/Operator/Designer</b>	Video Designer	Per Hour	\$60.00/HR
<b>Video V2 -System Tech/Operator</b>	Video Technician	Per Hour	\$45.00/HR
<b>Rigger R1 - Lead/Operator/Designer</b>	Head Rigger	Per Hour	\$60.00/HR
<b>Rigging R2 - System Tech/Operator</b>	Rigging Technician	Per Hour	\$45.00/HR
<b>Camera Operator</b>	Camera Operator	Per Hour	\$50.00/HR

The rental rates are full price for the first day and 1/2 the original price for each additional day. Half day prices are not available. A week price is based on three Package Systems pricing does not include Technical Services Labor Charges. Minimum billing \$500.00.



2240 Shenandoah Ave NW • Roanoke, VA 24017-6923  
 Phone: 800.778.9839 • Fax: 540.345.5158  
 vascupp@stagesound.com

# Quote

For: Virginia Commonwealth University  
 Procurement & Payment  
 P.O. Box 980616  
 Richmond, VA 23219

Date: Nov 10, 2016  
 Quote #: SAMPLE01  
 Delivery Lead Time: 20 Days  
 Terms: Net 30 Days

Contract #: VASCUPP Contract #12345678-90

Qty	Product #	Product Description	List Price	Contract Discount	Contract Price Each	Extended Total
8	Shure QLXD	Shure QLXD24/SM58, Handheld wireless mic SM58 Mic	\$999.00	26.00%	\$739.26	\$5,914.08
6	Bose L1	Bose Panaray MA12EX Modular Line Array speaker	\$1,090.00	35.00%	708.5	4251
10	Hitachi	Hitachi 3,200 Lm WXGA Projector	\$1,495.00	47.00%	\$792.35	\$7,923.50
		<b>VASCUPP Labor</b>				
2		System Design and Engineering	\$95.00		\$95.00	\$190.00
2		Technician / Installation	\$75.00		75	150
1		Programming	\$95.00		\$95.00	\$95.00
		SAMPLE				

Proposed by: Doug Thurman  
 Valid for 60 days

<b>Subtotal</b>	\$18,523.58
<b>Sales Tax</b>	\$0.00
<b>Total Due</b>	<b>\$18,523.58</b>



Stage Sound, Inc.  
2240 Shenandoah Ave  
Roanoke, VA 24017

January 12, 2017

Jackie Colbert  
Category Manager and Contracting Officer  
Procurement Services  
Virginia Commonwealth University  
912 West Grace Street, 5th floor  
P.O. Box 980327  
Richmond, VA 23298-0327

Jackie,

Thank you for the email concerning the Negotiation Questions for RFP #7058821JC VASCUPP Audio Visual Term Contract. Please see the attached answers in my response below. I am pleased to have this opportunity to continue the process with regards to this Term Contract and we pledge to give the highest quality of customer service should we be fortunate enough to be awarded a contract.

Doug Thurman  
Dir. Outside Sales and Marketing  
540-342-2040 x 121  
[dougt@stagesound.com](mailto:dougt@stagesound.com)



NEGOTIATION QUESTIONS FOR RFP #7058821JC  
VASCUPP Audio visual Term Contracts

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  No

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

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

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  No

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

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

Stage Sound 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?

Stage Sound agrees to the cooperative contract language specified in Section I, Purpose, Page 4.

4. Proposed Pricing:

- Is the pricing offered the most favorable pricing offered to any customer for the same volume at this particular time? What additional discounts or price breaks can be offered for this contract without changing any of the project approach and deliverables proposed?
- 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.

Stage Sound pricing meets or exceeds the most favorable pricing offered to any customer for the same volume at this particular time. During the contract term Stage Sound will provide additional discounts when made available by manufacturers. We will also allow for further discounts to be negotiated at the time of sale for quantity or volume purchases if appropriate.

Because Stage Sound agrees to meet or exceed the most favorable pricing offered to any customer a revised price list will not be necessary.





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.

Stage Sound agrees 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.

Doug Thurman, Dir. Outside Sales and Marketing  
Stage Sound, Inc.  
SWaM Certified, eVa Registered  
2240 Shenandoah Ave NW  
Roanoke, VA 24017  
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