



VCU

Procurement Services

CONTRACT RENEWAL

DATE: 5/22/2024

CONTRACT TITLE: Stage Sound Audio Visual Products & Maintenance

CONTRACT NO: C0002288

NEW START DATE: 7/1/2024

NEW END DATE: 6/30/2025

RENEWAL NUMBER: 1 of 6

CONTRACTOR: Stage Sound, Inc.

PRICING:

Select one of the options below.

- ☐ Pricing remains the same as the previous contract period.
- ☒ Attached is the revised pricing in accordance with the contract terms.

CERTIFICATE OF INSURANCE:

- ☒ 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 Virginia Commonwealth University as the "Additional Insured", citing the contractor's name and contract number, emailed to msmosley@vcu.edu or mailed to Virginia Commonwealth University Risk Management, P.O. Box 843040, Richmond, VA.

All other terms and conditions of C0002288 shall remain unchanged and in full force and effect.

RESPONSE:

Stage Sound, Inc.
Name of Firm

Signature

Name Printed

Jeffrey B Moore

Title

GM/VP-Sales

Date

06/04/24

Stage Sound Pricing VASCUPP RFP 7058821JC Contract # C0002288

	A	B	C	D	E	F
1						
2	Brand	Contract Discount				
3	Ace Backstage	22.00%				
4	Acoustics First	5.00%				
5	AJA	2.00%				
6	AKG Microphones	30.00%				
7	AKG Wireless Systems	20.00%				
8	AKG Accessories	10.00%				
9	Allen & Heath Avantis	15.00%				
10	Allen & Heath QU	22.00%				
11	Allen & Heath SQ	22.00%				
12	Allen & Heath GR	25.00%				
13	Allen & Heath GR Accessories	10.00%				
14	Allen & Heath ZED	20.00%				
15	Allen & Heath ME	25.00%				
16	Allen & Heath Mix Wizard	22.00%				
17	Allen & Heath GL2400	22.00%				
18	Allen & Heath CAT5 Reels	15.00%				
19	Allen & Heath D-Live S	12.00%				
20	Allen & Heath D-Live C	12.00%				
21	Allen & Heath Flight Cases	12.00%				
22	Allen & Heath Accessories	12.00%				
23	Altman	20.00%				
24	Altman Downlights	10.00%				
25	American DJ	18.00%				
26	Analog Way	10.00%				
27	Anchor Audio	10.00%				
28	Ashly	20.00%				
29	Atlas	20.00%				
30	Atlona	10.00%				
31	Audio Technica	12.00%				
32	Audix	20.00%				
33	Audix Accessories	10.00%				
34	Auralex Acoustics	5.00%				
35	Aurora Multimedia	10.00%				
36	AVFI	25.00%				
37	Aviom	22.00%				
38	Avolites	5.00%				

Stage Sound Pricing VASCUPP RFP 7058821JC Contract # C0002288

	A	B	C	D	E	F
39	Beyerdynamic	15.00%				
40	Biamp	10.00%				
41	Blackmagic Design	2.00%				
42	Bose Professional	25.00%				
43	Bose Portable L1 Pro/S1	10.00%				
44	Brightsign	2.00%				
45	BSS Professional	20.00%				
46	Cables to Go	20.00%				
47	CBI	10.00%				
48	Chauvet Lighting DJ	25.00%				
49	Chauvet Professional	20.00%				
50	Chauvet Accessories	10.00%				
51	Chief (Mounts)	10.00%				
52	Chief (Racks)	10.00%				
53	Clearsonic	10.00%				
54	Community Pro	25.00%				
55	Countryman	25.00%				
56	Crestron	25.00%				
57	Crown Power Amps	20.00%				
58	Crown xls Drivecore 2 Series	15.00%				
59	Da-Lite	20.00%				
60	Danley	20.00%				
61	DBX	20.00%				
62	Denon Pro	5.00%				
63	DPA	5.00%				
64	Draper	20.00%				
65	EAW	15.00%				
66	Elation	20.00%				
67	Elation Accessories	10.00%				
68	Elitecore Cables	15.00%				
69	Eminence	17.00%				
70	ETC	20.00%				
71	EV Pro	15.00%				
72	Exact Furniture	25.00%				
73	Extron	25.00%				
74	Focusrite	20.00%				
75	FSR	10.00%				
76	Fulcrum Acoustic	20.00%				

Stage Sound Pricing VASCUPP RFP 7058821JC Contract # C0002288

	A	B	C	D	E	F
77	Furman	20.00%				
78	Furman Parts/Accessories	15.00%				
79	Galaxy Audio	25.00%				
80	Gator	35.00%				
81	Genelec	13.00%				
82	Genelec Accessories	5.00%				
83	Global Truss	10.00%				
84	Goo Systems	5.00%				
85	Hosa	30.00%				
86	HSA Rolltops	10.00%				
87	InFocus	2.00%				
88	JBL Professional	27.00%				
89	K&M	20.00%				
90	KanexPro	10.00%				
91	Kramer	20.00%				
92	Lab Gruppen Professional	10.00%				
93	Lake	10.00%				
94	Lewitt	30.00%				
95	Lex Products	10.00%				
96	Lexicon	20.00%				
97	LG Commercial Displays	2.00%				
98	Liberty AV	24.00%				
99	Lightronics	10.00%				
100	Listen	15.00%				
101	Littlelite	20.00%				
102	Livemix	25.00%				
103	Lowell Manufacturing	25.00%				
104	LumaStream	15.00%				
105	MA Lighting	15.00%				
106	Mackie	10.00%				
107	Magewell	2.00%				
108	Manhasset Stands	10.00%				
109	Marshall Electronics	10.00%				
110	Martin Audio	20.00%				
111	Martin Lighting	10.00%				
112	Midas Professional	20.00%				
113	Midas M32 Family Product	2.00%				
114	Middle Atlantic	25.00%				

Stage Sound Pricing VASCUPP RFP 7058821JC Contract # C0002288

	A	B	C	D	E	F
115	Nexo Speakers/Power Amps	20.00%				
	Nexo					
116	Flyware/Accessories/Cabling	10.00%				
117	OSP Cases	15.00%				
118	Panasonic Projector Accessories	3.00%				
119	Panasonic Pro Displays/PTZ	6.00%				
	Panasonic Fix Install/Large Venue					
120	Projectors	20.00%				
121	Peavey	10.00%				
122	Planar Commercial Displays	8.00%				
	Poly Service Contracts/Video					
123	Conferencing Accessories	3.00%				
	Poly Realpresence Desktop					
124	Software	6.00%				
	Poly G7500, RealPresence, HDX					
125	Series Codex	10.00%				
126	Premier Mounts	10.00%				
127	Presonus	20.00%				
128	Prime Acoustics	10.00%				
129	Pro Intercom	10.00%				
130	PTZ Optics	8.00%				
131	QSC	15.00%				
132	QSC Q-Sys	3.00%				
133	RCF	25.00%				
134	Renkus-Heinz	20.00%				
135	Rolls	15.00%				
136	Samsung Commercial Displays	2.00%				
137	Sennheiser	20.00%				
138	Sennheiser Acc. & Parts	10.00%				
139	Sharp Commercial Displays	2.00%				
140	Shure	26.00%				
141	Shure Aecessories	10.00%				
142	Shure MXA	15.00%				
	Shure Axient Series					
143	ULXD,MX,ULX	15.00%				
144	Shure BLX, SE,SLX,SLXD,QLX	20.00%				
145	Shure STEM	5.00%				

Stage Sound Pricing VASCUPP RFP 7058821JC Contract # C0002288

	A	B	C	D	E	F
146	SKB	25.00%				
147	Soundcraft	20.00%				
148	Soundcraft Cards/Accessories	10.00%				
149	Strong Racks & Mounts	25.00%				
150	Symetrix	15.00%				
151	Tascam	5.00%				
152	Vaddio	10.00%				
153	Westone	20.00%				
154	WePresent	5.00%				
155	Whirlwind	15.00%				
156	Williams Sound	17.00%				
	Yamaha Pro Digital Consoles CL/QL/TF Accessories and					
157	Peripherals	20.00%				
	Yamaha Pro Analog Mixers/ Loudspeakers/Power					
158	Amps/Processing	25.00%				
159	Yamaha Rivage	5.00%				
	Audio and Lighting Products Not					
160	Listed	10.00%				
161	Video Products Not Listed	5.00%				
162	Design Engineer	\$100/Hr				
163	Project Manager	\$100/Hr				
164	Programmer	\$120/Hr				
165	Trainer	\$100/Hr				
166	Installation tech	\$84/Hr				
167	After hours service	\$126/Hr				
168	After Warranty Service	\$90/Hr				
169	Service Tech	\$84/Hr				
170	Consulting	\$135/Hr				
171						
172						
173	Brand	Product Description	Unit	List Price	Contract Discount	VASCUPP Price
174	AEI	Litron 16' Crank Lift	day	\$60.00	28.57%	\$42.86
175	AKG	170	day	\$15.00	28.57%	\$10.71
176	AKG	C414	day	\$65.00	28.57%	\$46.43

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	A	B	C	D	E	F
177	Allen & Heath	Mix Wizard, 16x2x1	day	\$75.00	28.57%	\$53.57
178	Altman	3 Cell CYC Light Lighting Fixture	day	\$25.00	28.57%	\$17.86
179	Altman	6" Fresnel Lighting Fixture	day	\$20.00	28.57%	\$14.29
180	Altman	MR-16 Zip Strip Lighting Fixture	day	\$25.00	28.57%	\$17.86
181	Altman	Q-Lite Lighting Fixture	day	\$10.00	28.57%	\$7.14
182	Altman	Single Cell CYC Light Lighting Fixture	day	\$15.00	28.57%	\$10.71
183	Altman	Star Par Lighting Fixture	day	\$10.00	28.57%	\$7.14
184	Altman	Luminator Follow Spot	day	\$35.00	28.57%	\$25.00
185	American DJ	DMX Strobe	day	\$25.00	28.57%	\$17.86
186	American DJ	Encore Burst 200	day	\$50.00	28.57%	\$35.72
187	American DJ	H20 DMX Pro, Chauvet Abyss 3.0	day	\$50.00	28.57%	\$35.72
188	Analog Way	Pulse 300	day	\$150.00	28.57%	\$107.15
189	Analog Way	Smart Matrix	day	\$100.00	28.57%	\$71.43
190	Antari	Antari Hazer Fog Machine	day	\$75.00	28.57%	\$53.57
191	Antari	Cold Flow Attachment for Fog Machine	day	\$150.00	28.57%	\$107.15
192	Antari	S-100II DMX Snow Machine	day	\$30.00	28.57%	\$21.43
193	Antari	ICE-101 Low Fog Machine	day	\$30.00	28.57%	\$21.43
194	Applied	16-Way Motor Controller/Power	day	\$200.00	28.57%	\$142.86
195	Applied	8-Way Motor Controller/Power	day	\$125.00	28.57%	\$89.29
196	Applied	12" Box (90 Degree Arc.) Truss Section	day	\$25.00	28.57%	\$17.86
197	Applied	12" 3 or 6-Way Corner Truss Section	day	\$10.00	28.57%	\$7.14
198	Applied	12" Box (10 ft.) Truss Section	day	\$30.00	28.57%	\$21.43
199	Applied	12" Box (5 ft.) Truss Section	day	\$15.00	28.57%	\$10.71
200	Applied	12" Box (8 ft.) Truss Section	day	\$30.00	28.57%	\$21.43
201	Applied	30" 4 Way Corner Truss Section	day	\$50.00	28.57%	\$35.72
202	Ashly	1502, Dual 15-Band EQ	day	\$25.00	28.57%	\$17.86
203	Ashly	3101, Single 31-Band EQ	day	\$25.00	28.57%	\$17.86
204	Ashly	3102, Dual 31-Band EQ	day	\$30.00	28.57%	\$21.43
205	Audix	ADX-51	day	\$15.00	28.57%	\$10.71
206	Audix	ADX M1280 Micro Condenser	day	\$20.00	28.57%	\$14.29
207	Aurora	1:4 HDMI Splitter	day	\$20.00	28.57%	\$14.29
208	Aurora	HDBaseT Receiver/Transmitter	day	\$15.00	28.57%	\$10.71
209	AVO	Pearl Expert Pro Lighting Console	day	\$750.00	28.57%	\$535.73
210	AVO	Sapphire 2000 Lighting Console	day	\$300.00	28.57%	\$214.29
211	AVO	Titan Touch Lighting Console	day	\$200.00	28.57%	\$142.86
212	Barco	9700XL	day	\$125.00	28.57%	\$89.29
213	Barco	ImagePRO	day	\$300.00	28.57%	\$214.29
214	Behringer	Behringer SD16 Digital Snake 16x8	day	\$50.00	28.57%	\$35.72

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	A	B	C	D	E	F
215	Behringer	X32 Producer	day	\$100.00	28.57%	\$71.43
216	Beyer	M88	day	\$25.00	28.57%	\$17.86
217	Black Magic Design	UpDownCross SDI Hub	day	\$20.00	28.57%	\$14.29
218	Black Magic Design	Analog-SDI	day	\$15.00	28.57%	\$10.71
219	Black Magic Design	HDMI-SDI	day	\$15.00	28.57%	\$10.71
220	Black Magic Design	SDI-Analog	day	\$15.00	28.57%	\$10.71
221	Black Magic Design	Micro SDI/HDMI BiDirectional	day	\$10.00	28.57%	\$7.14
222	Black Magic Design	SDI-HDMI	day	\$15.00	28.57%	\$10.71
223	Black Magic Design	URSA Broadcast Camera w Viewfinder	day	\$375.00	28.57%	\$267.86
224	Black Magic Design	Micro Studio Camera	day	\$50.00	28.57%	\$35.72
225	Black Magic Design	Hyperdeck SSD Recorder	day	\$50.00	28.57%	\$35.72
226	Black Magic Design	Atem 1 M/E Switcher	day	\$250.00	28.57%	\$178.58
227	Black Magic Design	Smartview 4K Monitor	day	\$50.00	28.57%	\$35.72
228	Brite-Lite	Brite-lite Module	day	\$20.00	28.57%	\$14.29
229	BSS	960, Dual 31-Band EQ	day	\$35.00	28.57%	\$25.00
230	Chauvet	Colorband Pix LED Strip Fixture	day	\$25.00	28.57%	\$17.86
231	Chauvet	Colordash LED Par H-12 IP Lighting Wash Fixture	day	\$40.00	28.57%	\$28.57
232	Chauvet	Colordash LED Intelligent Lighting Wash Fixture	day	\$20.00	28.57%	\$14.29
233	Chauvet	Freedom Par RGBA	day	\$20.00	28.57%	\$14.29
234	Chauvet	Mega Moon, DMF-10, Circus	day	\$25.00	28.57%	\$17.86
235	Chauvet	Rouge R3 Wash Fixture	day	\$100.00	28.57%	\$71.43
236	Chauvet	Scorpion Storm FX Laser	day	\$25.00	28.57%	\$17.86
237	Chauvet	Amhaze Stadium	day	\$75.00	28.57%	\$53.57
238	Chauvet	Vestuvio II LED Fogger	day	\$30.00	28.57%	\$21.43
239	CM Lodestar	CM 1/2-Ton Motor (60' Lift)	day	\$75.00	28.57%	\$53.57
240	CM Lodestar	CM 1/4-Ton Motor (60' Lift)	day	\$50.00	28.57%	\$35.72
241	CM Lodestar	CM 1-Ton Motor (60' Lift)	day	\$100.00	28.57%	\$71.43
242	Coffing	Beam Clamp	day	\$10.00	28.57%	\$7.14
243	Cosmic Truss	U-Torm Ladder Truss	day	\$20.00	28.57%	\$14.29
244	Crest	VS1500	day	\$30.00	28.57%	\$21.43
245	Crown	PCC160	day	\$25.00	28.57%	\$17.86
246	Custom	Exhibition/Booth/Press, Per Drop Power Distribution System	day	\$35.00	28.57%	\$25.00
247	Custom	Feeder, #2x5-Wire, Camlock Power Distribution System	day/FT	\$1.00	28.57%	\$0.71

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	A	B	C	D	E	F
248	Custom	Feeder, 2/0x5-Wire, Camlock Power Distribution System	day/FT	\$1.50	28.57%	\$1.07
249	Custom	Feeder, 4/0x5-Wire, Camlock Power Distribution System	day/FT	\$2.00	28.57%	\$1.43
250	Custom	Single Phase, 4-Pin/3-Pin/Edison Power Distribution System	day	\$100.00	28.57%	\$71.43
251	Custom	Three Phase, 4-Pin/3-Pin/Edison Power Distribution System	day	\$150.00	28.57%	\$107.15
252	DaLite	Tripod Screens 70" X 70"	day	\$25.00	28.57%	\$17.86
253	DaLite	Tripod Screens 96" X 72"	day	\$40.00	28.57%	\$28.57
254	Data Video	MP6000 DVD-R	day	\$45.00	28.57%	\$32.14
255	DBX	160 Compressor	day	\$25.00	28.57%	\$17.86
256	DBX	166/266 Compressor	day	\$20.00	28.57%	\$14.29
257	Decimator Design	MD-HX HDMI/SDI Convertor	day	\$50.00	28.57%	\$35.72
258	Decimator Design	MD-LX HDMI/SDI Convertor	day	\$25.00	28.57%	\$17.86
259	Draper	Easel with pad	day	\$25.00	28.57%	\$17.86
260	Draper	Easel without pad	day	\$15.00	28.57%	\$10.71
261	Draper	Stage Screen 9' x 16' Viewable Truss Style(16:9 Format)	day	\$500.00	28.57%	\$357.15
262	Draper	Stage Screen 15' x 24' Viewable Truss Style(16:10 Format)	day	\$750.00	28.57%	\$535.73
263	Draper	Standard Fast Fold Screen 10.5' X 14' Fast Fold	day	\$125.00	28.57%	\$89.29
264	Draper	Standard Fast Fold Screen 6' x 8' Fast Fold	day	\$75.00	28.57%	\$53.57
265	Draper	Standard Fast Fold Screen 9' X 12' Fast Fold	day	\$100.00	28.57%	\$71.43
266	Draper	Truss Style Screen 10.5' x 14' Viewable Truss Style	day	\$350.00	28.57%	\$250.01
267	Draper	Truss Style Screen 15' x 20' Viewable Truss Style	day	\$400.00	28.57%	\$285.72
268	Draper	Truss Style Screen 9' x 12' Viewable Truss Style	day	\$300.00	28.57%	\$214.29
269	Draper	Ultimate Fast Fold Screen 5' X 9' Fast Fold(16:9 Format)	day	\$150.00	28.57%	\$107.15
270	Draper	Ultimate Fast Fold Screen 7' X 12' Fast Fold(16:9 Format)	day	\$250.00	28.57%	\$178.58
271	Drawmer	DL201 Gate	day	\$25.00	28.57%	\$17.86
272	Drawmer	DL241 Compressor	day	\$25.00	28.57%	\$17.86

Stage Sound Pricing VASCUPP RFP 7058821JC Contract # C0002288

	A	B	C	D	E	F
273	EAW	EAW KF760	day	\$200.00	28.57%	\$142.86
274	EAW	EAW KF760/761 Flybar Module	day	\$200.00	28.57%	\$142.86
275	EAW	EAW KF761	day	\$200.00	28.57%	\$142.86
276	EAW	EAW KF850e	day	\$100.00	28.57%	\$71.43
277	EAW	EAW SB1002 Sub	day	\$125.00	28.57%	\$89.29
278	Elation	Rayzor 360z	day	\$75.00	28.57%	\$53.57
279	Elation	Protron Eclipse	day	\$150.00	28.57%	\$107.15
280	Electro Voice	ND408	day	\$10.00	28.57%	\$7.14
281	Electro Voice	ND468	day	\$10.00	28.57%	\$7.14
282	Electro Voice	PL10	day	\$15.00	28.57%	\$10.71
283	Electro Voice	PL20/RE20	day	\$40.00	28.57%	\$28.57
284	Electro Voice	MTL4 (4x18") Sub	day	\$100.00	28.57%	\$71.43
285	ETC	Sensor Rack (48x2.4kW)	day	\$250.00	28.57%	\$178.58
286	ETC	SmartPack Rack (48x1.2kW)	day	\$175.00	28.57%	\$125.00
287	ETC	Source Four (19,26,36,50 Degree) Lighting Fixture	day	\$22.00	28.57%	\$15.71
288	ETC	Source Four Barrel (5, 10, 90 Degree) Lighting Fixture	day	\$11.00	28.57%	\$7.86
289	ETC	Source Four Jr. (26 Degree) Lighting Fixture	day	\$15.00	28.57%	\$10.71
290	ETC	Express 48/96 DMX Lighting Console	day	\$155.00	28.57%	\$110.72
291	ETC	SmartFade 12/48 DMX Lighting Console	day	\$75.00	28.57%	\$53.57
292	ETC	SmartFade 24/96 DMX Lighting Console	day	\$90.00	28.57%	\$64.29
293	ETC	Single or Double Cheeseborough	day	\$5.00	28.57%	\$3.57
294	Eventide	H3000D/SE	day	\$75.00	28.57%	\$53.57
295	Extron Electronics	MVX84 VGA Matrix Switcher	day	\$100.00	28.57%	\$71.43
296	Flying Pig Systems	Whole Hog II Lighting Console	day	\$300.00	28.57%	\$214.29
297	Generic	16x4, 100'	day	\$20.00	28.57%	\$14.29
298	Generic	24x8, 100'	day	\$30.00	28.57%	\$21.43
299	Generic	6, 9, 12-Channel, 50'	day	\$15.00	28.57%	\$10.71
300	Generic	6, 9, 12-Channel, 75'	day	\$20.00	28.57%	\$14.29
301	Generic	AV Cart 54" w/ drape	day	\$10.00	28.57%	\$7.14
302	Generic	100' Microphone Cable	day	\$3.00	28.57%	\$2.14
303	Generic	25' Microphone Cable	day	\$2.00	28.57%	\$1.43
304	Generic	50' Microphone Cable	day	\$2.50	28.57%	\$1.79
305	Generic	Carpet (Red, Black, Grey)	Priced Per Event		28.57%	\$0.00
306	Generic	Plastic Rope and Stanchion per linear foot	day	\$1.00	28.57%	\$0.71
307	Generic	Red Velvet Rope and Stanchion per linear foot	day	\$5.00	28.57%	\$3.57

Stage Sound Pricing VASCUPP RFP 7058821JC Contract # C0002288

	A	B	C	D	E	F
308	Generic	Easel White Marker Board 4' X 5'	day	\$40.00	28.57%	\$28.57
309	Generic	Intercom Beltpack Station	day	\$7.50	28.57%	\$5.36
310	Generic	Intercom Blazon Call Beacons	day	\$10.00	28.57%	\$7.14
311	Generic	Intercom Dual Channel Beltpack Station	day	\$15.00	28.57%	\$10.71
312	Generic	Intercom Headset (Single or Dual Muff)	day	\$7.50	28.57%	\$5.36
313	Generic	Intercom One Channel Power Supply	day	\$10.00	28.57%	\$7.14
314	Generic	Intercom Telephone Handset	day	\$7.50	28.57%	\$5.36
315	Generic	Intercom Three Channel Power Supply	day	\$25.00	28.57%	\$17.86
316	Generic	Lectern in Plexi-glass	day	\$95.00	28.57%	\$67.86
317	Generic	Lectern in Wood	day	\$75.00	28.57%	\$53.57
318	Generic	16" Mirror Ball	day	\$15.00	28.57%	\$10.71
319	Generic	24" Mirror Ball	day	\$30.00	28.57%	\$21.43
320	Generic	Japanese Lantern, 12"-24"	day	\$10.00	28.57%	\$7.14
321	Generic	Japanese Lantern, 30-36"	day	\$15.00	28.57%	\$10.71
322	Generic	Octal Pin Spot Bank Lighting Fixture	day	\$15.00	28.57%	\$10.71
323	Generic	Oscillating Pin Spot	day	\$15.00	28.57%	\$10.71
324	Generic	Par 38 Lighting Fixture	day	\$10.00	28.57%	\$7.14
325	Generic	Pin Spot Lighting Fixture	day	\$2.50	28.57%	\$1.79
326	Generic	Quad Pin Spot Bank Lighting Fixture	day	\$10.00	28.57%	\$7.14
327	Generic	Single 48" Blacklight	day	\$15.00	28.57%	\$10.71
328	Generic	Street Light	day	\$25.00	28.57%	\$17.86
329	Generic	Swivelier Gooseneck	day	\$5.00	28.57%	\$3.57
330	Generic	Laser Pointer	day	\$10.00	28.57%	\$7.14
331	Generic	Power Point Extra Remote	day	\$5.00	28.57%	\$3.57
332	Generic	Power Point Power Presenter RF (100' range)	day	\$25.00	28.57%	\$17.86
333	Generic	Stereo 2or 3-Way Crossover	day	\$20.00	28.57%	\$14.29
334	Generic	10' Pipe & Base	day	\$15.00	28.57%	\$10.71
335	Generic	Saddle Sandbag (25lbs)	day	\$5.00	28.57%	\$3.57
336	Genie	Super Tower	day	\$100.00	28.57%	\$71.43
337	Global	16" Box (90 Degree Arc.) Truss Section	day	\$25.00	28.57%	\$17.86
338	Global	16" Box (8 ft.) Truss Section	day	\$30.00	28.57%	\$21.43
339	Global	12" Triangle (1m) Truss Section	day	\$20.00	28.57%	\$14.29
340	Global	12" Triangle (2m) Truss Section	day	\$30.00	28.57%	\$21.43
341	Global	12" Triangle (3m) Truss Section	day	\$40.00	28.57%	\$28.57
342	GLP	Impression X4 Bar 20	day	\$225.00	28.57%	\$160.72
343	Guardian	Horizontal Fall Arrest	day	\$50.00	28.57%	\$35.72
344	Guardian	Vertical Fall Arrest	day	\$50.00	28.57%	\$35.72

Stage Sound Pricing VASCUPP RFP 7058821JC Contract # C0002288

	A	B	C	D	E	F
345	HazeBase	Hazer Pro Fog Machine	day	\$125.00	28.57%	\$89.29
346	High End	F-100 Fog Machine	day	\$50.00	28.57%	\$35.72
347	High End	Studio Color 575 Intelligent Lighting Fixture	day	\$150.00	28.57%	\$107.15
348	High End	Studio Spot 575 CMY Intelligent Lighting Fixture	day	\$200.00	28.57%	\$142.86
349	Hitachi	HDMI/XGA Video/Data Projector 6500 ANSI Lumens	day	\$350.00	28.57%	\$250.01
350	IDX Systems	Studio Camera Accessory ID-200a Dual Channel Camera Power Supply	day	\$50.00	28.57%	\$35.72
351	Inline	Inline 3214 1x4 Composite	day	\$15.00	28.57%	\$10.71
352	JBL	SRX 712M	day	\$40.00	28.57%	\$28.57
353	JBL	SRX 828 Double 18" Sub	day	\$100.00	28.57%	\$71.43
354	JBL	VRX 932 Two Way Powered Line Array Loudspeaker	day	\$100.00	28.57%	\$71.43
355	JBL	644 Quad Gate	day	\$20.00	28.57%	\$14.29
356	Jensen	Ground Loop Isolator VBH-1BB	day	\$25.00	28.57%	\$17.86
357	Jensen	Ground Loop Isolator VBH-5BB	day	\$35.00	28.57%	\$25.00
358	JVC	DVD Player	day	\$20.00	28.57%	\$14.29
359	Kodak	Kodak Carousel	day	\$30.00	28.57%	\$21.43
360	Kramer Electronics	104LN 1x4 Composite	day	\$15.00	28.57%	\$10.71
361	Kramer Electronics	VM-1055 1x5 RGBHV	day	\$35.00	28.57%	\$25.00
362	Kramer Electronics	VP-10 1x10 RGBHV	day	\$50.00	28.57%	\$35.72
363	Kramer Electronics	VP-123 1x3 RGBHV	day	\$30.00	28.57%	\$21.43
364	Kramer Electronics	VP-400 1x4 VGA	day	\$20.00	28.57%	\$14.29
365	Kramer Electronics	VP-703-SC Scan Converter	day	\$65.00	28.57%	\$46.43
366	Kramer Electronics	VP-720DS Switcher/Scaler	day	\$80.00	28.57%	\$57.14
367	Lab Gruppen	10000-Q	day	\$125.00	28.57%	\$89.29
368	Lab Gruppen	fp6400	day	\$100.00	28.57%	\$71.43
369	Leviton	D4DMX (4x600W)	day	\$25.00	28.57%	\$17.86
370	Lexicon	LXP-15	day	\$35.00	28.57%	\$25.00
371	Lycian	1275 Follow Spot	day	\$175.00	28.57%	\$125.00
372	Lycian	Midget Follow Spot	day	\$35.00	28.57%	\$25.00
373	MA Lighting	GrandMA Compact XT	day	\$1,000.00	28.57%	\$714.30
374	Mackie	LZ1604,16x4x2	day	\$45.00	28.57%	\$32.14
375	Mackie	ProFX 12	day	\$25.00	28.57%	\$17.86
376	Mackie	ProFx 16	day	\$30.00	28.57%	\$21.43
377	Magenta Research	Receiver/Transmitter	day	\$15.00	28.57%	\$10.71
378	Manfrotto	Camera Tripod	day	\$50.00	28.57%	\$35.72

Stage Sound Pricing VASCUPP RFP 7058821JC Contract # C0002288

	A	B	C	D	E	F
379	Marshall	Studio Camera Accessory Marshall V-LCD70XP, 3GSDI Monitor w/ Noga CineArm	day	\$100.00	28.57%	\$71.43
380	Martin	Magnum 2000 Fog Machine	day	\$40.00	28.57%	\$28.57
381	Martin	Magnum 650 Fog Machine	day	\$20.00	28.57%	\$14.29
382	Martin	Magnum 850 Fog Machine	day	\$35.00	28.57%	\$25.00
383	Martin	2510 Controller for SCX 500	day	\$25.00	28.57%	\$17.86
384	Martin	Mac 700 Profile Intelligent Lighting Fixture	day	\$250.00	28.57%	\$178.58
385	Martin	Raptor	day	\$25.00	28.57%	\$17.86
386	Martin	SCX 500/Mania	day	\$35.00	28.57%	\$25.00
387	Martin Audio	Martin LE200	day	\$75.00	28.57%	\$53.57
388	MDG	Hazer Fog Machine	day	\$75.00	28.57%	\$53.57
389	Merlyn	S2/t (2x10", 1x1")	day	\$45.00	28.57%	\$32.14
390	Merlyn	S3 (2x15", 1x10", 1x1")	day	\$60.00	28.57%	\$42.86
391	Midas	DL 251 Head Amp	day	\$200.00	28.57%	\$142.86
392	Midas	Midas M32	day	\$200.00	28.57%	\$142.86
393	Midas	Midas Pro2	day	\$300.00	28.57%	\$214.29
394	Nexo	GEO S1210	day	\$150.00	28.57%	\$107.15
395	Nexo	GEO S1210/S1230 Flybar Module	day	\$125.00	28.57%	\$89.29
396	Nexo	GEO S1230	day	\$150.00	28.57%	\$107.15
397	Nexo	RS18 Sub	day	\$150.00	28.57%	\$107.15
398	Nexo	NXAmp 4x4	day	\$100.00	28.57%	\$71.43
399	NSI	(16x2.4kW)	day	\$80.00	28.57%	\$57.14
400	NSI	(32x2.4kW)	day	\$150.00	28.57%	\$107.15
401	NSI	(48x2.4kW)	day	\$250.00	28.57%	\$178.58
402	NSI	(96x2.4kW)	day	\$325.00	28.57%	\$232.15
403	NSI	6000 (4x1.2kW)	day	\$20.00	28.57%	\$14.29
404	Numark	1200 DJ Mixer	day	\$20.00	28.57%	\$14.29
405	Panasonic	Studio Camera Accessory 10 Pin, 10 Meter Cable	day	\$50.00	28.57%	\$35.72
406	Panasonic	Studio Camera Accessory 10 Pin, 90 Meter Cable	day	\$100.00	28.57%	\$71.43
407	Panasonic	Studio Camera Accessory Panasonic AG-EC4 CCU	day	\$200.00	28.57%	\$142.86
408	Panasonic	AJ-PX270	day	\$225.00	28.57%	\$160.72
409	Panasonic	AG-HMX370	day	\$400.00	28.57%	\$285.72
410	Panasonic	HMC-150(16:9 HD) Camera (SD Card)	day	\$150.00	28.57%	\$107.15

Stage Sound Pricing VASCUPP RFP 7058821JC Contract # C0002288

	A	B	C	D	E	F
411	Panasonic	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
412	Panasonic	PTZ Camera	day	\$500.00	28.57%	\$357.15
413	Panasonic	PTZ Controller	day	\$200.00	28.57%	\$142.86
414	Panasonic	42" Plasma 16:9	day	\$250.00	28.57%	\$178.58
415	Panasonic	58" Plasma 16:9	day	\$350.00	28.57%	\$250.01
416	Peavey	SP2	day	\$25.00	28.57%	\$17.86
417	Petes	8-Light Bar Lighting Fixture	day	\$10.00	28.57%	\$7.14
418	Phillips	3475 DVD-R	day	\$35.00	28.57%	\$25.00
419	Pioneer	DJ Coffin w/2-Turntable & Mixer	day	\$75.00	28.57%	\$53.57
420	Pioneer	DVD-V7400	day	\$50.00	28.57%	\$35.72
421	Pioneer	DVD-V8000	day	\$100.00	28.57%	\$71.43
422	QSC	PL 2.4MB	day	\$30.00	28.57%	\$21.43
423	QSC	PL224	day	\$30.00	28.57%	\$21.43
424	QSC	PL236	day	\$40.00	28.57%	\$28.57
425	QSC	PL380	day	\$100.00	28.57%	\$71.43
426	QSC	I282-H	day	\$35.00	28.57%	\$25.00
427	QSC	K10 Powered 2-Way	day	\$40.00	28.57%	\$28.57
428	QSC	K12 Powered 2-Way	day	\$50.00	28.57%	\$35.72
429	QSC	KW153 Powered 3 -Way	day	\$75.00	28.57%	\$53.57
430	QSC	KW181 Powered Sub	day	\$60.00	28.57%	\$42.86
431	QSC	QSC Wideline Large Flybar Module	day	\$125.00	28.57%	\$89.29
432	QSC	Wideline ISIS WL2102	day	\$150.00	28.57%	\$107.15
433	QSC	Wideline Small Flybar Module	day	\$100.00	28.57%	\$71.43
434	Ramlatch	30-Channel 2-Way Split, 150'	day	\$60.00	28.57%	\$42.86
435	Ramlatch	32-Channel 3-Way Split, 250'	day	\$70.00	28.57%	\$50.00
436	Renkus Heinz	TRX-82	day	\$35.00	28.57%	\$25.00
437	Robe	Robin Pointe Moving Head LED Beam Fixture	day	\$225.00	28.57%	\$160.72

Stage Sound Pricing VASCUPP RFP 7058821JC Contract # C0002288

	A	B	C	D	E	F
438	Roland	SDE 1000/SDE3000	day	\$30.00	28.57%	\$21.43
439	Roland	VC-1 Up, Down, Cross Scan Converter	day	\$20.00	28.57%	\$14.29
440	Roland	HDMI Video Switcher	day	\$75.00	28.57%	\$53.57
441	Roland	SDI Video Switcher	day	\$75.00	28.57%	\$53.57
442	RoseBrand	10' Spandex Truss Sock	day	\$25.00	28.57%	\$17.86
443	RoseBrand	12'x20' Backdrop	day	\$50.00	28.57%	\$35.72
444	RoseBrand	13' to 16' Tall Pipe and Drape per linear foot	day	\$9.00	28.57%	\$6.43
445	RoseBrand	17' Spandex Sail	day	\$125.00	28.57%	\$89.29
446	RoseBrand	28'x35' Backdrop	day	\$75.00	28.57%	\$53.57
447	RoseBrand	28'x41' Backdrop	day	\$90.00	28.57%	\$64.29
448	RoseBrand	3' to 4' Tall Pipe and Drape per linear foot	day	\$3.00	28.57%	\$2.14
449	RoseBrand	40'x16' Cyclorama Backdrop	day	\$75.00	28.57%	\$53.57
450	RoseBrand	40'x24' Cyclorama Backdrop	day	\$125.00	28.57%	\$89.29
451	RoseBrand	5' to 8' Tall Pipe and Drape per linear foot	day	\$5.00	28.57%	\$3.57
452	RoseBrand	8' Spandex Circle	day	\$125.00	28.57%	\$89.29
453	RoseBrand	8' Spandex Sock	day	\$80.00	28.57%	\$57.14
454	RoseBrand	9' to 12' Tall Pipe and Drape per linear foot	day	\$7.00	28.57%	\$5.00
455	RoseBrand	Small Spandex Sail	day	\$50.00	28.57%	\$35.72
456	RoseBrand	16" x 21' Truss Teaser	day	\$25.00	28.57%	\$17.86
457	RoseBrand	30" x 21' Truss Teaser	day	\$25.00	28.57%	\$17.86
458	Sachtler	Camera Tripod	day	\$125.00	28.57%	\$89.29
459	Sanyo	XGA Video/Data Projector 10000 ANSI Lumens	day	\$600.00	28.57%	\$428.58
460	Sanyo	XGA Video/Data Projector 2000 ANSI Lumens	day	\$100.00	28.57%	\$71.43
461	Sanyo	XGA Video/Data Projector 3000 ANSI Lumens	day	\$150.00	28.57%	\$107.15
462	Sanyo	XGA Video/Data Projector 5000 ANSI Lumens	day	\$250.00	28.57%	\$178.58
463	Sennheiser	MD421	day	\$30.00	28.57%	\$21.43
464	Sennheiser	IEM 300-G2	day	\$75.00	28.57%	\$53.57
465	Sennheiser	SR IEM G4	day	\$75.00	28.57%	\$53.57
466	Sharp	60" LCD	day	\$125.00	28.57%	\$89.29
467	Sharp	70" LCD	day	\$200.00	28.57%	\$142.86
468	Shure	Beta 52	day	\$17.00	28.57%	\$12.14
469	Shure	Beta 56A / 57A / 58A / BG4.1	day	\$15.00	28.57%	\$10.71
470	Shure	Beta 91	day	\$22.00	28.57%	\$15.71
471	Shure	Beta 98	day	\$20.00	28.57%	\$14.29

Stage Sound Pricing VASCUPP RFP 7058821JC Contract # C0002288

	A	B	C	D	E	F
472	Shure	KSM32	day	\$50.00	28.57%	\$35.72
473	Shure	MX 412/418	day	\$20.00	28.57%	\$14.29
474	Shure	SM57/58	day	\$10.00	28.57%	\$7.14
475	Shure	SM81, AKG C3000	day	\$30.00	28.57%	\$21.43
476	Shure	WL 183/184/185	day	\$8.00	28.57%	\$5.71
477	Shure	Wireless Microphone System Shure ULXP / QLXD (UHF) Handheld or Lavalier Systems with Mic	day	\$50.00	28.57%	\$35.72
478	SLS	LS8695	day	\$200.00	28.57%	\$142.86
479	Sony	PVM-13L2 13" CRT (AC/Battery)	day	\$75.00	28.57%	\$53.57
480	Sony	PVM-9L2 8" CRT (AC/Battery)	day	\$35.00	28.57%	\$25.00
481	Sony	Studio Camera Accessory 26 Pin, 100 Meter Cable	day	\$80.00	28.57%	\$57.14
482	Sony	Studio Camera Accessory 26 Pin, 50 Meter Cable	day	\$40.00	28.57%	\$28.57
483	Sony	Studio Camera Accessory Sony CA-537	day	\$40.00	28.57%	\$28.57
484	Sony	Studio Camera Accessory Sony CCU-M5	day	\$175.00	28.57%	\$125.00
485	Sony	Studio Camera Accessory Sony DXF-50	day	\$25.00	28.57%	\$17.86
486	Sony	CD-R	day	\$75.00	28.57%	\$53.57
487	Sony	DAT Player/Recorder	day	\$50.00	28.57%	\$35.72
488	Sony	Dual CD Player with Pitch Control	day	\$45.00	28.57%	\$32.14
489	Sony	Single CD Player with Pitch Control	day	\$25.00	28.57%	\$17.86
490	Sony	Tape Deck Dual	day	\$20.00	28.57%	\$14.29
491	Sony	Tape Deck Standard	day	\$15.00	28.57%	\$10.71
492	Sony	1024HD	day	\$150.00	28.57%	\$107.15
493	Sony	DXC-D30	day	\$350.00	28.57%	\$250.01
494	Sony	DSR-1500A DVCAM	day	\$350.00	28.57%	\$250.01
495	Sony	VHS VCR	day	\$20.00	28.57%	\$14.29

Stage Sound Pricing VASCUPP RFP 7058821JC Contract # C0002288

	A	B	C	D	E	F
496	Sony, Canon	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
497	StageSound	RAW215	day	\$40.00	28.57%	\$28.57
498	TC Electronics	M5000/2290	day	\$50.00	28.57%	\$35.72
499	Technics	SL-1200 Turntable	day	\$25.00	28.57%	\$17.86
500	Thomas	Eight Light Crowd Blinder Lighting Fixture	day	\$30.00	28.57%	\$21.43
501	Thomas	Par 64/56 Aluminum Lighting Fixture	day	\$12.00	28.57%	\$8.57
502	Thomas	30" Box (10 ft.) Truss Section	day	\$50.00	28.57%	\$35.72
503	Times Square	Follow Spot	day	\$25.00	28.57%	\$17.86
504	Ultimate	Ultimate Support Stand	day	\$2.00	28.57%	\$1.43
505	Various	Active Direct Boxes	day	\$15.00	28.57%	\$10.71
506	Various	Passive Direct Boxes	day	\$7.50	28.57%	\$5.36
507	Various	Tripod Lighting System 4 Can Lighting System (w/Dimming) controller included with rental of 2 or more	day	\$35.00	28.57%	\$25.00
508	Various	Microphone Stand	day	\$2.00	28.57%	\$1.43
509	Various	Microphone Stand Choir Boom	day	\$10.00	28.57%	\$7.14
510	Various	1/2" or 5/8" Shackle	day	\$1.00	28.57%	\$0.71
511	Various	3/8" Wire Rope: (1' to 30')	day	\$2.00	28.57%	\$1.43
512	Various	Block & Fall (45' lift)	day	\$25.00	28.57%	\$17.86
513	Various	Ratchet Strap	day	\$5.00	28.57%	\$3.57
514	Various	Round Slings (3' to 12')	day	\$2.00	28.57%	\$1.43
515	Various	Wire Rope Ladder	day	\$30.00	28.57%	\$21.43
516	Vestax	05/275 DJ Mixer	day	\$30.00	28.57%	\$21.43
517	Vizio	32" LCD 16:9	day	\$100.00	28.57%	\$71.43
518	Wenger	Stair Set for Stage	day	\$50.00	28.57%	\$35.72

Stage Sound Pricing VASCUPP RFP 7058821JC Contract # C0002288

	A	B	C	D	E	F
519	Wenger	Wenger Showmaster Stage 4'x8' per deck Height: 30" - 84" Adjustable Stage	day	\$45.00	28.57%	\$32.14
520	Wenger	Wenger Versalite Stage 4'x8' per deck Height: 12", 18", 24" - 42" Adjustable Stage	day	\$45.00	28.57%	\$32.14
521	Whirlwind	20-Channel Multicore Drive, 250'	day	\$100.00	28.57%	\$71.43
522	Whirlwind	48-Channel 3-Way ISO Split, 300'	day	\$200.00	28.57%	\$142.86
523	Whirlwind	48-Channel 4-Way ISO Split, 300'	day	\$225.00	28.57%	\$160.72
524	Whirlwind	8-Channel Drive Snake, 250'	day	\$50.00	28.57%	\$35.72
525	Whirlwind	12-Channel Active Multi Box	day	\$60.00	28.57%	\$42.86
526	Whirlwind	12-Channel Passive Press Box	day	\$50.00	28.57%	\$35.72
527	Whirlwind	16-Channel Active Press Box	day	\$75.00	28.57%	\$53.57
528	Yamaha	RIO 1608 Digital Snake 16x8	day	\$160.00	28.57%	\$114.29
529	Yamaha	RIO 3224 Digital Snake 32x24	day	\$300.00	28.57%	\$214.29
530	Yamaha	12-Channel Powered Mixhead	day	\$45.00	28.57%	\$32.14
531	Yamaha	6-Channel Powered Mixhead	day	\$30.00	28.57%	\$21.43
532	Yamaha	8-Channel Powered Mixhead	day	\$40.00	28.57%	\$28.57
533	Yamaha	CL5	day	\$500.00	28.57%	\$357.15
534	Yamaha	M7CL-48 ES	day	\$350.00	28.57%	\$250.01
535	Yamaha	PM3500, 48x8x2	day	\$450.00	28.57%	\$321.44
536	Yamaha	PM3500M, 52x18	day	\$550.00	28.57%	\$392.87
537	Yamaha	PM5D-RH	day	\$600.00	28.57%	\$428.58
538	Yamaha	CM10	day	\$15.00	28.57%	\$10.71
539	Yamaha	CM15	day	\$25.00	28.57%	\$17.86
540	Yamaha	IF2112/AS	day	\$75.00	28.57%	\$53.57
541	Yamaha	IF2205	day	\$20.00	28.57%	\$14.29
542	Yamaha	P7000	day	\$30.00	28.57%	\$21.43
543	Yamaha	PC9501N	day	\$30.00	28.57%	\$21.43
544	Yamaha	ProR3/REV 5	day	\$50.00	28.57%	\$35.72
545	Yamaha	REV 7/SPX 90/SPX 90-II	day	\$25.00	28.57%	\$17.86
546	Yamaha	SPX 990/SPX1000	day	\$35.00	28.57%	\$25.00
547		Chain Fall (45' Lift)	day	\$25.00	28.57%	\$17.86
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550	Technical Services Labor Charges					
551	Technical Director	Per Hour	\$90.00/HR			

Stage Sound Pricing VASCUPP RFP 7058821JC Contract # C0002288

	A	B	C	D	E	F
552	Production / Project Manager	Per Hour	\$90.00/HR			
553	System Designer	Per Hour	\$75.00/HR			
554	Audio A1 - Lead/Operator/Designer	Per Hour	\$75.00/HR			
555	Audio A2 - System Tech/Operator	Per Hour	\$60.00/HR			
556	Lighting L1 - Lead/Operator/Designer	Per Hour	\$75.00/HR			
557	Lighting L2 - System Tech/Operator	Per Hour	\$60.00/HR			
558	Video V1 - Lead/Operator/Designer	Per Hour	\$75.00/HR			
559	Video V2 -System Tech/Operator	Per Hour	\$60.00/HR			
560	Rigger R1 - Lead/Operator/Designer	Per Hour	\$75.00/HR			
561	Rigging R2 - System Tech/Operator	Per Hour	\$60.00/HR			
562	Stage Hand	Per Hour	\$55.00/HR			
563	Camera Operator	Per Hour	\$65.00/HR			
564	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 times the first day rental price. Package Systems pricing does not include Technical Services Labor Charges. Minimum billing \$500.00.					
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Stage Sound Pricing VASCUPP RFP 7058821JC Contract # C0002288

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VCU

Procurement Services

CONTRACT RENEWAL

DATE: 5/11/2023

CONTRACT TITLE: Audio Visual Products & Maintenance

CONTRACT NO: C0002288

NEW START DATE: 7/1/2023

NEW END DATE: 6/30/2024

RENEWAL NUMBER: 1 of 7

CONTRACTOR: Stage Sound Inc

PRICING:

Select one of the options below.

- ☐ Pricing remains the same as the previous contract period.
- ☒ Attached is the revised pricing in accordance with the contract terms.

PAYMENT METHOD:

VCU is migrating away from processing payments via paper check as much as possible. If you have not already done so, we strongly encourage the use of our electronic payment options.

For more information about costs and **to sign up**, please visit [Vendor Invoicing and Payment](#).

EARLY PAYMENT DISCOUNT (EPD):

Please check one of the below. If you will be paid Paymode-X Basic (ACH) or by check we strongly encourage you to select one of the options below. If you select "Other" below, please add a comment (e.g., 4.0% Net 15 / Net 30, enrolled in Virtual Card Program, etc.)

- ☐ 2.0% Net 15 / Net 30
- ☐ 1.5% Net 20 / Net 30
- ☐ 0.5% Net 25 / Net 30
- ☒ Other: Net 30

CERTIFICATE OF INSURANCE:

- ☒ 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 Virginia Commonwealth University as the "Additional Insured", citing the contractor's name and contract number, emailed to sbkessinger@vcu.edu or mailed to Virginia Commonwealth University Risk Management, P.O. Box 843040, Richmond, VA.

All other terms and conditions of C0002288 shall remain unchanged and in full force and effect.

RESPONSE:

Stage Sound Inc

Name of Firm

Signature

Jeff Moore

Name Printed

GM - VP of Sales

Title

5.22.2023

Date

MASTER SERVICES AGREEMENT

This MASTER SERVICES AGREEMENT ("MSA"), effective as of the last date executed ("Effective Date"), is between Virginia Commonwealth University, a corporation and an institution of higher education of the Commonwealth of Virginia, whose address is 912 West Grace Street, Richmond, VA 23298 ("VCU", or "University"), and Stage Sound, Inc., a corporation, with offices located at 2240 Shenandoah Ave, Roanoke, VA 24017, ("Stage Sound, Inc." or "Contractor"). VCU and Stage Sound, Inc. are sometimes referred to individually as a "Party" and collectively as the "Parties."

WHEREAS, VCU issued a Request For Proposals to solicit proposals for Audio Visual Products, Service & Maintenance, RFP #146784801JL issued November 19, 2021 (the RFP); and

WHEREAS, VENDOR Stage Sound, Inc. submitted its proposal dated December 15, 2021, (the "Proposal") wherein it wished to be considered, inter alia, for the Audio-Visual Products, Service & Maintenance as more fully specified therein (the "Services"); and

WHEREAS, VCU considered all proposals submitted, including Stage Sound, Inc.'s Proposal, and VCU now desires to award to Stage Sound, Inc., as set forth in greater detail below; and

WHEREAS, Stage Sound, Inc. desires to perform the Audio-Visual Products, Service & Maintenance as set forth herein.

NOW THEREFORE, in consideration of the mutual promises set forth herein and for other good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, the Parties agree as follows:

- 1. CONTRACT DOCUMENTS.** The contract documents are integrated and shall consist of: (A) MSA, (B) Price List (C) Publicly Accessible Contract (PAC) Agreement, and (D) Scope of Work (SOW), Quote, or other similar ordering form (if applicable) (all of the foregoing, together, the "Contract"). Should a conflict arise among the foregoing documents, this MSA shall control.
- 2. SERVICES/GOODS.** Stage Sound, Inc. shall provide a broad range of audio visual, multi-media and related products, and on-site consultation, system design, installation, service and maintenance on the audio visual and multi-media products as more fully described below in this Contract.
- 3. TERM and RENEWAL OF CONTRACT:** This contract shall have a one (1) year initial term (the "Initial Term") and may be renewed by VCU upon mutual written agreement of authorized representatives of both Parties for seven (7) successive one (1) year period (the "Renewal Term") under the terms and conditions of this original Contract or as otherwise agreed in writing by the Parties at such time.
- 4. FEES:** VCU shall pay Contractor a fee consistent with the attached Price List, and as set forth on the applicable Quote, SOW, or other similar ordering form, net 30 days for the Initial Term following receipt of a proper invoice, services rendered, or goods delivered, whichever is later pursuant to and in accordance with Code of Virginia §§ 2.2-4347 through 2.2-4354 known as the Virginia Prompt Payment Act. Should VCU choose to exercise its right to Renew, the fee shall remain fixed during the Renewal Term. Thereafter, VCU shall pay any additional fees or payments due in accordance with this Section 4. Any payment terms requiring payment in less than 30 days will be regarded as requiring payment 30 days after receipt of invoice or delivery, whichever occurs last. This shall not affect offers of early payment discounts for payment in less than 30 days, however. Fees appearing to be incorrect will be researched and challenged,

and that portion of the invoice held in abeyance until a settlement can be reached. Interest on past due amounts accrues at the rate permitted by Code of Virginia §§ 2.2-4347 through 2.2-4354 known as the Virginia Prompt Payment Act. Contractors may enter invoices into the RealSource Vendor Portal, or Contractors may mail an invoice to the Digital Mailroom, VCU's third party payment provider. The address for submission of invoice to the Digital Mailroom is Accounts Payable, Box 398, Scranton, PA 18505.

5. **CONTRACTOR RESPONSIBILITIES.** The Contractor will provide audio visual, multi-media, and related products, services and maintenance. The Contractor will provide access to every audio visual, multimedia and all related products and services that the company sells through this Contract. Audio visual products and services added to the Contractor product mix after the award of this Contract may be incorporated into the Contract. The Contractor will 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. The Contractor will be able to install, maintain and service all products supplied in a professional manner while providing excellent customer service. 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. The Contractor will perform all services needed for successful Design, Project Management, Installation/Integration, Commissioning and Closeout Standards. The Contractor will 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. When necessary or as requested by University, the Contractor will provide professional on-site consultation, system design, installation, service and maintenance on the audio visual and multi-media products.

6. **GENERAL TERMS AND CONDITIONS**

- A. **APPLICABLE LAW AND COURTS:** This Contract shall be construed, governed, and interpreted pursuant to the laws of the Commonwealth of Virginia without regard to choice of law principles. The Parties agree that all disputes arising under this Contract shall be brought in the state or federal courts located in Richmond, Virginia. To the extent any provision of the Contract is prohibited by Virginia law, or is otherwise not authorized by Virginia law, due to VCU's status as an agency of the Commonwealth of Virginia, such provision is null and void. Each party shall be responsible for its own legal fees and costs unless otherwise ordered by a court of law.
- B. **ARBITRATION:** Neither Party shall be compelled to arbitrate any matter or otherwise be subject to any form of alternative dispute resolution, but may request and/or opt to participate in alternative dispute resolution in its sole discretion.
- C. **WAIVER OF CLAIMS:** Notwithstanding anything contained herein to the contrary, VCU is an agency of the Commonwealth of Virginia and as such, pursuant to Va. Code § 2.2-514, cannot waive or settle legal claims that VCU may have against another party nor may VCU bestow any right or obligation that is beyond the duly granted authority of the signatory to bestow or incur on behalf of the Commonwealth of Virginia.
- D. **ANTI-DISCRIMINATION:** Contractor certifies to the Commonwealth that it 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, 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. VCU 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.
- B. The Contractor will include the provisions of a. above in every subcontract or purchase order over \$10,000 so that the provisions will be binding upon each subcontractor or vendor who performs work relative to this RFP.
- E. IMMIGRATION REFORM AND CONTROL ACT OF 1986: Contractor certifies that it does 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. ANTITRUST: By entering into a contract, 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 this Contract.
- G. ASSIGNMENT OF CONTRACT: The Contract shall not be assignable by Contractor in whole or in part without the written consent of the University.
- H. TESTING AND INSPECTION: To the extent applicable, VCU reserves the right to conduct any testing/inspection it may deem advisable to assure goods and services conform to the

specifications/Contract.

I. TERMINATION OF CONTRACT:

1. Either Party may terminate this Contract if the other Party materially breaches this Contract and such breach is not cured within thirty (30) days after written notice to the breaching Party.
2. University reserves the right to term this Contract, in part or in whole, without penalty, upon sixty (60) days written notice to the Contractor.
3. Either Party may terminate this Contract after the initial twelve (12) months of this Contract upon sixty (60) days written notice to the other Party.

J. CHANGES TO THE CONTRACT: Changes may be made to the Contract:

1. The parties may agree to modify the scope of the Contract. An increase or decrease in the price of the Contract resulting from such modification shall be agreed by the parties as a part of their written Contract to modify the scope of the Contract.
2. The Purchasing Agency 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 the Purchasing Agency a credit for any savings.
3. Material, substantive modifications, changes, and amendments to the Contract must be in a writing executed by authorized representatives of each party.

K. NOTICE: All notices provided hereunder in regard to default, claims, actions, or similar events shall be in writing and delivered personally, or sent by registered or certified mail, return receipt requested, postage prepaid, to the respective party at the following addresses:

For VCU:

Director, Procurement Services
912 West Grace Street, 5th Floor
Richmond, Virginia 23298-0327

For Stage Sound, Inc.:

Reid C. Henion, President
2240 Shenandoah Ave
Roanoke, VA 24017

Any notice sent by any other means shall not be considered duly given or delivered unless the receiving party affirmatively acknowledges receipt. Notices with respect to any services and communications specifically for day-to-day servicing purposes shall be sent to the designated points of contact as specified by each Party.

L. TAXES: Contractor acknowledges all sales to the Commonwealth of Virginia are normally exempt from State sales tax. State sales and use tax certificates of exemption, Form ST-12, will be issued upon request. Deliveries against this Contract shall usually be free of Federal excise and transportation taxes. The Commonwealth's excise tax exemption registration number is 54-73-

0076K.

- M. **FAILURE TO DELIVER GOODS OR SERVICES:** 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.
- N. **SHIPPING:** Contractor shall ship all goods FOB destination at the actual freight rate based upon the actual weight of the goods to be shipped.
- O. **INSURANCE:** Contractor certifies it will have the following insurance coverages, and any insurance otherwise required by applicable law, throughout the entire term of the Contract, as well as renewal terms. 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*. Contractor further certifies all insurance coverage will be provided by insurance companies authorized by the Virginia State Corporation Commission to sell insurance in Virginia. 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.
 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. The Commonwealth of Virginia must be named as an additional insured and so endorsed on the policy.
 4. Automobile Liability - \$1,000,000 per occurrence. (applicable only if motor vehicle is to be used in performance of this Contract)
 5. Cyber Security Liability - \$5,000,000 (applicable as determined by the University)
- P. **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) includes 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 or vendor providing services under this Contract. 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.
- Q. **NONDISCRIMINATION:** As applicable, federal law requires compliance with the following:

1. 41 CFR § 60-1.4 Equal Opportunity Clause prohibiting discrimination on the basis of race, color, religion, sex, or national origin.
 2. 41 CFR 60-741.5(a) and 41 CFR 60-300.5(a). These regulations prohibit discrimination against qualified individuals on the basis of disability (60-741.5(a)) and protected veteran status (41 CFR 60-300.5(a)), and require affirmative action to employ and advance in employment qualified individuals with disabilities and qualified protected veterans.
- R. FERPA: To the extent that University provides to Contractor any identifiable student information, including student address, phone number and email address, the University hereby designates Contractor as a school official with a legitimate educational interest in using such student information, and Contractor agrees to use such information only for the purpose of fulfilling its obligations under this Contract. Contractor further agrees not to disclose any such student information to any individual other than the student except as required by applicable law, rule or regulation or court or governmental order or as authorized in writing by the University or the individual student. Contractor acknowledges that this protection of student information is necessary for the University's compliance with the Code of Virginia section 23.1-405(C) and the federal Family Educational Rights and Privacy Act (FERPA).
- S. CONFIDENTIAL INFORMATION: "Confidential Information" means all information of a party ("Disclosing party") disclosed or made available to the other party ("Receiving party") that (i) is clearly marked or identified as such at the time of disclosure or within a reasonable time thereafter; or (ii) should be reasonably known by the Receiving party to be confidential due to the nature of the information disclosed and the circumstances surrounding the disclosure. Confidential Information of VCU shall include, but not be limited to information about VCU personnel and students of VCU to the extent such information is not available to the public domain in accordance with the laws of the Commonwealth of Virginia and FERPA. Contractor shall use its reasonable efforts to prevent and protect Confidential Information from unauthorized use or disclosure, with at least the same degree of care that Contractor uses to protect its own confidential and proprietary information, but in no event less than a reasonable degree of care under the circumstances. Each Party will only disclose the other Party's Confidential Information to its employees, consultants, or subcontractors only on a need-to-know basis, provided that such employees or subcontractors are subject to confidentiality obligations no less restrictive than those contained herein. Upon the completion of the services and upon request of VCU, Contractor shall return all Confidential Information received in written format, including copies or reproductions or other media containing Confidential Information within seven (7) days of such request.
- T. VA FOIA: Nothing contained herein is intended to limit VCU's compliance with the Virginia Freedom of Information Act ("VFOIA"). For clarity, contracts and pricing between VCU and its vendors are not considered to be exempt from VFOIA requests.
- U. INDEMNIFICATION: Contractor agrees to indemnify, defend, and hold harmless VCU, the Commonwealth of Virginia, and their officers, employees and agents from any claim, damage, liability, injury, expense or loss, including defense costs and attorneys' fees, arising from Contractor's negligence under this Agreement. Accordingly, VCU shall promptly notify Contractor of any claim or action brought against VCU in connection with this Agreement. Upon such notification, and at the request and direction of VCU and/or the Office of the Attorney General, Contractor will immediately defend any such claim or action pursuant to the provisions and requirements of § 2.2-514 of the Code of Virginia.

- V. **LIMITATION OF LIABILITY:** Contractor shall be liable for the direct damages caused by the negligence of itself, its officers, employees, and agents in connection with this Contract or any goods, services, actions, or omissions relating to this Contract.
- W. **STATUTORY DAMAGES:** VCU is not authorized to waive damages granted or otherwise available by statute.
- X. **SOVEREIGN IMMUNITY:** VCU is an agency of the Commonwealth of Virginia and is afforded the protection of sovereign immunity under Virginia law. Any claims against VCU or the Commonwealth are subject to the requirements established under Virginia law for bringing such claims against VCU or the Commonwealth, including the Virginia Tort Claims Act (Va. Code §§ 8.01-195.1 et seq.) and other applicable statutes relating to claims against the Commonwealth or its agencies. Notwithstanding any other provision, nothing in this Contract shall be deemed to be or construed as a waiver of VCU's or the Commonwealth's sovereign immunity, or any other applicable requirements under Virginia law for bringing claims against VCU or the Commonwealth. The total cumulative liability of the University, its officers, employees, and agents in connection with this contract or in connection with any goods, services, actions or omissions relating to this contract, shall not under any circumstance exceed payment of the maximum purchase price.
- Y. **FORCE MAJEURE:** Neither Party will be responsible for any losses resulting from delay or failure in performance resulting from any cause beyond either Party's reasonable control, including without limitation, war, strikes or labor disputes, civil disturbances, fires, natural disasters, pandemics, including if VCU, in its sole discretion, must close a campus location or take other restrictive actions due to concerns related to the COVID-19 pandemic or acts of God. If the delay or failure in the performance of the Party claiming Force Majeure continues for thirty (30) days or more, then the Party not claiming Force Majeure may terminate this Agreement by written notice to the other Party without penalty. Any funds paid will be reimbursed pro rata based on Services not provided.
- Z. **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 University, its authorized agents, and/or State auditors shall have full access to and the right to examine any of said materials during said period.
- AA. **AVAILABILITY OF FUNDS:** It is understood and agreed between the parties herein that VCU shall be bound hereunder only to the extent the funds are appropriated, or otherwise made available, from the Virginia General Assembly or other funding source, or which funds may hereafter be provided for the purpose of this Contract.
- BB. **ADDITIONAL GOODS AND SERVICES:** The University may acquire other goods or services that the supplier provides than those specifically solicited. The University reserves the right, subject to mutual contract, for Contractor to provide additional goods and/or services under the same pricing, terms and conditions and to make modifications or enhancements to the existing goods and services. Such additional goods and services may include other products, components, accessories, subsystems, or related services newly introduced during the term of the Contract.
- CC. **REALSOURCE REGISTRATION:** This Contract shall result in a purchase order or purchase orders issued via VCU's source-to-pay platform, RealSource. Contractor shall register in RealSource upon award of contract. For information on registering, visit realsource.vcu.edu. Registration is free, and registered vendors shall have access to purchase order, invoice, and payment information.

Contractor is responsible for the security of its RealSource portal account, including restricting access to it, maintaining the confidentiality of login information, and taking any other actions necessary to protect the security of the Contractor's account. VCU will not be responsible for a third party's fraudulent collection of VCU payments due to the Contractor's failure to update or protect its account information. If this is a cooperative procurement, this clause shall apply to orders placed by VCU only.

DD. eVA REGISTRATION AND FEES: Contractor agrees to self-register with the Commonwealth of Virginia's electronic procurement system, eVA (information on eVA can be found at <http://www.eva.virginia.gov>), and agrees to maintain self-registered status for the duration of this Contract. The Commonwealth shall assess eVA transaction fees as specified below for each order resulting from this Contract. The Vendor Transaction Fee is:

1. DSBSD-certified Small Businesses: 1%, capped at \$500 per order.
2. Businesses that are not DSBSD-certified Small Businesses: 1%, capped at \$1,500 per order.

The specified Vendor Transaction Fee will be invoiced by the Commonwealth of Virginia Department of General Services, approximately 30 days after the corresponding purchase order is issued and the invoice is payable 30 days after the invoice date.

Contractor is responsible for the security of its eVA account, including restricting access to it, maintaining the confidentiality of login information, and taking any other actions necessary to protect the security of Contractor's account. VCU will not be responsible for a third party's fraudulent collection of VCU payments due to Contractor's failure to update or protect its account information.

7. SPECIAL TERMS AND CONDITIONS

- A. **ADVERTISING:** Contractor shall not state in any of its advertising or product literature that the University, the Commonwealth of Virginia, or any agency or institution of the Commonwealth has purchased or uses its products or services.
- B. **TRADEMARKS/LOGOS:** The University retains all rights, title and interest to its trademarks, logos and other intellectual property. Contractor shall first submit a request in writing to the VCU Division of University Relations prior to use of any VCU marks, name, or logos.
- C. **SPECIAL EDUCATIONAL OR PROMOTIONAL DISCOUNTS:** The Contractor shall extend any special educational or promotional sale prices or discounts immediately to University during the term of this Contract. Such notice shall also advise the duration of the specific sale or discount price.
- D. **PROMPT PAYMENT DISCOUNTS:** Virginia Commonwealth University will pay within 30 days after receipt and acceptance of an invoice. Offerors are encouraged to offer a prompt payment discount, in which Offeror provides a discount off the invoice total in exchange for VCU paying the invoice in fewer than 30 days. Offeror should describe such an offer at the bottom of their pricing proposal, indicating both A) the discount percentage offered and B) the net number of days in which payment would need to be made in order to achieve the discount.

- E. **EXTRA CHARGES NOT ALLOWED:** The Contract price shall reflect all fees to be incurred for the performance of the Contract, including all applicable freight and installation charges. Any additional fees that arise during the performance of the Contract shall only be paid if approved by the University prior to incurring such fees.
- F. **ADDITIONAL USERS OF CONTRACT:** It is the University's intent to allow for cooperative procurement. Accordingly, any public body, public or private health or educational institution, or any University-related foundation (Additional Users) may access this Agreement if authorized by Selected Firm.

To that end and if agreeable with the Contractor, upon written request from Additional Users the Contractor may allow access to the contract. Although the University desires to provide access on such contract to Additional Users, the Contractor is not required to provide such access. A Contractor's willingness to provide this access to Additional Users, will not be a consideration in awarding this contract. Although the Additional Users have access to any resulting contract, Additional Users are not bound to use the contract and any use of the contract is strictly optional.

If the Additional Users choose to access the contract and the Contractor agrees to such access, the terms and conditions of the contract will be in full force and effect as between the Additional Users and the Contractor. VCU will have no responsibility for the resolution of any contractual disputes, or for payment for services rendered which may arise from an Additional User accessing the contract. The Contractor understands and agrees that it shall not have any recourse against VCU with respect to any claim it may have against another Additional User that accessed this contract.

- G. **GRAMM-LEACH-BLILEY ACT:** The Contractor shall comply with the Act by implementing and maintaining appropriate safeguards to protect and prevent unauthorized release of student, faculty and staff nonpublic information. Nonpublic information is defined as social security numbers, or financial transactions, bank, credit, and tax information.
- H. **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 University with 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.
- I. **CRIMINAL BACKGROUND INVESTIGATION:** If Contractor employees and agents will be on the VCU campus, or have access to protected data as defined herein, Contractor must comply with the following: Contractor shall ensure that its employees, full-time or part-time, including newly hired, re-hired, seasonal, and/or temporary, who may have access to VCU confidential or proprietary information, or data about VCU personnel or students, have passed a criminal background check pursuant to the Code of Virginia, § 2.2-1201.1. Criminal background checks shall comply with the standards set forth in VCU's employment policies found at:

<http://www.policy.vcu.edu/sites/default/files/Criminal%20Conviction%20Investigations.pdf>

Specifically, Contractor shall ensure an investigation is conducted by a third-party vendor

utilizing courthouse records and national databases to obtain records within the past seven (7) years. Convictions related to drugs, violence and/or sexual behavior are generally considered job related due to the nature of the VCU environment and the need to provide reasonable levels of protection for students, patients, employees, visitors, and institutional resources.

- J. IDENTIFICATION CARDS: All Contractor employees authorized to work at VCU must obtain a VCU identification card. Information on obtaining a card is available at <http://vcucard.vcu.edu/>. Contractor's employees must wear their VCU identification when they are on VCU property.
- K. REPRESENTATIONS AND WARRANTIES: All representations and warranties made by University are made to the best of its knowledge at the time the representation or warranty is made. University will use its best efforts to comply with all conditions and restrictions on its accounts and the services provided hereunder.
- L. WARRANTY: All materials and equipment shall be fully guaranteed against defects in material and workmanship for a minimum period of one (1) year following date of delivery. Should any defect be noted by the owner, the University will notify the Contractor of such defect or non-conformance. Notification will state either (1) that the Contractor shall replace or correct, or (2) the University does not require replacement or correction, but an equitable adjustment to the contract price will be negotiated. If the Contractor is required to correct or replace, it shall be at no cost to the University and shall be subject to all provisions of this clause to the same extent as materials initially delivered. If the Contractor fails or refuses to replace or correct the deficiency, the University may have the materials corrected or replaced with similar items and charge the Contractor the costs occasioned thereby or obtain an equitable adjustment in the contract price
- M. SECTION 508 COMPLIANCE: All information technology which, pursuant to this Contract, is purchased or upgraded by or for the use of the University (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 below 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.
- N. NONVISUAL ACCESS TO TECHNOLOGY: All Technology shall comply with the following nonvisual access standards from the date of purchase or upgrade until the expiration of this Contract:
 - 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 University determines (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.

8. FEDERAL TERMS AND CONDITIONS

For Contracts funded by a U.S. Government grant or contract, the following provisions found in Appendix II of the Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards; Final Rule (2 CFR Part 200, et al) shall be incorporated and made a part of this Contract.

- A. Equal Employment Opportunity (E.O. 11246 as amended by E.O. 11375 and supplemented by 41 CFR part 60).
- B. For construction with Federal funds: the Davis-Bacon Act (40 U.S.C. 3141-3148) as supplemented by 29 CFR part 5
- C. Copeland "Anti-Kickback" Act (40 U.S.C. 3145 and 29 CFR part 3).
- D. Where applicable, the Contract Work Hours and Safety Standards Act (40 U.S.C. 3701-3708) as supplemented by 29 CFR part 5.
- E. For non-profit organizations and small business, patent rights will be governed by 37 CFR part 401, "Rights to Inventions Made by Non-Profit Organizations and Small Business Firms under Government Grants, Contracts and Cooperative Contracts."
- F. The Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251- 1387.), as amended.
- G. Mandatory standards and policies relating to energy efficiency contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act (42 U.S.C. 6201).
- H. When applicable, this Contract is subject to Debarment and Suspension (E.O.s 12549 and 12689) as provided in 2 CFR part 180.
- I. The BYRD Anti-Lobbying Amendment (31 U. S. C. 1352): awards of \$100,000.00 or more will file the required certification.
- J. This contractor and subcontractor shall abide by the requirements of 41 CFR 60-

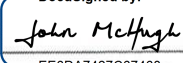
1.4(a), 60-300.5(a) and 60-741.5(a). These regulations prohibit discrimination against qualified individuals based on their status as protected veterans or individuals with disabilities, and prohibit discrimination against all individuals based on their race, color, religion, sex, sexual orientation, gender identity, national origin, and for inquiring about, discussing or disclosing compensation. Moreover, these regulations require that covered prime contractors and subcontractors take affirmative action to employ and advance in employment individuals without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability or veteran status.

9. INFORMATION SECURITY / DATA PRIVACY

- A. To the extent Contractor now or in the future accesses, collects, processes, stores, or transmits University Data as defined in the University's Data and Intellectual Property Protection Addendum (the "DPA"), the DPA shall apply. (See Exhibit A, DPA, attached and incorporated herein.)

IN WITNESS WHEREOF, the Parties have executed this Contract on the dates designated below.

VIRGINIA COMMONWEALTH UNIVERSITY

By: 
Name: John McHugh
Title: Director, Procurement Services
Date: 6/13/2022

STAGE SOUND, INC.

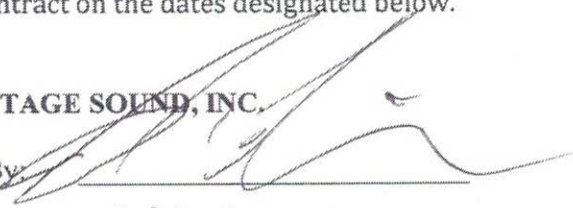
By: 
Name: Reid C. Henion
Title: President
Date: 5.23.2022

EXHIBIT A

Data and Intellectual Property Protection Addendum

1. Definitions

- a. "End User" means the individuals authorized by the University to access and use the Services provided by Contractor under this Addendum.
- b. "Personally Identifiable Information" includes but is not limited to: personal identifiers such as name, address, phone number, date of birth, Social Security number, and student or personnel identification number; "personal information" as defined in Virginia Code section 18.2-186.6 and/or any successor laws of the Commonwealth of Virginia; personally identifiable information contained in student education records as that term is defined in the Family Educational Rights and Privacy Act, 20 USC 1232g; "medical information" as defined in Virginia Code Section 32.1-127.1:05; "protected health information" as that term is defined in the Health Insurance Portability and Accountability Act, 45 CFR Part 160.103; nonpublic personal information as that term is defined in the Gramm-Leach-Bliley Financial Modernization Act of 1999, 15 USC 6809; credit and debit card numbers and/or access codes and other cardholder data and sensitive authentication data as those terms are defined in the Payment Card Industry Data Security Standards; other financial account numbers, access codes, driver's license numbers; and state- or federal-identification numbers such as passport, visa or state identity card numbers.
- c. "Securely Destroy" means taking actions that render data written on physical (e.g., hardcopy, microfiche, etc.) or electronic media unrecoverable by both ordinary and extraordinary means. These actions must meet or exceed those sections of the National Institute of Standards and Technology (NIST) SP 800-88 guidelines relevant to data categorized as high security.
- d. "Security Breach" means a security-relevant event in which the security of a system or procedure used to create, obtain, transmit, maintain, use, process, store or dispose of data is breached, and in which University Data is exposed to unauthorized disclosure, access, alteration, or use.
- e. "Services" means any goods or services acquired by the University from the Contractor.
- f. "University Data" includes all Personally Identifiable Information and other information that is not intentionally made generally available by the University on public websites or publications, including but not limited to business, administrative and financial data, intellectual property, and patient, student and personnel data.

2. Rights and License in and to the University Data

The parties agree that as between them, all rights including all intellectual property rights in and to University Data shall remain the exclusive property of the University, and Contractor has a limited, nonexclusive license to use these data as provided in this Addendum solely for the purpose of performing its obligations hereunder. This Addendum does not give a party any rights, implied or otherwise, to the other's data, content, or intellectual property, except as expressly stated in the Addendum.

3. Intellectual Property Disclosure/Rights

- a. Unless expressly agreed to the contrary in writing, all goods, products, materials, documents, reports, writings, video images, photographs or papers of any nature including software or computer images prepared by Contractor (or its subcontractors) for

the University will not be disclosed to any other person or entity without the written permission of the University.

- b. Contractor warrants to the University that the University will own all rights, title and interest in any intellectual property created for the University as part of the performance of this Addendum and will have full ownership and beneficial use thereof, free and clear of claims of any nature by any third party including, without limitation, copyright or patent infringement claims. Contractor agrees to assign and hereby assigns all rights, title, and interest in any and all intellectual property created for the University as part of the performance of this Addendum to the University, and will execute any future assignments or other documents needed for the University to document, register, or otherwise perfect such rights. Nothing in this section is, however, intended to or shall be construed to apply to existing intellectual property created or owned by the vendor that the University is licensing under this Addendum. For avoidance of doubt, the University asserts no intellectual property ownership under this clause to any pre-existing intellectual property of the vendor, and seeks ownership rights only to the extent Vendor is being engaged to develop certain intellectual property as part of its services for the University.
- c. Notwithstanding the foregoing, for research collaboration pursuant to subcontracts under sponsored research Addendums administered by the University's Office of Sponsored Programs, intellectual property rights will be governed by the terms of the grant or contract to the University to the extent such grant or contract requires intellectual property terms to apply to subcontractors.

4. Data Privacy

- a. Contractor will use University Data only for the purpose of fulfilling its duties under this Addendum and will not share such data with or disclose it to any third party without the prior written consent of the University, except as required by this Addendum or as otherwise required by law.
- b. University Data will not be stored outside the United States without prior written consent from the University.
- c. Contractor will provide access to University Data only to its employees and subcontractors who need to access the data to fulfill Contractor obligations under this Addendum. Contractor will ensure that employees who perform work under this Addendum have read, understood, and received appropriate instruction as to how to comply with the data protection provisions of this Addendum.
- d. The following provision applies only if Contractor will have access to the University's education records as defined under the Family Educational Rights and Privacy Act (FERPA): Contractor acknowledges that for the purposes of this Addendum 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 Contractor agrees to abide by the limitations and requirements imposed on school officials. Contractor will use the education records only for the purpose of fulfilling its duties under this Addendum for University's and its End User's benefit, and will not share such data with or disclose it to any third party except as provided for in this Addendum, required by law, or authorized in writing by the University.

5. Data Security

- a. Contractor will store and process University Data in accordance with commercial best practices, including appropriate administrative, physical, and technical safeguards, to secure such data from unauthorized access, disclosure, alteration, and use. Such

measures will be no less protective than those used to secure Contractor's own data of a similar type, and in no event less than reasonable in view of the type and nature of the data involved. Without limiting the foregoing, Contractor warrants that all electronic University Data will be encrypted in transmission (including via web interface) in accordance with industry best practices commensurate to the sensitivity of the information; such as controls outlined in the Moderate or High control baselines in the latest version of National Institute of Standards and Technology Special Publication 800-53.

- b. If Contractor stores Personally Identifiable Information as part of this Addendum, Contractor warrants that the information will be stored in accordance with industry best practices commensurate to the sensitivity of the information; such as controls outlined in the Moderate or High control baselines in the latest version of National Institute of Standards and Technology Special Publication 800-53.
- c. Contractor will use industry-standard and up-to-date security tools and technologies such as anti-virus protections and intrusion detection methods in providing Services under this Addendum.

6. Employee Background Checks and Qualifications

Contractor shall ensure that its employees, full-time or part-time, including newly hired, re-hired, seasonal, and/or temporary, who may have access to VCU confidential and/or proprietary information, and/or data about VCU personnel and/or students, have passed a criminal background check pursuant to the Code of Virginia, §2.2-1201.1. Criminal background checks shall comply with the standards set forth in VCU's employment policies:

<http://www.policy.vcu.edu/sites/default/files/Criminal%20Conviction%20Investigations.pdf>

Individuals with failed background checks shall not participate in the performance of this Addendum and must undergo additional evaluation before access to information is provided. Contractor shall maintain records sufficient to document the completion of required criminal background checks. The University reserves the right in its sole discretion to perform audits of Contractor's compliance at the University's expense to ensure compliance with this term. Contractor shall reasonably cooperate in the performance of such audits. Contractor's obligation to maintain records documenting completion of criminal background checks shall survive the termination of this Addendum for a period of seven (7) years.

7. Data Authenticity and Integrity

Contractor will take reasonable measures, including audit trails, to protect University Data against deterioration or degradation of data quality and authenticity. Contractor will be responsible under the terms of this Addendum, unless otherwise specified elsewhere in this Addendum, for converting and migrating electronic data as often as necessary so that information is not lost due to hardware, software, or media obsolescence or deterioration.

8. Security Breach

- a. Response. Upon becoming aware of a Security Breach, or of circumstances that are reasonably understood to suggest a likely Security Breach, Contractor will timely notify the University consistent with applicable state or federal laws, fully investigate the incident, and cooperate fully with the University's investigation of and response to the incident. Except as otherwise required by law, Contractor will not provide notice of the incident directly to individuals whose Personally Identifiable Information was involved, regulatory agencies, or other entities, without prior written permission from the University.

b. Liability.

- 1) If Contractor must under this Addendum create, obtain, transmit, use, maintain, process, or dispose of the subset of University Data known as Personally Identifiable Information, the following provisions apply. In addition to any other remedies available to the University under law or equity, Contractor will reimburse the University in full for all costs incurred by the University in investigation and remediation of any Security Breach caused by Contractor, including but not limited to providing notification to individuals whose Personally Identifiable Information was compromised and to regulatory agencies or other entities as required by law or contract; providing one year's credit monitoring to the affected individuals if the Personally Identifiable Information exposed during the breach could be used to commit financial identity theft; and the payment of legal fees, audit costs, fines, and other fees imposed by regulatory agencies or contracting partners as a result of the Security Breach.
- 2) If Contractor will NOT under this Addendum create, obtain, transmit, use, maintain, process, or dispose of the subset of University Data known as Personally Identifiable Information, the following provisions apply. In addition to any other remedies available to the University under law or equity, Contractor will reimburse the University in full for all costs reasonably incurred by the University in investigation and remediation of any Security Breach caused by Contractor.

9. Response to Legal Orders, Demands or Requests for Data

- a. Except as otherwise expressly prohibited by law, Contractor will:
 - immediately notify the University of any subpoenas, warrants, or other legal orders, demands or requests received by Contractor seeking University Data;
 - consult with the University regarding its response;
 - cooperate with the University's reasonable requests in connection with efforts by the University to intervene and quash or modify the legal order, demand or request; and
 - upon the University's request, provide the University with a copy of its response.
- b. If the University receives a subpoena, warrant, or other legal order, demand (including request pursuant to the Virginia Freedom of Information Act) or request seeking University Data maintained by Contractor, the University will promptly provide a copy to Contractor. Contractor will promptly supply the University with copies of data required for the University to respond, and will cooperate with the University's reasonable requests in connection with its response.

10. Data Transfer Upon Termination or Expiration

- a. Upon termination or expiration of this Addendum, Contractor will ensure that all University Data are securely returned or destroyed as directed by the University in its sole discretion. Transfer to the University or a third party designated by the University shall occur within a reasonable period of time, and without significant interruption in service. Contractor shall ensure that such transfer/migration uses facilities and methods that are compatible with the relevant systems of the University or its transferee, and to the extent technologically feasible, that the University will have reasonable access to University Data during the transition. In the event that the University requests destruction of its data, Contractor agrees to Securely Destroy all data in its possession and in the possession of any subcontractors or agents to which Contractor might have

transferred University data. Contractor agrees to provide documentation of data destruction to the University.

- b. Contractor will notify the University of impending cessation of its business and any contingency plans. This includes immediate transfer of any previously escrowed assets and data and providing the University access to Contractor's facilities to remove and destroy University-owned assets and data. Contractor shall implement its exit plan and take all necessary actions to ensure a smooth transition of service with minimal disruption to the University. Contractor will also provide a full inventory and configuration of servers, routers, other hardware, and software involved in service delivery along with supporting documentation, indicating which if any of these are owned by or dedicated to the University. Contractor will work closely with its successor to ensure a successful transition to the new equipment, with minimal downtime and effect on the University, all such work to be coordinated and performed in advance of the formal, final transition date.

11. Audits

- a. The University reserves the right in its sole discretion to perform audits of Contractor at the University's expense to ensure compliance with the terms of this Addendum. Contractor shall reasonably cooperate in the performance of such audits. This provision applies to all agreements under which Contractor must create, obtain, transmit, use, maintain, process, or dispose of University Data.
- b. If Contractor must under this Addendum create, obtain, transmit, use, maintain, process, or dispose of the subset of University Data known as Personally Identifiable Information or financial or business data which has been identified to Contractor as having the potential to affect the accuracy of the University's financial statements, Contractor will at its expense conduct or have conducted at least annually a(n):
 - American Institute of CPAs Service Organization Controls (SOC 2) Type II audit, or other security audit with audit objectives deemed sufficient by the University, which attests the Contractor's security policies, procedures and controls;
 - vulnerability scan of Contractor's electronic systems and facilities that are used in any way to deliver electronic services under this Addendum; and
 - formal penetration test of Contractor's electronic systems and facilities that are used in any way to deliver electronic services under this Addendum.

Additionally, Contractor will provide the University upon request the results of the above audits, scans and tests, and will promptly modify its security measures as needed based on those results in order to meet its obligations under this Addendum. The University may require, at University expense, Contractor to perform additional audits and tests, the results of which will be provided promptly to the University.

12. Compliance

- a. Contractor will comply with all applicable laws and industry standards in performing services under this Addendum. Any Contractor personnel visiting the University's facilities will comply with all applicable University policies regarding access to, use of, and conduct within such facilities. The University will provide copies of such policies to Contractor upon request.
- b. Contractor warrants that the service it will provide to the University is fully compliant with relevant laws, regulations, and guidance that may be applicable to the service, such as: the Family Educational Rights and Privacy Act (FERPA), Health Insurance Portability and Accountability Act (HIPAA) and Health Information Technology for Economic and Clinical Health Act (HITECH), Gramm-Leach-Bliley Financial Modernization Act (GLB), Payment Card Industry Data Security Standards (PCI-DSS), Americans with

Disabilities Act (ADA), Federal Export Administration Regulations, and Defense Federal Acquisitions Regulations.

- c. If the Payment Card Industry Data Security Standards (PCI-DSS) are applicable to Contractor service provided to the University, Contractor will, upon written request, furnish proof of compliance with PCI-DSS within 10 business days of the request.
- d. Section 508 Compliance: All information technology which, pursuant to this Agreement, is purchased or upgraded by or for the use of the University (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 below 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*.
- e. Nonvisual Access to Technology: All Technology shall comply with the following nonvisual access standards from the date of purchase or upgrade until the expiration of this Agreement:
 - i. effective, interactive control and use of the Technology shall be readily achievable by nonvisual means;
 - ii. 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;
 - iii. nonvisual access technology shall be integrated into any networks used to share communications among employees, program participants or the public; and
 - iv. 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 University determines (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.

13. No End User agreements

In the event that Contractor enters into terms of use agreements or other agreements or understandings, whether electronic, click-through, verbal or in writing, with University employees or other End Users, such agreements shall be null, void and without effect, and the terms of this Addendum shall apply.

14. Survival

The Contractor's obligations under Section 10 shall survive termination of this Addendum until all University Data has been returned or securely destroyed.

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REQUEST FOR PROPOSALS #146784801JL

Equipment Price List

Brand	Contract Discount
Ace Backstage	25.00%
Acoustics First	5.00%
AJA	2.00%
AKG Microphones	30.00%
AKG Wireless Systems	20.00%
AKG Accessories	10.00%
Allen & Heath Avantis	15.00%
Allen & Heath QU	22.00%
Allen & Heath SQ	22.00%
Allen & Heath GR	25.00%
Allen & Heath GR Accessories	10.00%
Allen & Heath ZED	20.00%
Allen & Heath ME	25.00%
Allen & Heath Mix Wizard	22.00%
Allen & Heath GL2400	22.00%
Allen & Heath CAT5 Reels	15.00%
Allen & Heath D-Live S	12.00%
Allen & Heath D-Live C	12.00%
Allen & Heath Flight Cases	12.00%
Allen & Heath Accessories	12.00%
Altman	20.00%
Altman Downlights	10.00%
American DJ	18.00%
American Technical Furniture	25.00%
Analog Way	10.00%
Anchor Audio	10.00%
Ashly	20.00%
Atlas	20.00%
Atlona	10.00%
Attero Tech	10.00%
Audio Technica	12.00%
Audix	20.00%
Audix Accessories	10.00%
Auralex Acoustics	5.00%
Aurora Multimedia	10.00%

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AVFI	25.00%
Aviom	22.00%
Avolites	5.00%
Behringer X32 Pro Products	2.00%
Behringer MI Product	0.00%
Beyerdynamic	15.00%
Biamp	10.00%
Blackmagic Design	2.00%
Bose Professional	25.00%
Bose Portable L1 Pro/S1	10.00%
Brightsign	2.00%
BSS Professional	20.00%
Cables to Go	20.00%
CBI	10.00%
Chauvet Lighting DJ	25.00%
Chauvet Professional	20.00%
Chauvet Accessories	10.00%
Chief (Mounts)	25.00%
Chief (Racks)	25.00%
Clearsonic	10.00%
Community Pro	25.00%
Countryman	25.00%
Crestron	25.00%
Crown Power Amps	20.00%
Crown xls Drivecore 2 Series	15.00%
Da-Lite	20.00%
Danley	20.00%
DBX	20.00%
Denon Pro	5.00%
DPA	5.00%
Draper	20.00%
EAW	15.00%
Elation	20.00%
Elation Accessories	10.00%
Elitecore Cables	15.00%
Eminence	17.00%
ETC	20.00%
EV Pro	15.00%
Exact Furniture	25.00%
Extron	25.00%
Focusrite	20.00%
FSR	10.00%
Fulcrum Acoustic	25.00%
Furman	25.00%
Furman Parts/Accessories	15.00%
Galaxy Audio	25.00%

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Gator	35.00%
Genelec	13.00%
Genelec Accessories	5.00%
Global Truss	10.00%
Goo Systems	5.00%
Maxell Projectors	20.00%
Hosa	30.00%
HSA Rolltops	10.00%
InFocus	2.00%
JBL Professional	27.00%
K&M	20.00%
KanexPro	10.00%
Kramer	20.00%
Lab Gruppen Professional	10.00%
Lake	10.00%
Lewitt	30.00%
Lex Products	10.00%
Lexicon	20.00%
LG Commercial Displays	2.00%
Liberty AV	24.00%
Lightronics	10.00%
Listen	15.00%
Littlelite	20.00%
Livemix	25.00%
Lowell Manufacturing	25.00%
LumaStream	15.00%
MA Lighting	15.00%
Mackie	10.00%
Magewell	2.00%
Manhasset Stands	10.00%
Marshall Electronics	10.00%
Martin Audio	20.00%
Martin Lighting	10.00%
Midas Professional	20.00%
Midas M32 Family Product	2.00%
Middle Atlantic	25.00%
Nexo Speakers/Power Amps	20.00%
Nexo Flyware/Accessories/Cabling	10.00%
OSP Cases	20.00%
Panasonic Projector Accessories	3.00%
Panasonic Pro Displays/PTZ	6.00%
Panasonic Fix Install/Large Venue Projectors	20.00%
Peavey	10.00%

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Planar Commercial Displays	8.00%
Poly Service Contracts/Video Conferencing Accessories	3.00%
Poly Realpresence Desktop Software	6.00%
Poly G7500, RealPresence, HDX Series Codex	10.00%
Premier Mounts	10.00%
Presonus	20.00%
Prime Acoustics	10.00%
Pro Intercom	10.00%
PTZ Optics	8.00%
QSC	15.00%
QSC Q-SYS	10.00%
Rane	15.00%
RCF	25.00%
Renkus-Heinz	20.00%
Roland A/V Accessoires	10.00%
Roland Pro A/V	10.00%
Roland MI Electronics	15.00%
Rolls	15.00%
Samsung Commercial Displays	2.00%
Sennheiser	20.00%
Sennheiser Acc. & Parts	10.00%
Sharp Commercial Displays	2.00%
Shure	26.00%
Shure Aecessories	10.00%
Shure MXA	15.00%
Shure Axient Series ULXD,MX,ULX	15.00%
Shure BLX, SE,SLX,SLXD,QLX	20.00%
SKB	25.00%
Soundcraft	20.00%
Soundcraft Cards/Accessories	10.00%
Strong Racks & Mounts	25.00%
Symetrix	15.00%
Tascam	5.00%
Turbosound Pro	20.00%
Vaddio	10.00%
Westone	20.00%
WePresent	5.00%
Whirlwind	15.00%
Williams Sound	17.00%
Yamaha Pro Digital Consoles CL/QL/TF Accessories and Peripherals	20.00%

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Yamaha Pro Analog Mixers/ Loudspeakers/Power Amps/Processing	25.00%
Yamaha Rivage	5.00%
Audio and Lighting Products Not Listed	10.00%
Video Products Not Listed	5.00%
Design Engineer	\$100/Hr
Project Manager	\$100/Hr
Programmer	\$120/Hr
Trainer	\$100/Hr
Installation tech	\$84/Hr
After hours service	\$126/Hr
After Warranty Service	\$90/Hr
Service Tech	\$84/Hr
Consulting	\$135/Hr

Rental Equipment Pricing

Brand	Product Description	Unit	List Price	Contract Discount	VASCUP Price
AEI	Litron 16' Crank Lift	day	\$60.00	28.57%	\$42.86
AKG	170	day	\$15.00	28.57%	\$10.71
AKG	C414	day	\$65.00	28.57%	\$46.43
Allen & Heath	Mix Wizard, 16x2x1	day	\$75.00	28.57%	\$53.57
Altman	3 Cell CYC Light Lighting Fixture	day	\$25.00	28.57%	\$17.86
Altman	6" Fresnel Lighting Fixture	day	\$20.00	28.57%	\$14.29
Altman	MR-16 Zip Strip Lighting Fixture	day	\$25.00	28.57%	\$17.86
Altman	Q-Lite Lighting Fixture	day	\$10.00	28.57%	\$7.14
Altman	Single Cell CYC Light Lighting Fixture	day	\$15.00	28.57%	\$10.71
Altman	Star Par Lighting Fixture	day	\$10.00	28.57%	\$7.14
Altman	Luminator Follow Spot	day	\$35.00	28.57%	\$25.00
American DJ	DMX Strobe	day	\$25.00	28.57%	\$17.86
American DJ	Encore Burst 200	day	\$50.00	28.57%	\$35.72
American DJ	H20 DMX Pro, Chauvet Abyss 3.0	day	\$50.00	28.57%	\$35.72
Analog Way	Pulse 300	day	\$150.00	28.57%	\$107.15
Analog Way	Smart Matrix	day	\$100.00	28.57%	\$71.43
Antari	Antari Hazer Fog Machine	day	\$75.00	28.57%	\$53.57
Antari	Cold Flow Attachment for Fog Machine	day	\$150.00	28.57%	\$107.15
Antari	S-100II DMX Snow Machine	day	\$30.00	28.57%	\$21.43
Antari	ICE-101 Low Fog Machine	day	\$30.00	28.57%	\$21.43
Applied	16-Way Motor Controller/Power	day	\$200.00	28.57%	\$142.86
Applied	8-Way Motor Controller/Power	day	\$125.00	28.57%	\$89.29
Applied	12" Box (90 Degree Arc.) Truss Section	day	\$25.00	28.57%	\$17.86

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Applied	12" 3 or 6-Way Corner Truss Section	day	\$10.00	28.57%	\$7.14
Applied	12" Box (10 ft.) Truss Section	day	\$30.00	28.57%	\$21.43
Applied	12" Box (5 ft.) Truss Section	day	\$15.00	28.57%	\$10.71
Applied	12" Box (8 ft.) Truss Section	day	\$30.00	28.57%	\$21.43
Applied	30" 4 Way Corner Truss Section	day	\$50.00	28.57%	\$35.72
Ashly	1502, Dual 15-Band EQ	day	\$25.00	28.57%	\$17.86
Ashly	3101, Single 31-Band EQ	day	\$25.00	28.57%	\$17.86
Ashly	3102, Dual 31-Band EQ	day	\$30.00	28.57%	\$21.43
Audix	ADX-51	day	\$15.00	28.57%	\$10.71
Audix	ADX M1280 Micro Condenser	day	\$20.00	28.57%	\$14.29
Aurora	1:4 HDMI Splitter	day	\$20.00	28.57%	\$14.29
Aurora	HDBaseT Receiver/Transmitter	day	\$15.00	28.57%	\$10.71
AVO	Pearl Expert Pro Lighting Console	day	\$750.00	28.57%	\$535.73
AVO	Sapphire 2000 Lighting Console	day	\$300.00	28.57%	\$214.29
AVO	Titan Touch Lighting Console	day	\$200.00	28.57%	\$142.86
Barco	9700XL	day	\$125.00	28.57%	\$89.29
Barco	ImagePRO	day	\$300.00	28.57%	\$214.29
Behringer	Behringer SD16 Digital Snake 16x8	day	\$50.00	28.57%	\$35.72
Behringer	X32 Producer	day	\$100.00	28.57%	\$71.43
Beyer	M88	day	\$25.00	28.57%	\$17.86
Black Magic Design	UpDownCross SDI Hub	day	\$20.00	28.57%	\$14.29
Black Magic Design	Analog-SDI	day	\$15.00	28.57%	\$10.71
Black Magic Design	HDMI-SDI	day	\$15.00	28.57%	\$10.71
Black Magic Design	SDI-Analog	day	\$15.00	28.57%	\$10.71
Black Magic Design	Micro SDI/HDMI BiDirectional	day	\$10.00	28.57%	\$7.14
Black Magic Design	SDI-HDMI	day	\$15.00	28.57%	\$10.71
Black Magic Design	URSA Broadcast Camera w Viewfinder	day	\$375.00	28.57%	\$267.86
Black Magic Design	Micro Studio Camera	day	\$50.00	28.57%	\$35.72
Black Magic Design	Hyperdeck SSD Recorder	day	\$50.00	28.57%	\$35.72
Black Magic Design	Atem 1 M/E Switcher	day	\$250.00	28.57%	\$178.58
Black Magic Design	Smartview 4K Monitor	day	\$50.00	28.57%	\$35.72
Brite-Lite	Brite-lite Module	day	\$20.00	28.57%	\$14.29
BSS	960, Dual 31-Band EQ	day	\$35.00	28.57%	\$25.00
Chauvet	Colorband Pix LED Strip Fixture	day	\$25.00	28.57%	\$17.86

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Chauvet	Colordash LED Par H-12 IP Lighting Wash Fixture	day	\$40.00	28.57%	\$28.57
Chauvet	Colordash LED Intelligent Lighting Wash Fixture	day	\$20.00	28.57%	\$14.29
Chauvet	Freedom Par RGBA	day	\$20.00	28.57%	\$14.29
Chauvet	Mega Moon, DMF-10, Circus	day	\$25.00	28.57%	\$17.86
Chauvet	Rouge R3 Wash Fixture	day	\$100.00	28.57%	\$71.43
Chauvet	Scorpion Storm FX Laser	day	\$25.00	28.57%	\$17.86
Chauvet	Amhaze Stadium	day	\$75.00	28.57%	\$53.57
Chauvet	Vestuvio II LED Fogger	day	\$30.00	28.57%	\$21.43
CM Lodestar	CM 1/2-Ton Motor (60' Lift)	day	\$75.00	28.57%	\$53.57
CM Lodestar	CM 1/4-Ton Motor (60' Lift)	day	\$50.00	28.57%	\$35.72
CM Lodestar	CM 1-Ton Motor (60' Lift)	day	\$100.00	28.57%	\$71.43
Coffing	Beam Clamp	day	\$10.00	28.57%	\$7.14
Cosmic Truss	U-Torm Ladder Truss	day	\$20.00	28.57%	\$14.29
Crest	VS1500	day	\$30.00	28.57%	\$21.43
Crown	PCC160	day	\$25.00	28.57%	\$17.86
Custom	Exhibition/Booth/Press, Per Drop Power Distribution System	day	\$35.00	28.57%	\$25.00
Custom	Feeder, #2x5-Wire, Camlock Power Distribution System	day/FT	\$1.00	28.57%	\$0.71
Custom	Feeder, 2/0x5-Wire, Camlock Power Distribution System	day/FT	\$1.50	28.57%	\$1.07
Custom	Feeder, 4/0x5-Wire, Camlock Power Distribution System	day/FT	\$2.00	28.57%	\$1.43
Custom	Single Phase, 4-Pin/3-Pin/Edison Power Distribution System	day	\$100.00	28.57%	\$71.43
Custom	Three Phase, 4-Pin/3-Pin/Edison Power Distribution System	day	\$150.00	28.57%	\$107.15
DaLite	Tripod Screens 70" X 70"	day	\$25.00	28.57%	\$17.86
DaLite	Tripod Screens 96" X 72"	day	\$40.00	28.57%	\$28.57
Data Video	MP6000 DVD-R	day	\$45.00	28.57%	\$32.14
DBX	160 Compressor	day	\$25.00	28.57%	\$17.86
DBX	166/266 Compressor	day	\$20.00	28.57%	\$14.29
Decimator Design	MD-HX HDMI/SDI Convertor	day	\$50.00	28.57%	\$35.72
Decimator Design	MD-LX HDMI/SDI Convertor	day	\$25.00	28.57%	\$17.86
Draper	Easel with pad	day	\$25.00	28.57%	\$17.86
Draper	Easel without pad	day	\$15.00	28.57%	\$10.71
Draper	Stage Screen 9' x 16' Viewable Truss Style(16:9 Format)	day	\$500.00	28.57%	\$357.15
Draper	Stage Screen 15' x 24' Viewable Truss Style(16:10 Format)	day	\$750.00	28.57%	\$535.73
Draper	Standard Fast Fold Screen 10.5' X 14' Fast Fold	day	\$125.00	28.57%	\$89.29
Draper	Standard Fast Fold Screen 6' x 8' Fast Fold	day	\$75.00	28.57%	\$53.57

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Draper	Standard Fast Fold Screen 9' X 12' Fast Fold	day	\$100.00	28.57%	\$71.43
Draper	Truss Style Screen 10.5' x 14' Viewable Truss Style	day	\$350.00	28.57%	\$250.01
Draper	Truss Style Screen 15' x 20' Viewable Truss Style	day	\$400.00	28.57%	\$285.72
Draper	Truss Style Screen 9' x 12' Viewable Truss Style	day	\$300.00	28.57%	\$214.29
Draper	Ultimate Fast Fold Screen 5' X 9' Fast Fold(16:9 Format)	day	\$150.00	28.57%	\$107.15
Draper	Ultimate Fast Fold Screen 7' X 12' Fast Fold(16:9 Format)	day	\$250.00	28.57%	\$178.58
Drawmer	DL201 Gate	day	\$25.00	28.57%	\$17.86
Drawmer	DL241 Compressor	day	\$25.00	28.57%	\$17.86
EAW	EAW KF760	day	\$200.00	28.57%	\$142.86
EAW	EAW KF760/761 Flybar Module	day	\$200.00	28.57%	\$142.86
EAW	EAW KF761	day	\$200.00	28.57%	\$142.86
EAW	EAW KF850e	day	\$100.00	28.57%	\$71.43
EAW	EAW SB1002 Sub	day	\$125.00	28.57%	\$89.29
Elation	Rayzor 360z	day	\$75.00	28.57%	\$53.57
Elation	Protron Eclipse	day	\$150.00	28.57%	\$107.15
Electro Voice	ND408	day	\$10.00	28.57%	\$7.14
Electro Voice	ND468	day	\$10.00	28.57%	\$7.14
Electro Voice	PL10	day	\$15.00	28.57%	\$10.71
Electro Voice	PL20/RE20	day	\$40.00	28.57%	\$28.57
Electro Voice	MTL4 (4x18") Sub	day	\$100.00	28.57%	\$71.43
ETC	Sensor Rack (48x2.4kW)	day	\$250.00	28.57%	\$178.58
ETC	SmartPack Rack (48x1.2kW)	day	\$175.00	28.57%	\$125.00
ETC	Source Four (19,26,36,50 Degree) Lighting Fixture	day	\$22.00	28.57%	\$15.71
ETC	Source Four Barrel (5, 10, 90 Degree) Lighting Fixture	day	\$11.00	28.57%	\$7.86
ETC	Source Four Jr. (26 Degree) Lighting Fixture	day	\$15.00	28.57%	\$10.71
ETC	Express 48/96 DMX Lighting Console	day	\$155.00	28.57%	\$110.72
ETC	SmartFade 12/48 DMX Lighting Console	day	\$75.00	28.57%	\$53.57
ETC	SmartFade 24/96 DMX Lighting Console	day	\$90.00	28.57%	\$64.29
ETC	Single or Double Cheeseborough	day	\$5.00	28.57%	\$3.57
Eventide	H3000D/SE	day	\$75.00	28.57%	\$53.57
Extron Electronics	MVX84 VGA Matrix Switcher	day	\$100.00	28.57%	\$71.43
Flying Pig Systems	Whole Hog II Lighting Console	day	\$300.00	28.57%	\$214.29
Generic	16x4, 100'	day	\$20.00	28.57%	\$14.29
Generic	24x8, 100'	day	\$30.00	28.57%	\$21.43
Generic	6, 9, 12-Channel, 50'	day	\$15.00	28.57%	\$10.71
Generic	6, 9, 12-Channel, 75'	day	\$20.00	28.57%	\$14.29
Generic	AV Cart 54" w/ drape	day	\$10.00	28.57%	\$7.14

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Generic	100' Microphone Cable	day	\$3.00	28.57%	\$2.14
Generic	25' Microphone Cable	day	\$2.00	28.57%	\$1.43
Generic	50' Microphone Cable	day	\$2.50	28.57%	\$1.79
Generic	Carpet (Red, Black, Grey)	Priced Per Event		28.57%	\$0.00
Generic	Plastic Rope and Stanchion per linear foot	day	\$1.00	28.57%	\$0.71
Generic	Red Velvet Rope and Stanchion per linear foot	day	\$5.00	28.57%	\$3.57
Generic	Easel White Marker Board 4' X 5'	day	\$40.00	28.57%	\$28.57
Generic	Intercom Beltpack Station	day	\$7.50	28.57%	\$5.36
Generic	Intercom Blazon Call Beacons	day	\$10.00	28.57%	\$7.14
Generic	Intercom Dual Channel Beltpack Station	day	\$15.00	28.57%	\$10.71
Generic	Intercom Headset (Single or Dual Muff)	day	\$7.50	28.57%	\$5.36
Generic	Intercom One Channel Power Supply	day	\$10.00	28.57%	\$7.14
Generic	Intercom Telephone Handset	day	\$7.50	28.57%	\$5.36
Generic	Intercom Three Channel Power Supply	day	\$25.00	28.57%	\$17.86
Generic	Lectern in Plexi-glass	day	\$95.00	28.57%	\$67.86
Generic	Lectern in Wood	day	\$75.00	28.57%	\$53.57
Generic	16" Mirror Ball	day	\$15.00	28.57%	\$10.71
Generic	24" Mirror Ball	day	\$30.00	28.57%	\$21.43
Generic	Japanese Lantern, 12"-24"	day	\$10.00	28.57%	\$7.14
Generic	Japanese Lantern, 30-36"	day	\$15.00	28.57%	\$10.71
Generic	Octal Pin Spot Bank Lighting Fixture	day	\$15.00	28.57%	\$10.71
Generic	Oscillating Pin Spot	day	\$15.00	28.57%	\$10.71
Generic	Par 38 Lighting Fixture	day	\$10.00	28.57%	\$7.14
Generic	Pin Spot Lighting Fixture	day	\$2.50	28.57%	\$1.79
Generic	Quad Pin Spot Bank Lighting Fixture	day	\$10.00	28.57%	\$7.14
Generic	Single 48" Blacklight	day	\$15.00	28.57%	\$10.71
Generic	Street Light	day	\$25.00	28.57%	\$17.86
Generic	Swivelier Gooseneck	day	\$5.00	28.57%	\$3.57
Generic	Laser Pointer	day	\$10.00	28.57%	\$7.14
Generic	Power Point Extra Remote	day	\$5.00	28.57%	\$3.57
Generic	Power Point Power Presenter RF (100' range)	day	\$25.00	28.57%	\$17.86
Generic	Stereo 2or 3-Way Crossover	day	\$20.00	28.57%	\$14.29
Generic	10' Pipe & Base	day	\$15.00	28.57%	\$10.71
Generic	Saddle Sandbag (25lbs)	day	\$5.00	28.57%	\$3.57
Genie	Super Tower	day	\$100.00	28.57%	\$71.43
Global	16" Box (90 Degree Arc.) Truss Section	day	\$25.00	28.57%	\$17.86
Global	16" Box (8 ft.) Truss Section	day	\$30.00	28.57%	\$21.43
Global	12" Triangle (1m) Truss Section	day	\$20.00	28.57%	\$14.29
Global	12" Triangle (2m) Truss Section	day	\$30.00	28.57%	\$21.43
Global	12" Triangle (3m) Truss Section	day	\$40.00	28.57%	\$28.57
GLP	Impression X4 Bar 20	day	\$225.00	28.57%	\$160.72
Guardian	Horizontal Fall Arrest	day	\$50.00	28.57%	\$35.72

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Guardian	Vertical Fall Arrest	day	\$50.00	28.57%	\$35.72
HazeBase	Hazer Pro Fog Machine	day	\$125.00	28.57%	\$89.29
High End	F-100 Fog Machine	day	\$50.00	28.57%	\$35.72
High End	Studio Color 575 Intelligent Lighting Fixture	day	\$150.00	28.57%	\$107.15
High End	Studio Spot 575 CMY Intelligent Lighting Fixture	day	\$200.00	28.57%	\$142.86
Hitachi	HDMI/XGA Video/Data Projector 6500 ANSI Lumens	day	\$350.00	28.57%	\$250.01
IDX Systems	Studio Camera Accessory ID-200a Dual Channel Camera Power Supply	day	\$50.00	28.57%	\$35.72
Inline	Inline 3214 1x4 Composite	day	\$15.00	28.57%	\$10.71
JBL	SRX 712M	day	\$40.00	28.57%	\$28.57
JBL	SRX 828 Double 18" Sub	day	\$100.00	28.57%	\$71.43
JBL	VRX 932 Two Way Powered Line Array Loudspeaker	day	\$100.00	28.57%	\$71.43
JBL	644 Quad Gate	day	\$20.00	28.57%	\$14.29
Jensen	Ground Loop Isolator VBH-1BB	day	\$25.00	28.57%	\$17.86
Jensen	Ground Loop Isolator VBH-5BB	day	\$35.00	28.57%	\$25.00
JVC	DVD Player	day	\$20.00	28.57%	\$14.29
Kodak	Kodak Carousel	day	\$30.00	28.57%	\$21.43
Kramer Electronics	104LN 1x4 Composite	day	\$15.00	28.57%	\$10.71
Kramer Electronics	VM-1055 1x5 RGBHV	day	\$35.00	28.57%	\$25.00
Kramer Electronics	VP-10 1x10 RGBHV	day	\$50.00	28.57%	\$35.72
Kramer Electronics	VP-123 1x3 RGBHV	day	\$30.00	28.57%	\$21.43
Kramer Electronics	VP-400 1x4 VGA	day	\$20.00	28.57%	\$14.29
Kramer Electronics	VP-703-SC Scan Converter	day	\$65.00	28.57%	\$46.43
Kramer Electronics	VP-720DS Switcher/Scaler	day	\$80.00	28.57%	\$57.14
Lab Gruppen	10000-Q	day	\$125.00	28.57%	\$89.29
Lab Gruppen	fp6400	day	\$100.00	28.57%	\$71.43
Leviton	D4DMX (4x600W)	day	\$25.00	28.57%	\$17.86
Lexicon	LXP-15	day	\$35.00	28.57%	\$25.00
Lycian	1275 Follow Spot	day	\$175.00	28.57%	\$125.00
Lycian	Midget Follow Spot	day	\$35.00	28.57%	\$25.00
MA Lighting	GrandMA Compact XT	day	\$1,000.00	28.57%	\$714.30
Mackie	LZ1604,16x4x2	day	\$45.00	28.57%	\$32.14
Mackie	ProFX 12	day	\$25.00	28.57%	\$17.86

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Mackie	ProFx 16	day	\$30.00	28.57%	\$21.43
Magenta Research	Receiver/Transmitter	day	\$15.00	28.57%	\$10.71
Manfrotto	Camera Tripod	day	\$50.00	28.57%	\$35.72
Marshall	Studio Camera Accessory Marshall V-LCD70XP-3GSDI Monitor w/ Noga CineArm	day	\$100.00	28.57%	\$71.43
Martin	Magnum 2000 Fog Machine	day	\$40.00	28.57%	\$28.57
Martin	Magnum 650 Fog Machine	day	\$20.00	28.57%	\$14.29
Martin	Magnum 850 Fog Machine	day	\$35.00	28.57%	\$25.00
Martin	2510 Controller for SCX 500	day	\$25.00	28.57%	\$17.86
Martin	Mac 700 Profile Intelligent Lighting Fixture	day	\$250.00	28.57%	\$178.58
Martin	Raptor	day	\$25.00	28.57%	\$17.86
Martin	SCX 500/Mania	day	\$35.00	28.57%	\$25.00
Martin Audio	Martin LE200	day	\$75.00	28.57%	\$53.57
MDG	Hazer Fog Machine	day	\$75.00	28.57%	\$53.57
Merlyn	S2/t (2x10", 1x1")	day	\$45.00	28.57%	\$32.14
Merlyn	S3 (2x15", 1x10", 1x1")	day	\$60.00	28.57%	\$42.86
Midas	DL 251 Head Amp	day	\$200.00	28.57%	\$142.86
Midas	Midas M32	day	\$200.00	28.57%	\$142.86
Midas	Midas Pro2	day	\$300.00	28.57%	\$214.29
Nexo	GEO S1210	day	\$150.00	28.57%	\$107.15
Nexo	GEO S1210/S1230 Flybar Module	day	\$125.00	28.57%	\$89.29
Nexo	GEO S1230	day	\$150.00	28.57%	\$107.15
Nexo	RS18 Sub	day	\$150.00	28.57%	\$107.15
Nexo	NXAmp 4x4	day	\$100.00	28.57%	\$71.43
NSI	(16x2.4kW)	day	\$80.00	28.57%	\$57.14
NSI	(32x2.4kW)	day	\$150.00	28.57%	\$107.15
NSI	(48x2.4kW)	day	\$250.00	28.57%	\$178.58
NSI	(96x2.4kW)	day	\$325.00	28.57%	\$232.15
NSI	6000 (4x1.2kW)	day	\$20.00	28.57%	\$14.29
Numark	1200 DJ Mixer	day	\$20.00	28.57%	\$14.29
Panasonic	Studio Camera Accessory 10 Pin, 10 Meter Cable	day	\$50.00	28.57%	\$35.72
Panasonic	Studio Camera Accessory 10 Pin, 90 Meter Cable	day	\$100.00	28.57%	\$71.43
Panasonic	Studio Camera Accessory Panasonic AG-EC4 CCU	day	\$200.00	28.57%	\$142.86
Panasonic	AJ-PX270	day	\$225.00	28.57%	\$160.72
Panasonic	AG-HMX370	day	\$400.00	28.57%	\$285.72
Panasonic	HMC-150(16:9 HD) Camera (SD Card)	day	\$150.00	28.57%	\$107.15

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Panasonic	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	PTZ Camera	day	\$500.00	28.57%	\$357.15
Panasonic	PTZ Controller	day	\$200.00	28.57%	\$142.86
Panasonic	42" Plasma 16:9	day	\$250.00	28.57%	\$178.58
Panasonic	58" Plasma 16:9	day	\$350.00	28.57%	\$250.01
Peavey	SP2	day	\$25.00	28.57%	\$17.86
Petes	8-Light Bar Lighting Fixture	day	\$10.00	28.57%	\$7.14
Phillips	3475 DVD-R	day	\$35.00	28.57%	\$25.00
Pioneer	DJ Coffin w/2-Turntable & Mixer	day	\$75.00	28.57%	\$53.57
Pioneer	DVD-V7400	day	\$50.00	28.57%	\$35.72
Pioneer	DVD-V8000	day	\$100.00	28.57%	\$71.43
QSC	PL 2.4MB	day	\$30.00	28.57%	\$21.43
QSC	PL224	day	\$30.00	28.57%	\$21.43
QSC	PL236	day	\$40.00	28.57%	\$28.57
QSC	PL380	day	\$100.00	28.57%	\$71.43
QSC	I282-H	day	\$35.00	28.57%	\$25.00
QSC	K10 Powered 2-Way	day	\$40.00	28.57%	\$28.57
QSC	K12 Powered 2-Way	day	\$50.00	28.57%	\$35.72
QSC	KW153 Powered 3 -Way	day	\$75.00	28.57%	\$53.57
QSC	KW181 Powered Sub	day	\$60.00	28.57%	\$42.86
QSC	QSC Wideline Large Flybar Module	day	\$125.00	28.57%	\$89.29
QSC	Wideline ISIS WL2102	day	\$150.00	28.57%	\$107.15
QSC	Wideline Small Flybar Module	day	\$100.00	28.57%	\$71.43
Ramlatch	30-Channel 2-Way Split, 150'	day	\$60.00	28.57%	\$42.86
Ramlatch	32-Channel 3-Way Split, 250'	day	\$70.00	28.57%	\$50.00
Renkus Heinz	TRX-82	day	\$35.00	28.57%	\$25.00
Robe	Robin Pointe Moving Head LED Beam Fixture	day	\$225.00	28.57%	\$160.72
Roland	SDE 1000/SDE3000	day	\$30.00	28.57%	\$21.43
Roland	VC-1 Up, Down, Cross Scan Converter	day	\$20.00	28.57%	\$14.29
Roland	HDMI Video Switcher	day	\$75.00	28.57%	\$53.57
Roland	SDI Video Switcher	day	\$75.00	28.57%	\$53.57
RoseBrand	10' Spandex Truss Sock	day	\$25.00	28.57%	\$17.86
RoseBrand	12'x20' Backdrop	day	\$50.00	28.57%	\$35.72
RoseBrand	13' to 16' Tall Pipe and Drape per linear foot	day	\$9.00	28.57%	\$6.43
RoseBrand	17' Spandex Sail	day	\$125.00	28.57%	\$89.29

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RoseBrand	28'x35' Backdrop	day	\$75.00	28.57%	\$53.57
RoseBrand	28'x41' Backdrop	day	\$90.00	28.57%	\$64.29
RoseBrand	3' to 4' Tall Pipe and Drape per linear foot	day	\$3.00	28.57%	\$2.14
RoseBrand	40'x16' Cyclorama Backdrop	day	\$75.00	28.57%	\$53.57
RoseBrand	40'x24' Cyclorama Backdrop	day	\$125.00	28.57%	\$89.29
RoseBrand	5' to 8' Tall Pipe and Drape per linear foot	day	\$5.00	28.57%	\$3.57
RoseBrand	8' Spandex Circle	day	\$125.00	28.57%	\$89.29
RoseBrand	8' Spandex Sock	day	\$80.00	28.57%	\$57.14
RoseBrand	9' to 12' Tall Pipe and Drape per linear foot	day	\$7.00	28.57%	\$5.00
RoseBrand	Small Spandex Sail	day	\$50.00	28.57%	\$35.72
RoseBrand	16" x 21' Truss Teaser	day	\$25.00	28.57%	\$17.86
RoseBrand	30" x 21' Truss Teaser	day	\$25.00	28.57%	\$17.86
Sachtler	Camera Tripod	day	\$125.00	28.57%	\$89.29
Sanyo	XGA Video/Data Projector 10000 ANSI Lumens	day	\$600.00	28.57%	\$428.58
Sanyo	XGA Video/Data Projector 2000 ANSI Lumens	day	\$100.00	28.57%	\$71.43
Sanyo	XGA Video/Data Projector 3000 ANSI Lumens	day	\$150.00	28.57%	\$107.15
Sanyo	XGA Video/Data Projector 5000 ANSI Lumens	day	\$250.00	28.57%	\$178.58
Sennheiser	MD421	day	\$30.00	28.57%	\$21.43
Sennheiser	IEM 300-G2	day	\$75.00	28.57%	\$53.57
Sennheiser	SR IEM G4	day	\$75.00	28.57%	\$53.57
Sharp	60" LCD	day	\$125.00	28.57%	\$89.29
Sharp	70" LCD	day	\$200.00	28.57%	\$142.86
Shure	Beta 52	day	\$17.00	28.57%	\$12.14
Shure	Beta 56A / 57A / 58A / BG4.1	day	\$15.00	28.57%	\$10.71
Shure	Beta 91	day	\$22.00	28.57%	\$15.71
Shure	Beta 98	day	\$20.00	28.57%	\$14.29
Shure	KSM32	day	\$50.00	28.57%	\$35.72
Shure	MX 412/418	day	\$20.00	28.57%	\$14.29
Shure	SM57/58	day	\$10.00	28.57%	\$7.14
Shure	SM81, AKG C3000	day	\$30.00	28.57%	\$21.43
Shure	WL 183/184/185	day	\$8.00	28.57%	\$5.71
Shure	Wireless Microphone System Shure ULXP / QLXD (UHF) Handheld or Lavalier Systems with Mic	day	\$50.00	28.57%	\$35.72
SLS	LS8695	day	\$200.00	28.57%	\$142.86
Sony	PVM-13L2 13" CRT (AC/Battery)	day	\$75.00	28.57%	\$53.57
Sony	PVM-9L2 8" CRT (AC/Battery)	day	\$35.00	28.57%	\$25.00
Sony	Studio Camera Accessory 26 Pin, 100 Meter Cable	day	\$80.00	28.57%	\$57.14

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Sony	Studio Camera Accessory 26 Pin, 50 Meter Cable	day	\$40.00	28.57%	\$28.57
Sony	Studio Camera Accessory Sony CA-537	day	\$40.00	28.57%	\$28.57
Sony	Studio Camera Accessory Sony CCU-M5	day	\$175.00	28.57%	\$125.00
Sony	Studio Camera Accessory Sony DXF-50	day	\$25.00	28.57%	\$17.86
Sony	CD-R	day	\$75.00	28.57%	\$53.57
Sony	DAT Player/Recorder	day	\$50.00	28.57%	\$35.72
Sony	Dual CD Player with Pitch Control	day	\$45.00	28.57%	\$32.14
Sony	Single CD Player with Pitch Control	day	\$25.00	28.57%	\$17.86
Sony	Tape Deck Dual	day	\$20.00	28.57%	\$14.29
Sony	Tape Deck Standard	day	\$15.00	28.57%	\$10.71
Sony	1024HD	day	\$150.00	28.57%	\$107.15
Sony	DXC-D30	day	\$350.00	28.57%	\$250.01
Sony	DSR-1500A DVCAM	day	\$350.00	28.57%	\$250.01
Sony	VHS VCR	day	\$20.00	28.57%	\$14.29
Sony, Canon	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	RAW215	day	\$40.00	28.57%	\$28.57
TC Electronics	M5000/2290	day	\$50.00	28.57%	\$35.72
Technics	SL-1200 Turntable	day	\$25.00	28.57%	\$17.86
Thomas	Eight Light Crowd Blinder Lighting Fixture	day	\$30.00	28.57%	\$21.43
Thomas	Par 64/56 Aluminum Lighting Fixture	day	\$12.00	28.57%	\$8.57
Thomas	30" Box (10 ft.) Truss Section	day	\$50.00	28.57%	\$35.72
Times Square	Follow Spot	day	\$25.00	28.57%	\$17.86
Ultimate	Ultimate Support Stand	day	\$2.00	28.57%	\$1.43
Various	Active Direct Boxes	day	\$15.00	28.57%	\$10.71
Various	Passive Direct Boxes	day	\$7.50	28.57%	\$5.36
Various	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	Microphone Stand	day	\$2.00	28.57%	\$1.43
Various	Microphone Stand Choir Boom	day	\$10.00	28.57%	\$7.14
Various	1/2" or 5/8" Shackle	day	\$1.00	28.57%	\$0.71
Various	3/8" Wire Rope: (1' to 30')	day	\$2.00	28.57%	\$1.43
Various	Block & Fall (45' lift)	day	\$25.00	28.57%	\$17.86
Various	Ratchet Strap	day	\$5.00	28.57%	\$3.57

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Various	Round Slings (3' to 12')	day	\$2.00	28.57%	\$1.43
Various	Wire Rope Ladder	day	\$30.00	28.57%	\$21.43
Vestax	05/275 DJ Mixer	day	\$30.00	28.57%	\$21.43
Vizio	32" LCD 16:9	day	\$100.00	28.57%	\$71.43
Wenger	Stair Set for Stage	day	\$50.00	28.57%	\$35.72
Wenger	Wenger Showmaster Stage 4'x8 per deck Height: 30" - 84" Adjustable Stage	day	\$45.00	28.57%	\$32.14
Wenger	Wenger Versalite Stage 4'x8' per deck Height: 12", 18", 24" - 42" Adjustable Stage	day	\$45.00	28.57%	\$32.14
Whirlwind	20-Channel Multicore Drive, 250'	day	\$100.00	28.57%	\$71.43
Whirlwind	48-Channel 3-Way ISO Split, 300'	day	\$200.00	28.57%	\$142.86
Whirlwind	48-Channel 4-Way ISO Split, 300'	day	\$225.00	28.57%	\$160.72
Whirlwind	8-Channel Drive Snake, 250'	day	\$50.00	28.57%	\$35.72
Whirlwind	12-Channel Active Multi Box	day	\$60.00	28.57%	\$42.86
Whirlwind	12-Channel Passive Press Box	day	\$50.00	28.57%	\$35.72
Whirlwind	16-Channel Active Press Box	day	\$75.00	28.57%	\$53.57
Yamaha	RIO 1608 Digital Snake 16x8	day	\$160.00	28.57%	\$114.29
Yamaha	RIO 3224 Digital Snake 32x24	day	\$300.00	28.57%	\$214.29
Yamaha	12-Channel Powered Mixhead	day	\$45.00	28.57%	\$32.14
Yamaha	6-Channel Powered Mixhead	day	\$30.00	28.57%	\$21.43
Yamaha	8-Channel Powered Mixhead	day	\$40.00	28.57%	\$28.57
Yamaha	CL5	day	\$500.00	28.57%	\$357.15
Yamaha	M7CL-48 ES	day	\$350.00	28.57%	\$250.01
Yamaha	PM3500, 48x8x2	day	\$450.00	28.57%	\$321.44
Yamaha	PM3500M, 52x18	day	\$550.00	28.57%	\$392.87
Yamaha	PM5D-RH	day	\$600.00	28.57%	\$428.58
Yamaha	CM10	day	\$15.00	28.57%	\$10.71
Yamaha	CM15	day	\$25.00	28.57%	\$17.86
Yamaha	IF2112/AS	day	\$75.00	28.57%	\$53.57
Yamaha	IF2205	day	\$20.00	28.57%	\$14.29
Yamaha	P7000	day	\$30.00	28.57%	\$21.43
Yamaha	PC9501N	day	\$30.00	28.57%	\$21.43
Yamaha	ProR3/REV 5	day	\$50.00	28.57%	\$35.72
Yamaha	REV 7/SPX 90/SPX 90-II	day	\$25.00	28.57%	\$17.86
Yamaha	SPX 990/SPX1000	day	\$35.00	28.57%	\$25.00
	Chain Fall (45' Lift)	day	\$25.00	28.57%	\$17.86

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Technical Services Labor Charges		
Technical Director	Per Hour	\$90.00/HR
Production / Project Manager	Per Hour	\$90.00/HR
System Designer	Per Hour	\$75.00/HR
Audio A1 - Lead/Operator/Designer	Per Hour	\$75.00/HR
Audio A2 - System Tech/Operator	Per Hour	\$60.00/HR
Lighting L1 - Lead/Operator/Designer	Per Hour	\$75.00/HR
Lighting L2 - System Tech/Operator	Per Hour	\$60.00/HR
Video V1 - Lead/Operator/Designer	Per Hour	\$75.00/HR
Video V2 -System Tech/Operator	Per Hour	\$60.00/HR
Rigger R1 - Lead/Operator/Designer	Per Hour	\$75.00/HR
Rigging R2 - System Tech/Operator	Per Hour	\$60.00/HR
Stage Hand	Per Hour	\$55.00/HR
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 three times the first day rental price. Package Systems pricing does not include Technical Services Labor Charges.
Minimum billing \$500.00.

**AGREEMENT
PUBLICLY ACCESSIBLE CONTRACT (PAC)**

This Agreement, effective the date the last signature is affixed below, is by and between the Virginia Commonwealth University (the "University"), on behalf of the Virginia Higher Education Procurement Consortium (the "Consortium") (collectively the "University"), and Stage Sound, Inc., ("Vendor").

TERM

The term of this Agreement coincides with the Primary Agreement's end date.

WITNESS

WHEREAS, the University and Stage Sound, Inc. have executed an agreement, C0002288, (the "Primary Agreement"), and included in the Primary Agreement is a third party access / cooperative clause. Now therefore, the University and Stage Sound, Inc. wish to express in this Agreement the specific terms that will allow third party access to the Primary Agreement.

Accordingly, and in consideration of the mutual premises and provisions hereof, the parties hereby agree as follows:

- I. Stage Sound, Inc. will:
 - A. Pay the University 1% of all sales to accessing entities outside of the Consortium membership associated with the Primary Agreement (as the "PAC Annual Fee"). The PAC Annual Fee will be paid in exchange for marketing services provided by the University and the Consortium described below in Section II.
 - B. Fully support this marketing relationship by promoting the availability of the Primary Agreement to non-Consortium entities;
 - C. Provide quarterly sales reports detailing the amount of sales to each non-Consortium accessing entity; and
- II. The University/Consortium will:
 - A. Promote the Primary Agreement on its website and through other channels (e.g., conferences) to non-Consortium members
 - B. Maintain an approved version of Stage Sound, Inc.'s logo on the Consortium website

III. Payment

- A. Payment of PAC Annual Fee will arrive at the University no later than October 31st of each year. The University and Consortium will share the payments equally and allocate payments to the appropriate accounts.

In the event of early termination of the Primary Agreement, this residual payment will arrive at the University no later than 45 calendar days from termination date of the Primary Agreement.

- B. Payment of PAC Annual Fee will take the form of a check. Checks will be made payable to the **Virginia Commonwealth University** and sent to:

Alex McWhorter, Office Manager
Procurement Services
Virginia Commonwealth University
912 West grace Street, 5th Floor
Box 980327
Richmond, VA 23298

IV. Notices

Any notice required or permitted to be given under this Agreement will be in writing and will be deemed duly given: (1) if delivered personally, when received; (2) if sent by recognized overnight courier service, on the date of the receipt provided by such courier service; (3) if sent by registered mail, postage prepaid, return receipt requested, on the date shown on the signed receipt; or (4) if sent by electronic mail, when received (as verified by the email date and time) if delivered no later than 4:00 p.m. (receiver's time) on a business day or on the next business day if delivered (as verified by sender's machine) after 4:00 p.m. (receiver's time) on a business day or on a non-business day. All such notices will be addressed to a party at such party's address or facsimile number as shown below.

If to the University:

John McHugh, Director
Virginia Commonwealth University
912 West grace Street, 5th Floor
Box 980327
Richmond, VA 23298
Email: mchughj2@vcu.edu

If to Stage Sound, Inc.:

Jeff More

Roanoke, VA 24017
Email: JeffM@stagesound.com
Fax: (504) 345-5158

ACCEPTANCE

Virginia Commonwealth University

DocuSigned by:

John McHugh

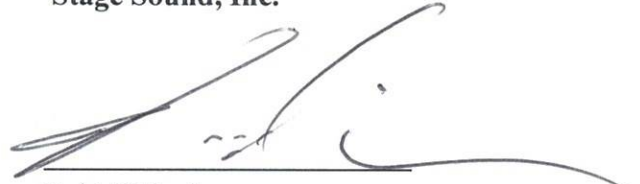
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John McHugh
Director, Procurement Services

6/13/2022

Date

Stage Sound, Inc.



Reid C Henion
President

6-9-2022

Date

Agreement #: C0002288-PAC