



# VCU

## Amendment

### THIRD AMENDMENT

Virginia Commonwealth University (“VCU” or “University”) and Digital Video Group Inc. (“Firm”) are amending their Agreement, C0002291, dated May 24, 2022 (“Contract/Agreement”).

WHEREAS, VCU desires to continue to obtain the goods and services that Firm offers as revised herein; and

WHEREAS, Firm agrees to continue to provide the goods and services to VCU as revised herein;

NOW THEREFORE, VCU and Firm agree to enter into this Amendment to allow the following changes and additions to the Contract/Agreement:

1. Master Services Agreement, Item 3 titled “TERM and RENEWAL of CONTRACT:” The following shall be added to the end of the paragraph:

“The renewal term may take place every two years or other term as agreed to by the parties in writing.”

2. The parties agree to renew the contract at this time through the period ending on 06/30/2027.
3. Publicly Accessible Contract (PAC) Agreement, Section III. B: The address is deleted in its entirety and replaced with the following:

Constance Alexander, Office Manager  
Procurement and Supplier Diversity Services  
University of Virginia, Carruthers Hall  
PO Box 400202  
1001 N. Emmet Street  
Charlottesville, VA 22904

4. Except as modified herein, all other provisions of the Contract/Agreement, including all other Appendices and terms and conditions set forth in the Contract/Agreement, shall continue and remain in full force and effect.

IN WITNESS WHEREOF, the parties have caused this Amendment, entered into as of the date of the last signature affixed below, to be duly executed and thereby to be legally bound.

(signature page to follow)

Virginia Commonwealth University



Signature

Name: John McHugh

Title: Director, Procurement Services

Date: June 20, 2025

Digital Video Group Inc



Signature

Name: David B Thomas

Title: Director, Contract Sales

Date: June 6, 2025

**Requested Additions to DVG VASCUPP Contract Number C0002291**

| <b>Manufacturer</b>            | <b>Discount from Manufacturer's Published List Price</b>          |    |
|--------------------------------|---|----|
| Studio Network Solutions (SNS) |   |    |
|                                | MOD Powered By EVO (SSD) (MODEVO)                                 | 5% |
|                                | EVO Prodigy Desktop (PRODIGYEVO)                                  | 5% |
|                                | EVO Prodigy 1U Rack (SSD) (EVO4BR)                                | 5% |
|                                | EVO 8 Bay (EVO8B)   | 5% |
|                                | EVO 8 Bay Short Depth (EVO8BSD)                                   | 5% |
|                                | EVO 8 Bay (SSD) (EVO8B)   | 5% |
|                                | EVO 8 Bay Short Depth (SSD) (EVO8BSD)                             | 5% |
|                                | EVO 16 Bay (EVO16B)   | 5% |
|                                | EVO 16 Bay (SSD) (EVO16B)   | 5% |
|                                | EVO Expansion Chassis (EVO16BEXP)                                 | 5% |
|                                | EVO Expansion Chassis (SSD) (EVO16BEXP)                           | 5% |
|                                | EVO 32 Disk Combo (HDD) (EVO16B16BEXP)                            | 5% |
|                                | EVO 32 Disk Combo (SSD) (EVO16B16BEXP)                            | 5% |
|                                | EVO Nearline (EVO16BNL)   | 5% |
|                                | EVO Nearline Expansion Chassis (EVO16BNLEXP)                      | 5% |
|                                | EVO Nearline Full Node (EVO80NL)                                  | 5% |
|                                | EVO Scale Out Cluster (EVOCLUSTER)                                | 5% |
|                                | SNS Cloud VPN — SaaS (VPNSNS)                                     | 5% |
|                                | EVO Cloud — SaaS (EVOCLOUD)                                       | 5% |
|                                | SNS Support Plans (SUPPORTPREM) (SUPPORTSTAN)                     | 0% |
|                                | SNS Renewal Support Plans (SUPPORTPREM) (SUPPORTSTAN)             | 0% |
|                                | Installation and Training (INSTALL)                               | 0% |
|                                | SNS Services and Upgrades (UPGRADE) (CONSULTATION) (MAMMIGRATION) | 0% |
|                                | EVO Connectivity Options (ETH-)                                   | 5% |
|                                | EVO Spares (100HDD) (EVO-) (2TB, 4TB...)                          | 5% |
|                                |   |    |
|                                |   |    |

**Requested Additions to DVG VASCUPP Contract Number C0002291****Comprehensive AV Production Service Catalog Discount Price List**

| Category/Service  | Type       | Unit Price                      | VASCUPP /<br>ACADEMIC Discount<br>from Unit Price | Index Price List URL  |
|---|------------|---------------------------------|---|---|
| Studio Production (4-hr. minimum) Includes studio, up to 4 cameras, full lighting package, control room, Ki-Pro record, audio & graphics packages, up to 6 crew including Engineer, Director. | Rental     | \$450/hr.                       | 12%   | <a href="https://vpm.org/vpm-production-services-rate-sheet">https://vpm.org/vpm-production-services-rate-sheet</a> |
| Studio Production<br>Studio Camera  | Rental     | \$35/hr.                        | 10%   | <a href="https://vpm.org/vpm-production-services-rate-sheet">https://vpm.org/vpm-production-services-rate-sheet</a> |
| Digital Recorder  | Rental     | \$25/hr.                        | 10%   | <a href="https://vpm.org/vpm-production-services-rate-sheet">https://vpm.org/vpm-production-services-rate-sheet</a> |
| Crew Personnel (each)   | Position   | \$35/hr.                        | 10%   | <a href="https://vpm.org/vpm-production-services-rate-sheet">https://vpm.org/vpm-production-services-rate-sheet</a> |
| Dry Studio A  | Rental     | \$1500/day                      | 12%   | <a href="https://vpm.org/vpm-production-services-rate-sheet">https://vpm.org/vpm-production-services-rate-sheet</a> |
| Dry Studio B  | Rental     | \$1100/day                      | 12%   | <a href="https://vpm.org/vpm-production-services-rate-sheet">https://vpm.org/vpm-production-services-rate-sheet</a> |
| Location Production - EFP Includes camera, recorder, vehicle, basic lighting package, 2 crew  | Rental     | \$1750/day                      | 10%   | <a href="https://vpm.org/vpm-production-services-rate-sheet">https://vpm.org/vpm-production-services-rate-sheet</a> |
| Location Production – Mobile Unit. Includes up to 6 cameras, Ki-pro record, graphics package, comms system, audio mixer, 2 crew (Engineer and Director or E2)                                 | Rental     | \$4500/day plus \$1.00 per mile | 12%   | <a href="https://vpm.org/vpm-production-services-rate-sheet">https://vpm.org/vpm-production-services-rate-sheet</a> |
| FlyPack Unit Includes up to 4 cameras, lite graphics, audio mixer, Ki- pro record. Engineer   | Rental     | \$2500/day                      | 12%   | <a href="https://vpm.org/vpm-production-services-rate-sheet">https://vpm.org/vpm-production-services-rate-sheet</a> |
| Long Extension Lenses   | Rental     | \$1200/day (each)               | 10%   | <a href="https://vpm.org/vpm-production-services-rate-sheet">https://vpm.org/vpm-production-services-rate-sheet</a> |
| Freelance Engineering   | Position   | \$1000/day                      | 10%   | <a href="https://vpm.org/vpm-production-services-rate-sheet">https://vpm.org/vpm-production-services-rate-sheet</a> |
| Freelance Audio/Tech  | Position   | \$400/day (each)                | 10%   | <a href="https://vpm.org/vpm-production-services-rate-sheet">https://vpm.org/vpm-production-services-rate-sheet</a> |
| Editing/Graphics Adobe Creative Cloud, Premier, After Effects, Photoshop, Illustrator   | Position   | \$125/hr.                       | 10%   | <a href="https://vpm.org/vpm-production-services-rate-sheet">https://vpm.org/vpm-production-services-rate-sheet</a> |
| Animation   | Position   | \$1000/30 seconds               |   | <a href="https://vpm.org/vpm-production-services-rate-sheet">https://vpm.org/vpm-production-services-rate-sheet</a> |
| Audio Production  | Position   | \$50/hr.                        | 10%   | <a href="https://vpm.org/vpm-production-services-rate-sheet">https://vpm.org/vpm-production-services-rate-sheet</a> |
| File transfers/conversion   | Position   | \$50/hr.                        | 10%   | <a href="https://vpm.org/vpm-production-services-rate-sheet">https://vpm.org/vpm-production-services-rate-sheet</a> |
| Web streaming   | Livestream | \$75/hr. per platform           | 10%   | <a href="https://vpm.org/vpm-production-services-rate-sheet">https://vpm.org/vpm-production-services-rate-sheet</a> |

**All Video, Audio, Web streaming Services offered under this Contract are provided by Virginia Public Media, Please Contact your local DVG Account Manger for a custom quotation.**



# VCU Procurement Services

## CONTRACT RENEWAL

**DATE:** 5/22/2024

**CONTRACT TITLE:** DVG Audio Visual Products, Service and Maintenance

**CONTRACT NO:** C0002291

**NEW START DATE:** 7/1/2024

**NEW END DATE:** 6/30/2025

**RENEWAL NUMBER:** 1 of 6

**CONTRACTOR:** Digital Video Group 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](mailto:msmosley@vcu.edu) or mailed to Virginia Commonwealth University Risk Management, P.O. Box 843040, Richmond, VA.

All other terms and conditions of C0002291 shall remain unchanged and in full force and effect.

**RESPONSE:**

Digital Video Group Inc.

Name of Firm

A handwritten signature in black ink, appearing to read "David B Thomas". The signature is written in a cursive, somewhat stylized font with a large initial "D".

Signature

David B Thomas

Name Printed

Director, Contract Sales

Title

5/30/2024

Date



# VCU Procurement Services

## CONTRACT RENEWAL

**DATE:** 5/11/2023  
**CONTRACT TITLE:** Audio Visual Products & Maintenance  
**CONTRACT NO:** C0002291  
**NEW START DATE:** 7/1/2023  
**NEW END DATE:** 6/30/2024  
**RENEWAL NUMBER:** 1 of 7  
**CONTRACTOR:** Digital Video Group 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](#).

### 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](mailto:sbkessinger@vcu.edu) or mailed to Virginia Commonwealth University Risk Management, P.O. Box 843040, Richmond, VA.

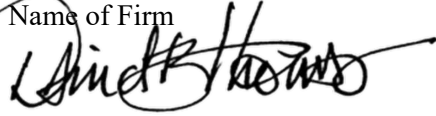
All other terms and conditions of C0002291 shall remain unchanged and in full force and effect.

**RESPONSE:**

Digital Video Group Inc

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Name of Firm

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

Signature

David B Thomas

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Name Printed

Director of Contract Sales

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Title

5/11/2023

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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 Digital Video Group Inc., a corporation, with offices located at 105 Sylvia Road, Ashland, VA 23005, (“Digital Video Group Inc.” or “Contractor”). VCU and Digital Video Group 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 Digital Video Group Inc. submitted its proposal dated December 02, 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 Digital Video Group Inc.’s Proposal, and VCU now desires to award to Digital Video Group Inc., as set forth in greater detail below; and

WHEREAS, Digital Video Group 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:

- 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.
- SERVICES/GOODS.** Digital Video Group 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.
- 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.
- 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, 5<sup>th</sup> Floor  
Richmond, Virginia 23298-0327

For Digital Video Group Inc.:  
David B. Thomas, Director, Contract Sales  
105 Sylvia Road  
Ashland, VA 23005

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](https://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.

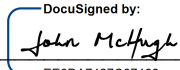
**9. INFORMATION SECURITY / DATA PRIVACY**


- 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**

**DIGITAL VIDEO GROUP INC.**

By:   
Name: John McHugh

By:   
Name: David B Thomas

Title: Director or Procurement Services

Title: Director, Contract Sales

Date: 6/6/2022

Date: 5/24/2022

## 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.



Acknowledged 5/24/2022 David B Thomas

## 6.0 Price Proposal

### 6.1 VASCUPP Zone Map

DVG does not exclude any Zones and can offer Services to all Zones in the Commonwealth.

### 6.2 Proposed Price

#### 6.2.1 Proposed Discount Pricing Structure

DVG agrees to offer VASCUPP the highest discount available for the List of Manufacturers offered with the exception of the following Manufactures which we do not represent, and therefore cannot supply: **AVF, Apple, Biamp, Icon, Quartet and Smart Technologies.**

Discounts are presented as a percentage from the Manufacturers' Suggested List Price (MSLP). It should be noted that the MSLP is established by the Manufacturer and is not the Minimum Advertised Price (MAP), sometimes referred to as the Unilateral Minimum Advertised Price (UMAP).

Where Manufacturers have established Educational or Program Prices, such as Extron, CrestronA+, Epson Brighter Futures, Avid Educational Software, and Sony Program or SHURE Pricing, DVG will extend that price to VASCUPP Members where applicable.

Below please find the Manufacturers Good and Services offered. They are provided by category.

**Table 6 VCU Identified Manufacturers**

| Manufacturer     |   | Discount from Manufacture's Published List Price |
|------------------|---|--|
| Apple            |   | Not Offered                                      |
| AVF              |   | Not Offered                                      |
| Biamp            |   | Not Offered                                      |
| Cisco            | Network Switches  | 20.0%  |
| Chief (Legrand)  | Display Mounts, both fixed and mobile   | 22.0%  |
| Clearone         | Professional audio and video solutions and cloud-based video collaboration services |  |
| Clearone         | Media Collaboration Products- Base Models   | 16.00%   |
| Clearone         | Media Collaboration Products- Extended Support                                      | 12.00%   |
| Clearone         | Professional Audio Products-Accessories   | 6.00%  |
| Clearone         | Professional Audio Products-Base Models   | 21.00%   |
| Clearone         | ViewPro Products  | 13.00%   |
| Clearone         | Wireless Microphone Products (M500-M586-M915)                                       | 15.00%   |
| CompuLock-Synnex | Secure touchscreen hardware solutions for display devices                           | 17.0%  |
| Crestron A+      | Participating Member Schools with an CrestronA+ Account in place                    | A+   |
| Crestron         | Participating Member Schools without a Crestron A+ Account in place                 | 35.0%  |





|                             |   |                    |
|-----------------------------|---|--------------------|
| Dell                        | Computers   | 7.0%               |
| Dell                        | Monitors  | 13.0%              |
| Draper                      |   | 22.0%              |
| Epson                       | Digital Video Group will Extend the Brighter Futures Pricing (BFP) which varies from model to model | BFP                |
| Ergotron                    | Display mounts  | 25.0%              |
| Extron                      | Participating Member Schools with an Extron Account in place  | EDU                |
| Extron                      | Participating Member Schools without an Extron Account in place                                     | 35.0%              |
| <b>Icon</b>                 |   | <b>Not Offered</b> |
| JBL (Harmon)                | Audio Speaker Systems   | 30.0%              |
| JBL Commercial (Harman)     | Audio Speaker Systems   | 35.0%              |
| Logitech                    | Keyboards and Accessories   | 7.0%               |
| Logitech                    | Lifesize Professional Video Conferencing Equipment  | 12.0%              |
| Magewell                    | Video Capture Devices   | 12.0%              |
| Marshall Electronics        | IP Cameras  | 17.0%              |
| Marshall Electronics        | Monitors  | 17.0%              |
| Middle Atlantic (Legrand)   | Equipment Enclosures and Accessories  | 28.0%              |
| NEC- See SHARP/NEC          |   |                    |
| Netgear                     | Equipment Enclosures and Accessories  | 28.0%              |
| Planar                      | Displays  |                    |
| * Clearance Models excluded | LED Video Wall*   | 15.0%              |
|                             | LCD Video Wall*   | 15.0%              |
|                             | Large Format LCD*   | 15.0%              |
|                             | Transparent OLED  | 15.0%              |
|                             | Desktop and Touch   | 5.0%               |
| QSC                         |   | 25.0%              |
| <b>Quartet</b>              |   | <b>Not Offered</b> |

| Manufacturer              | Discount from Manufacture's Published List Price |       |
|---------------------------|--|-------|
| Sharp/NEC                 | Professional Displays                            |       |
| Sharp/NEC                 | A Series dvLED                                   | 25.0% |
| Clearance Models excluded | AccuSync Series                                  | 10.0% |
| Sharp/NEC                 | Collaboration Series                             | 40.0% |
| Sharp/NEC                 | E Series   | 20.0% |
| Sharp/NEC                 | E Series dvLED                                   | 5.0%  |
| Sharp/NEC                 | FA Series dvLED                                  | 5.0%  |
| Sharp/NEC                 | FE Series dvLED                                  | 5.0%  |
| Sharp/NEC                 | MultiSync C Series                               | 30.0% |
| Sharp/NEC                 | MultiSync E Series                               | 9.0%  |
| Sharp/NEC                 | MultiSync EA Series                              | 15.0% |
| Sharp/NEC                 | MultiSync EX Series                              | 15.0% |
| Sharp/NEC                 | MultiSync M Series                               | 22.0% |
| Sharp/NEC                 | MultiSync MA Series                              | 22.0% |
| Sharp/NEC                 | MultiSync ME Series                              | 30.0% |
| Sharp/NEC                 | MultiSync P Series                               | 40.0% |
| Sharp/NEC                 | MultiSync PA Series                              | 5.0%  |
| Sharp/NEC                 | MultiSync UN Series                              | 48.0% |
| Sharp/NEC                 | MultiSync V Series                               | 22.0% |
| Sharp/NEC                 | MultiSync WD Series                              | 40.0% |
| Sharp/NEC                 | MultiSync X Series                               | 48.0% |
| Sharp/NEC                 | SpectraView Series                               | 20.0% |



|                           |            |  |                    |
|---------------------------|------------|--|--------------------|
|                           | Sharp/NEC  | Stretch Signage Series                 | 25.0%              |
|                           | Sharp/NEC  | PN Series                              | 25.0%              |
|                           | Sharp/NEC  | 8M-B Series                            | 35.0%              |
|                           | Sharp/NEC  | 4T-B Series                            | 35.0%              |
|                           | Sharp/NEC  | LL-B series                            | 25.0%              |
|                           | Sharp/NEC  | Accessories                            | 20.0%              |
|                           | Sharp/NEC  |  |                    |
| Projectors                |            | M Series                               | 25.0%              |
|                           | Sharp/NEC  | MC Series                              | 35.0%              |
|                           | Sharp/NEC  | ME Series                              | 35.0%              |
|                           | Sharp/NEC  | P Series                               | 50.0%              |
|                           | Sharp/NEC  | PA Series                              | 30.0%              |
|                           | Sharp/NEC  | PE Series                              | 50.0%              |
|                           | Sharp/NEC  | PH Series                              | 20.0%              |
|                           | Sharp/NEC  | PX Series                              | 40.0%              |
|                           | Sharp/NEC  | UM Series                              | 20.0%              |
| Shure                     |            | Audio Products                         | 27.0%              |
| <b>Smart Technologies</b> |            |  | <b>Not Offered</b> |
| Sony                      |            | Professional Video and Audio           |                    |
|                           | Sony       | AV Projectors                          | 29.0%              |
|                           | Sony       | Cine/4K Projectors                     | 5.0%               |
|                           | Sony       | Commercial Displays                    | 15.0%              |
|                           | Sony       | Professional Audio                     | 22.0%              |
|                           | Sony       | Professional Broadcast Displays        | 17.0%              |
|                           | Sony       | Professional Video Products *          | 17.0%              |
|                           | Sony       | * Excluding Sony Program Priced Models |                    |
| Tripp Lite                |            |  |                    |
|                           | Tripp Lite | Cables including Fiber, USB            | 25.0%              |
|                           | Tripp Lite | Corded Power Outlet Strips             | 18.0%              |
|                           | Tripp Lite | Display Mounts                         | 18.0%              |
|                           | Tripp Lite | Extended Warranty for Select Products  | 15.0%              |
|                           | Tripp Lite | Full Size Rack Enclosures              | 20.0%              |
|                           | Tripp Lite | KVM Switches                           | 20.0%              |
|                           | Tripp Lite | Power Cords, Power Cord Adapters       | 40.0%              |
|                           | Tripp Lite | UPS systems                            | 25.0%              |
|                           | Tripp Lite | Wall Mount Rack Enclosures             | 22.0%              |
| Vaddio (Legrand)          |            | Video Cameras and Switching Products   | 21.0%              |

**Table 7 Broadcast Television Equipment**

|              |              |   |       |
|--------------|--------------|---|-------|
| 360 Systems  |              | Content Playout Video Servers           | 10.0% |
| ADDER        |              | KVM Systems                             | 20.0% |
| AJA          |              | Video Production and Streaming Products | 12.0% |
| AKG (Harmon) |              |   |       |
|              | AKG (Harmon) | Handheld Vocal Microphones              | 25.0% |
|              | AKG (Harmon) | Headphones                              | 25.0% |
|              | AKG (Harmon) | Installation Products                   | 20.0% |



|             |   |  |       |
|-------------|---|--|-------|
|             | AKG (Harmon)                                      | Wired Microphones  | 25.0% |
|             | AKG (Harmon)                                      | Wireless Microphones   | 25.0% |
|             | AKG (Harmon)                                      | Accessories  | 15.0% |
| Allen&Heath |   |  |       |
|             | Allen&Heath                                       | Avantis Series   | 25.0% |
|             | Allen&Heath                                       | dLive Series   | 15.0% |
|             | Allen&Heath                                       | Flight Cases   | 10.0% |
|             | Allen&Heath                                       | GL Series  | 30.0% |
|             | Allen&Heath                                       | Installation Mixers  | 15.0% |
|             | Allen&Heath                                       | Network Cards  | 20.0% |
|             | Allen&Heath                                       | Personal Monitoring  | 30.0% |
|             | Allen&Heath                                       | Remote Audio   | 20.0% |
|             | Allen&Heath                                       | ZED Series   | 30.0% |
|             | Allen&Heath                                       | Accessories  | 20.0% |
|             | American Power Conversion<br>(Schneider Electric) | UPS Systems  | 22.0% |
|             | Analog Way  | IMAG Processing and Switching Products                                 | 10.0% |
|             | Anchor Audio                                      | Portable PA Systems  | 17.0% |
|             | Anton Bauer                                       | Battery Systems  | 12.0% |
|             | Apantac   | Video Multiviewers   | 15.0% |
|             | Audio Technica                                    | Professional Audio Products  |       |
|             | Audio Technica                                    | Audio Technica Pro 88W   | 17.0% |
|             | Audio Technica                                    | Audio Technica ProPoint  | 17.0% |
|             | Audio Technica                                    | Audio Technica Series 40   | 17.0% |
|             | Audio Technica                                    | Audio Technica Shotgun Mics  | 17.0% |
|             | Audio Technica                                    | Audio Technica UniPoint  | 17.0% |
|             | Audio Technica                                    |  | 27.0% |
| Autoscript  |   |  |       |
|             |   | Teleprompter Systems   |       |
|             | Autoscript  | Main Hardware Models Excludes Software                                 | 18.0% |
|             | Autoscript  | Software Modules   | 12.0% |
| AVID        |   |  |       |
|             |   | Professional Editing Software and Storage Products                     |       |
|             | AVID - Support Renewals                           | Support Renewals Client must have Support in-forces at time of renewal | 10.0% |
|             | AVID -Hardware                                    | AVID Advanced Storage Products- Base Models                            | 10.0% |
|             | AVID -Hardware                                    | AVID Advanced Storage Products-Accessories                             | 10.0% |
|             | AVID -Hardware                                    | AVID supplied CPU's  | 10.0% |
|             | AVID -Hardware                                    | Standard Video Hardware Accessories excluding AVID supplied CPU's      | 10.0% |
|             | AVID -Software                                    | Media Composer, Floating License with Support (5-20-50 Seats)          | 10.0% |
|             | AVID -Software                                    | Media Composer, Single License with Support-No Dongle                  | 10.0% |
|             | AVID -Software                                    | Media Composer, Single License with Support-with Dongle                | 10.0% |
|             | Azden   | Professional Audio Products  | 22.0% |
|             | BirdDog   | Cameras and Video over IP Products                                     | 10.0% |
|             | Black Magic Design                                | Professional Video and Audio Products                                  | 7.0%  |
|             | Broadcast Pix Inc                                 | Professional Video and Audio Products                                  | 10.0% |
|             | C2G (Cables to Go)                                | Cabling Infrastructure Products  | 19.0% |
|             | C2G-Adaptor Products                              |  | 12.0% |
|             | C2G-Power Products                                |  | 12.0% |
|             | C2G-Retail Products                               |  | 12.0% |
|             | CableCast By Tightrope                            | Video Playout Server and PEG Automation                                | 5.0%  |
|             | Calrec Audio                                      | Professional Audio Mixing Consoles                                     | 7.0%  |
|             | Complex (Tecmec)                                  | Cabling Infrastructure Products  | 10.0% |



|                                   |   |        |
|-----------------------------------|---|--------|
| Canon Broadcast                   | Camera Lens   | 12.0%  |
| Canon Camcorders                  | Professional Video Camera   | 7.0%   |
| Canon Cine EOS Cameras            | Professional C-Series Still Image Cameras   | 20.0%  |
| Canon Consumer EOS Cameras        | Consumer 35MM Cameras/Lens Bundles  | 50.0%  |
| Canon Projectors LV               |   | 12.0%  |
| Canon Projectors-Realis           |   | 20.0%  |
| Carl Zeiss                        | Still Image and Video Camera Lens   | 9.0%   |
| Cartoni                           | Camera Support Products   | 20.0%  |
| CatDV                             | Asset Management Software for Video and Audio Content                               | 5.0%   |
| Chief (Legrand)                   | Display Mounts, both fixed and mobile   | 22.0%  |
| Christie Digital                  | DLP Projectors, LCD/LED Displays and Video Walls                                    |        |
| Christie Digital                  | Christie M Series WX, DS+, HD, WU Main Models                                       | 30.0%  |
| Christie Digital                  | Christie M Series WX, DS+, HD, WU Lens, Lamps, Accessories                          | 15.0%  |
| Christie Digital                  | Christie Crimson Models   | 25.0%  |
| Christie Digital                  | Christie Crimson Models Lens, Lamps, Accessories                                    | 15.0%  |
| Christie Digital                  | Christie D4K  | 20.0%  |
| Christie Digital                  | Christie D4K Lens, Lamps Accessories  | 15.0%  |
| Christie Digital                  | Christie 1DLP XGA, WX, HD, WU   | 30.0%  |
| Christie Digital                  | Christie 1DLP XGA, WX, HD, WU Lens, Lamps, Accessories                              | 15.0%  |
| Christie Digital                  | Christie 3LCD - XGA, WXGA, HD, WUXGA, 2K Excludes LWU530/650                        | 30.0%  |
| Christie Digital                  | Christie 3LCD - XGA, WXGA, HD, WUXGA, 2K Lens, Lamps Accessories                    | 15.0%  |
| Christie Digital                  | Professional Flat Panels  | 25.0%  |
| Christie Digital                  | Christie Brio and Terra products  | 15.0%  |
| Chyron-Hego                       | Graphics Creation Software and Hardware Systems                                     | 12.0%  |
| Cisco                             | Network Switches  | 20.0%  |
| Clearcom (an HME Company)         | Intercom Products   | 17.0%  |
| Clearone                          | Professional audio and video solutions and cloud-based video collaboration services |        |
| Clearone                          | Media Collaboration Products- Base Models   | 16.00% |
| Clearone                          | Media Collaboration Products- Extended Support                                      | 12.00% |
| Clearone                          | Professional Audio Products-Accessories   | 6.00%  |
| Clearone                          | Professional Audio Products-Base Models   | 21.00% |
| Clearone                          | ViewPro Products  | 13.00% |
| Clearone                          | Wireless Microphone Products (M500-M586-M915)                                       | 15.00% |
| Cobalt                            | Broadcast Signal Management Products  | 12.0%  |
| CompuLock-Synnex                  | Secure touchscreen hardware solutions for display devices                           | 17.0%  |
| Contemporary Research             | Video Distribution and Display Control Solutions                                    | 20.0%  |
| Crestron A+                       | Participating Member Schools with an CrestronA+ Account in place                    | A+     |
| Crestron                          | Participating Member Schools without a Crestron A+ Account in place                 | 35.0%  |
| Crispin Corporation               | Broadcast Automation (Hardware&Software)  | 5.0%   |
| Crispin Corporation               | Broadcast Automation (Services and 3rd party items)                                 | 0.0%   |
| Crown (Harman)                    | Audio Amplifiers  | 22.0%  |
| Cuescript                         | Teleprompting Solutions   | 12.0%  |
| Davis and Sandford                | Camera Support Products (Tripods)   | 12.0%  |
| DataVideo                         | Professional Video Switching Products   | 10.0%  |
| Day-Lite Screen Company (Legrand) | Display Screens   | 22.0%  |
| Dbx (Harman)                      | Audio Processing Products   | 25.0%  |
| Decimator                         | Video Multiviewer Products  | 10.0%  |



|                         |   |       |
|-------------------------|---|-------|
| Dell                    | Computers   | 7.0%  |
| Dell                    | Monitors  | 13.0% |
| Denon-Marantz           | Profession Audio Products   | 12.0% |
| Digital Projection      | Video Projectors  | 17.0% |
| digiLED                 | Custom LED Display Solutions  | 7.0%  |
| Draper                  | Custom Screen Solutions   | 22.0% |
| EEG Enterprises Inc     | Closed Captioned Encoders   | 5.0%  |
| Ensemble Designs        | Professional Signal Management Products   | 14.0% |
| Epson                   | Digital Video Group will Extend the Brighter Futures Pricing (BFP) which varies from model to model | BFP   |
| Ergotron (Synnex)       | Display mounts  | 25.0% |
| ESE                     | Up/Down Timers, Clocks and Time Code Readers  | 12.0% |
| Evertz                  | Professional Broadcast Signal Management and Processing Products                                    | 14.0% |
| Extron                  | Participating Member Schools with an Extron Account in place  | EDU   |
| Extron                  | Participating Member Schools without an Extron Account in place                                     | 35.0% |
| Facilis Technology Inc. | Base Models Only  | 15.0% |
| Facilis Technology Inc. | Options / Accessories / Upgrades  | 5.0%  |
| Fujinon                 | Camera Lens   | 15.0% |
| FX Design               | Custom Studio Set Designs   | 9.0%  |
| Gator Cases             | AV Equipment Cases  | 20.0% |
| Genelec                 | Critical Audio Monitoring Products  | 17.0% |
| Grass Valley            | Main Models Only  | 15.0% |
| Grass Valley            | Accessories   | 10.0% |
| Grass Valley            | Services and travel costs   | 0.0%  |
| Haivision               | Encoders/Decoders   | 7.0%  |
| Harmonic                | Main Models Only  | 17.0% |
| Harmonic                | Services Excludes travel costs  | 10.0% |
| Hewlett Packard         | Computer/Servers  | 7.0%  |
| Hewlett Packard         | Monitors and peripherals  | 7.0%  |
| Hitachi                 | Professional Broadcast Camera Systems   | 12.0% |
| IHSE                    | KVM Products  | 7.0%  |
| iKan                    | Video, Audio, and Fixed and Portable Lighting Products  | 15.0% |
| Ikegami                 | Professional Broadcast Camera Systems   | 14.0% |
| Imagine Communications  | Main Models Only  | 22.0% |
| Imagine Communications  | Accessories   | 10.0% |
| Imagine Communications  | Services and travel costs   | 0.0%  |
| JBL (Harmon)            | Audio Speaker Systems   | 30.0% |
| JBL Commercial (Harman) | Audio Speaker Systems   | 35.0% |
| JVC                     | Professional Camera Equipment and Display Monitors  | 12.0% |
| Kramer Electronics      | Signal Switching and Processing Products  | 19.0% |
| Leader Instruments      | Test and Measurement Equipment  |       |
|                         | Phabrix Line  | 7.0%  |
|                         | Phabrix Extended Warranties   | 5.0%  |
|                         | Leader Test and Measurement   | 10.0% |
|                         | Leader Test and Measurement Warranties  | 5.0%  |
| Lectrosonics            | Wireless Microphone Systems   | 10.0% |
| Leightronics            | Video Playout Servers and PEG Channel Automation Products   | 10.0% |
| Lexicon (Harman)        | Audio Signal Processing Equipment   | 20.0% |
| LG USA                  | * Clearance Models excluded   |       |
|                         | LG USA Commercial LED Displays * Clearance Models excluded  | 18.0% |



|  |   |  |       |
|--|---|--|-------|
|  | LG USA  | Commercial LED Displays Thin Bezel (3.5mm) Monitor Wall Models         | 8.0%  |
|  | LG USA  | Prosumer LED TV Displays   | 18.0% |
|  | LG USA  | Prosumer LED TV Displays up to and including 49 Inches                 | 8.0%  |
|  | LG USA  | Prosumer LED TV with Super Sign Displays up to and including 49 Inches | 8.0%  |
|  | Litepanels (VITEC)                                      | Portable and Fixed Installation Studio Lighting Fixtures               | 12.0% |
|  | Link Electronics  | Automated Captioning Servers   | 5.0%  |
|  | Link Electronics  | Encoders, Decoders, Video Processing Distribution Models               | 15.0% |
|  | LIVEU   | Main Models- Excludes Data Plans / Rentals/ Service Renewals           | 15.0% |
|  | Logitech  | Keyboards and Accessories  | 7.0%  |
|  | Logitech  | Lifesize Professional Video Conferencing Equipment                     | 12.0% |
|  | LUXUL (Legrand)   | Wireless Connectivity  | 20.0% |
|  | Mackie  | Audio Mixers   | 15.0% |
|  | Magewell  | Video Capture Devices  | 12.0% |
|  | Manfrotto   | Camera Support Equipment (Tripod Systems)                              | 17.0% |
|  | Marshall Electronics                                    | IP Cameras   | 17.0% |
|  | Marshall Electronics                                    | Monitors   | 17.0% |
|  | Master Clock  | Precision Time and Signal Distribution Equipment                       | 10.0% |
|  | Media Vision  | Specialized AV Conferencing Systems                                    | 15.0% |
|  | Mersive Technologies                                    | Collaborative Software Solutions                                       | 12.0% |
|  | Middle Atlantic (Legrand)                               | Equipment Enclosures and Accessories                                   | 28.0% |
|  | Miller  | Camera Support Equipment (Tripod Systems)                              | 12.0% |
|  | Mustang   | Display Mounting Solutions   | 25.0% |
|  | NEC- See SHARP/NEC                                      |  |       |
|  | Netgear   | Equipment Enclosures and Accessories                                   | 28.0% |
|  | Newtek  | Professional Video Switching and Camera Solutions                      | 5.0%  |
|  | Nickless Schrimmer & Co                                 | Satellite and RF Products  | 5.0%  |
|  | Nverzion  | Automation Products (New Hardware Software)                            | 10.0% |
|  | Nverzion  | Automation Products (Existing Hardware Software Upgrades)              | 3.0%  |
|  | Nverzion  | Automation Services (Professional Services)                            | 0.0%  |
|  | O'Conner Engineering                                    | Camera Tripods and Support Equipment                                   | 15.0% |
|  | Omnimount   | Equipment Mounting Solutions   | 30.0% |
|  | Omnirax   | Technical Furniture and Consoles                                       | 25.0% |
|  | Osprey Video  | Encoders. Decoders and Capture Devices                                 | 10.0% |
|  | Panasonic   | Professional Video, Audio and Display Products                         |       |
|  | Panasonic   | AV Conferencing Camera Systems   | 18.0% |
|  | Panasonic   | AV Projectors  | 29.0% |
|  | Panasonic   | Broadcast and Professional Cameras                                     | 12.0% |
|  | Panasonic   | Broadcast and Professional Cameras-Varicam                             | 7.0%  |
|  | Panasonic   | Broadcast and Professional Recording Products and Broadcast Displays   | 12.0% |
|  | Panasonic   | Professional Displays AV Monitors-Large                                | 10.0% |
|  | Peerless Industries                                     | Display Mounting Solutions   | 19.0% |
|  | Philips Professional Displays Clearance Models excluded | Commercial Displays  |       |
|  | Philips Professional Displays                           | B-Line Professional TV   | 25.0% |
|  | Philips Professional Displays                           | Q-Line Prosumer-Grade 4K SoC   | 25.0% |
|  | Philips Professional Displays                           | D-Line Commercial Grade  | 25.0% |
|  | Philips Professional Displays                           | H-Line Ultra Hi Bright   | 30.0% |
|  | Philips Professional Displays                           | X-Line Ultra Narrow Video Walls  | 25.0% |
|  | Philips Professional Displays                           | X-Line Video Wall Bundles  | 25.0% |



|                                     |  |       |
|-------------------------------------|--|-------|
| Philips Professional Displays       | P-Line Commercial Grade                                    | 25.0% |
| Philips Professional Displays       | C-Line Corporate Touch                                     | 25.0% |
| Philips Professional Displays       | T-Line Integrated Touch                                    | 25.0% |
| Philips Bundled Software Solutions  | T-Line Educational Touch                                   | 30.0% |
| Philips Bundled Software Solutions  | NAVORI Labs  | 25.0% |
| Philips Bundled Software Solutions  | SKYKIT   | 25.0% |
| Planar                              | Clearance Models excluded                                  |       |
|                                     | Planar LED Video Wall*                                     | 15.0% |
|                                     | Planar LCD Video Wall*                                     | 15.0% |
|                                     | Planar Large Format LCD*                                   | 15.0% |
|                                     | Planar Transparent OLED                                    | 15.0% |
|                                     | Planar Desktop and Touch                                   | 5.0%  |
| Portabrace                          | Cases for Professional Video, Audio and Computer Equipment | 17.0% |
| Presonus                            | Audio Mixers   | 22.0% |
| QSC                                 | AV Control and Signal Management Products                  | 20.0% |
| Q-TV (Autocue by VITEC)             | Teleprompting Products                                     | 12.0% |
| Quantum Corporation                 | Networked Attached Storage                                 | 10.0% |
| Quantum Corporation                 | Networked Attached Storage Accessories & 3rd Party Options | 2.0%  |
| Radio Design Labs                   | Signal Management Products                                 | 22.0% |
| Rane                                | Signal Management Products                                 | 12.0% |
| RGB Spectrum                        | AV Conferencing Systems                                    | 10.0% |
| RGB Spectrum                        | AV Signal Processing and Distribution Equipment            | 12.0% |
| RGB Spectrum                        | AV Signal Processing Accessories                           | 10.0% |
| RGB Spectrum                        | RGB Professional Services                                  | 5.0%  |
| Rokinon                             | Lens   | 10.0% |
| Roland                              | Video Production Products                                  | 12.0% |
| Ross Video Educational              | Software Applications for News and Graphics                | EDU   |
| Ross Video Main Models              | Excludes Optional Software Modules                         | 12.0% |
| Ross Video Main Models              | Optional Software Modules                                  | 5.0%  |
| Ross Video Services                 | Services and travel costs excluded                         | 0.0%  |
| RTS                                 | Intercom Products  | 8.0%  |
| Sachtler (VITEC)                    | Camera Support Equipment                                   | 15.0% |
| Samsung * Clearance Models excluded | Commercial Displays  | 17.0% |
| Sencore                             | Television, Satellite and RF Products                      | 5.0%  |
| Sencore WELLS AV                    | Television, Satellite and RF Products                      | 5.0%  |
| Sennheiser                          | Professional Audio Products                                | 27.0% |
| Sharp/NEC Displays                  | * Clearance Models excluded                                |       |
| Sharp/NEC Displays                  | A Series dvLED   | 25.0% |
| Sharp/NEC Displays                  | AccuSync Series  | 10.0% |
| Sharp/NEC Displays                  | Collaboration Series                                       | 40.0% |
| Sharp/NEC Displays                  | E Series   | 20.0% |
| Sharp/NEC Displays                  | E Series dvLED   | 5.0%  |
| Sharp/NEC Displays                  | FA Series dvLED  | 5.0%  |
| Sharp/NEC Displays                  | FE Series dvLED  | 5.0%  |
| Sharp/NEC Displays                  | MultiSync C Series   | 30.0% |
| Sharp/NEC Displays                  | MultiSync E Series   | 9.0%  |
| Sharp/NEC Displays                  | MultiSync EA Series  | 15.0% |
| Sharp/NEC Displays                  | MultiSync EX Series  | 15.0% |



|                               |  |       |
|-------------------------------|--|-------|
| Sharp/NEC Displays            | MultiSync M Series                                     | 22.0% |
| Sharp/NEC Displays            | MultiSync MA Series                                    | 22.0% |
| Sharp/NEC Displays            | MultiSync ME Series                                    | 30.0% |
| Sharp/NEC Displays            | MultiSync P Series                                     | 40.0% |
| Sharp/NEC Displays            | MultiSync PA Series                                    | 5.0%  |
| Sharp/NEC Displays            | MultiSync UN Series                                    | 48.0% |
| Sharp/NEC Displays            | MultiSync V Series                                     | 22.0% |
| Sharp/NEC Displays            | MultiSync WD Series                                    | 40.0% |
| Sharp/NEC Displays            | MultiSync X Series                                     | 48.0% |
| Sharp/NEC Displays            | SpectraView Series                                     | 20.0% |
| Sharp/NEC Displays            | Stretch Signage Series                                 | 25.0% |
| Sharp/NEC Displays            | PN Series  | 25.0% |
| Sharp/NEC Displays            | 8M-B Series  | 35.0% |
| Sharp/NEC Displays            | 4T-B Series  | 35.0% |
| Sharp/NEC Displays            | LL-B series  | 25.0% |
| Sharp/NEC Displays            | Accessories  | 20.0% |
| Sharp/NEC Projectors          | M Series   | 25.0% |
| Sharp/NEC Projectors          | MC Series  | 35.0% |
| Sharp/NEC Projectors          | ME Series  | 35.0% |
| Sharp/NEC Projectors          | P Series   | 50.0% |
| Sharp/NEC Projectors          | PA Series  | 30.0% |
| Sharp/NEC Projectors          | PE Series  | 50.0% |
| Sharp/NEC Projectors          | PH Series  | 20.0% |
| Sharp/NEC Projectors          | PX Series  | 40.0% |
| Sharp/NEC Projectors          | UM Series  | 20.0% |
| Shure                         | Audio Products   | 27.0% |
| Sierra Video Systems (Kramer) | Signal Management Systems                              | 17.0% |
| Sony                          | Professional Video and Audio Products                  |       |
|                               | Sony AV Projectors                                     | 29.0% |
|                               | Sony Cine/4K Projectors                                | 5.0%  |
|                               | Sony Commercial Displays                               | 15.0% |
|                               | Sony Professional Audio                                | 22.0% |
|                               | Sony Professional Broadcast Displays                   | 17.0% |
|                               | Sony Professional Video Products *                     | 17.0% |
|                               | Sony * Excluding Sony Program Priced Models            |       |
| Soundcraft (Harman)           | Main Models  | 30.0% |
|                               | Accessories/Spares/Panels                              | 10.0% |
| Steadicam (Tiffen)            | Camera Stabilizing Equipment                           | 10.0% |
| StorageDNA (Versatile)        | Tape and Disk Archive systems                          | 12.0% |
| TecNec                        | AV Accessories and Integration Products                | 12.0% |
| TecNec                        | OEM Branded Products                                   | 7.0%  |
| TecNec                        | Pre-made and Bulk Cables                               | 19.0% |
| Tektronix (Teletream)         | Parts and Accessories                                  | 4.0%  |
| Tektronix (Teletream)         | Extended Warranty, Service Contracts                   | 10.0% |
| Tektronix (Teletream)         | Test and Measurement Equipment-Base Models and Options | 10.0% |
| Telecast (Grass Valley)       | Main Models  | 20.0% |
| Telecast (Grass Valley)       | Accessories  | 5.0%  |
| Teletream                     | Main Hardware and Software Models Excludes Services    | 5.0%  |
| Telex                         | Intercom Products                                      | 15.0% |
| Telos Alliance                | Telephony Hybrid Products                              | 10.0% |



|                           |  |       |
|---------------------------|--|-------|
| Teradek (VITEC)           | Wireless Video and Audio Transmission Equipment            | 7.0%  |
| Tiffen                    | Camera Lens Filters  | 18.0% |
| Tripp Lite                | Communications and Data Equipment u                        |       |
| Tripp Lite                | Cables including Fiber, USB                                | 25.0% |
| Tripp Lite                | Corded Power Outlet Strips                                 | 18.0% |
| Tripp Lite                | Display Mounts   | 18.0% |
| Tripp Lite                | Extended Warranty for Select Products                      | 15.0% |
| Tripp Lite                | Full Size Rack Enclosures                                  | 20.0% |
| Tripp Lite                | KVM Switches   | 20.0% |
| Tripp Lite                | Power Cords, Power Cord Adapters                           | 40.0% |
| Tripp Lite                | UPS systems  | 25.0% |
| Tripp Lite                | Wall Mount Rack Enclosures                                 | 22.0% |
| TV Logic                  | Precision Video Displays                                   | 10.0% |
| TV-One                    | Video Wall Display Signal Management Products              | 20.0% |
| Vaddio (Legrand)          | Video Cameras and Switching Products                       | 21.0% |
| Vinten (VITEC)            | Camera Support Products (Tripods)                          | 17.0% |
| Vizrt                     | Main Hardware and Software Models-Excludes Factory Service | 15.0% |
| VITEC (Video Innovations) | IPTV Hardware and Software                                 | 10.0% |
| VITEC (Video Innovations) | Professional Services                                      | 0.0%  |
| Wheatstone                | Broadcast Level Audio Mixing Consoles                      | 5.0%  |
| Whirlwind                 | Cable Assemblies   | 18.0% |
| Winsted                   | Technical Furniture and Consoles                           | 12.0% |
| Wohler                    | Audio Measurement Products                                 | 12.0% |
| Wooden Camera             | DSLR Camera Accessories                                    | 7.0%  |
| Yamaha                    | Professional Audio Products                                |       |
| Yamaha                    | Analog Audio Console/Mixers-Base Models                    | 22.0% |
| Yamaha                    | BR Series Loudspeakers                                     | 27.0% |
| Yamaha                    | BR Series Loudspeakers Accessories                         | 22.0% |
| Yamaha                    | Club Series Loudspeaker Accessories                        | 22.0% |
| Yamaha                    | Club Series Loudspeakers                                   | 27.0% |
| Yamaha                    | Compact Disc Players                                       | 22.0% |
| Yamaha                    | Digital Audio consoles excluding DM2000                    | 17.0% |
| Yamaha                    | Digital Audio Workstations                                 | 0.0%  |
| Yamaha                    | DSP Processors   | 17.0% |
| Yamaha                    | Headphones   | 27.0% |
| Yamaha                    | Installation Loudspeakers and Accessories                  | 22.0% |
| Yamaha                    | Portable PA Systems  | 22.0% |
| Yamaha                    | Portable Recorders   | 27.0% |
| Yamaha                    | Power Amplifiers   | 22.0% |
| Yamaha                    | Powered Loudspeaker Accessories                            | 22.0% |
| Yamaha                    | Powered Loudspeakers                                       | 27.0% |
| Yamaha                    | Powered Mixer Accessories                                  | 12.0% |
| Yamaha                    | Powered Mixers-Base models                                 | 22.0% |
| Yamaha                    | Powered Monitor Speakers and Accessories                   | 22.0% |
| Yamaha                    | Signal Processor Cables                                    | 17.0% |
| Yamaha                    | Signal Processor Interfaces                                | 17.0% |
| Yamaha                    | Signal Processors  | 17.0% |
| Zacuto                    | DSLR Camera Accessories                                    | 12.0% |
| ZeeVee                    | AV Distribution and RF Modulation Products                 | 12.0% |
| DVG Professional Services |  |       |



|                  |   |       |
|------------------|---|-------|
| DVGENGINEERING   | Digital Video Group Engineering: Design, Development and Solution Planning  | 12.0% |
| DVGINSTALL       | Digital Video Group Installation Services both On and Off Site as detailed in the Project Statement of Work   | 12.0% |
| DVGPROJECTMGR    | Digital Video Group On-Site Project Management Services   | 12.0% |
| DVGTRAINING      | Digital Video Group Onsite Operational System Training as detailed in the Project Statement of Work   | 12.0% |
| DVGDRAWINGS      | DVGDRAWINGS CAD A/V, Control Drawings "As Built" as required by the Project Statement of Work   | 12.0% |
| DVGPROGRAMMING   | Digital Video Group Programming. Includes creating custom instruction sets of control codes for A/V or Broadcast Video Devices. May include creation of custom Graphical Symbols and Pictures as detailed in the Project Statement of Work  | 12.0% |
| DVGDATAMOVE      | Digital Video Group Data migration to include moving all A/V data assets, project files, and configuration to new system as detailed in the Project Statement of Work   | 12.0% |
| DVGCOMMISSION    | Digital Video Group Assembly, Commissioning and Testing Services as detailed in the Project Statement of Work   | 12.0% |
| DVGMATERIALS     | Digital Video Group Miscellaneous Installation Materials (Consumables) May include Non-itemized Enclosures, Conduits, Wire-ways and Trays, Blank Panels, Screws, Nuts, Bolts, Grommets, Cable Ties, Lacing Braces, Labels, Engraved I/O Panels, Rental Equipment, Electrical Outlet Boxes, Cover Plates, Cables, Connectors, Wire, Disposable Items, Special Tools, Lightning and Surge Protection if Required and Determined by the System Specification | 10.0% |
| DVGLIFELINE      | Digital Video Group offers Extended Operational System Warranties for DVG installed Systems. These Extended System Warranty Programs are custom configured with the client to provide a range of Warranty and Support Services.   | 12.0% |
| DVGTRAVEL        | Digital Video Group Travel Expenses for DVG Project Installation Personnel. These expenses are calculated against the current Geographical Local Rates and are passed thru to the Client.   | 0.0%  |
| DVGCUSTOMCONSOLE | Digital Video Group Custom Designed Equipment Consoles, Furniture, Lecterns etc.  | 10.0% |

### Table 8 Multimedia Presentation Equipment

#### AKG (Harmon)

|              |                            |       |
|--------------|----------------------------|-------|
| AKG (Harmon) | Handheld Vocal Microphones | 25.0% |
| AKG (Harmon) | Headphones                 | 25.0% |
| AKG (Harmon) | Installation Products      | 20.0% |
| AKG (Harmon) | Wired Microphones          | 25.0% |
| AKG (Harmon) | Wireless Microphones       | 25.0% |
| AKG (Harmon) | Accessories                | 15.0% |

#### Allen&Heath

|             |                     |       |
|-------------|---------------------|-------|
| Allen&Heath | Avantis Series      | 25.0% |
| Allen&Heath | dLive Series        | 15.0% |
| Allen&Heath | Flight Cases        | 10.0% |
| Allen&Heath | GL Series           | 30.0% |
| Allen&Heath | Installation Mixers | 15.0% |
| Allen&Heath | Network Cards       | 20.0% |
| Allen&Heath | Personal Monitoring | 30.0% |



|                               |                  |   |       |
|-------------------------------|------------------|---|-------|
|                               | Allen&Heath      | Remote Audio  | 20.0% |
|                               | Allen&Heath      | ZED Series  | 30.0% |
|                               | Allen&Heath      | Accessories   | 20.0% |
| Apantac                       |                  | Video Multiviewers  | 15.0% |
| Audio Technica                |                  | Professional Audio Products   |       |
|                               | Audio Technica   | Audio Technica Pro 88W  | 17.0% |
|                               | Audio Technica   | Audio Technica ProPoint   | 17.0% |
|                               | Audio Technica   | Audio Technica Series 40  | 17.0% |
|                               | Audio Technica   | Audio Technica Shotgun Mics   | 17.0% |
|                               | Audio Technica   | Audio Technica UniPoint   | 17.0% |
|                               | Audio Technica   |   | 27.0% |
| Autoscript                    |                  | Teleprompter Systems  |       |
|                               | Autoscript       | Main Hardware Models Excludes Software                              | 18.0% |
|                               | Autoscript       | Software Modules  | 12.0% |
| BirdDog                       |                  | Cameras and Video over IP Products                                  | 10.0% |
| Black Magic Design            |                  | Professional Video and Audio Products                               | 7.0%  |
| Broadcast Pix Inc             |                  | Professional Video and Audio Products                               | 10.0% |
| C2G (Cables to Go)            |                  | Cabling Infrastructure Products                                     | 19.0% |
| C2G-Adaptor Products          |                  |   | 12.0% |
| C2G-Power Products            |                  |   | 12.0% |
| C2G-Retail Products           |                  |   | 12.0% |
| Canon Broadcast               |                  | Camera Lens   | 12.0% |
| Canon Camcorders              |                  | Professional Video Camera   | 7.0%  |
| Canon Cine EOS Cameras        |                  | Professional C-Series Still Image Cameras                           | 20.0% |
| Canon Consumer EOS<br>Cameras |                  | Consumer 35MM Cameras/Lens Bundles                                  | 50.0% |
| Canon Projectors LV           |                  |   | 12.0% |
| Canon Projectors-Realis       |                  |   | 20.0% |
| Carl Zeiss                    |                  | Still Image and Video Camera Lens                                   | 9.0%  |
| Cartoni                       |                  | Camera Support Products   | 20.0% |
| Chief (Legrand)               |                  | Display Mounts, both fixed and mobile                               | 22.0% |
| Christie Digital              |                  | Projectors, LCD/LED Displays and Video Walls                        |       |
|                               | Christie Digital | Christie M Series WX, DS+, HD, WU Main Models                       | 30.0% |
|                               | Christie Digital | Christie M Series WX, DS+, HD, WU Lens, Lamps, Accessories          | 15.0% |
|                               | Christie Digital | Christie Crimson Models   | 25.0% |
|                               | Christie Digital | Christie Crimson Models Lens, Lamps, Accessories                    | 15.0% |
|                               | Christie Digital | Christie D4K  | 20.0% |
|                               | Christie Digital | Christie D4K Lens, Lamps Accessories                                | 15.0% |
|                               | Christie Digital | Christie 1DLP XGA, WX, HD, WU                                       | 30.0% |
|                               | Christie Digital | Christie 1DLP XGA, WX, HD, WU Lens, Lamps, Accessories              | 15.0% |
|                               | Christie Digital | Christie 3LCD - XGA, WXGA, HD, WUXGA, 2K Excludes<br>LWU530/650     | 30.0% |
|                               | Christie Digital | Christie 3LCD - XGA, WXGA, HD, WUXGA, 2K Lens, Lamps<br>Accessories | 15.0% |
|                               | Christie Digital | Professional Flat Panels  | 25.0% |
|                               | Christie Digital | Christie Brio and Terra products                                    | 15.0% |
| Cisco                         |                  | Network Switches  | 20.0% |
| Crown (Harman)                |                  | Audio Amplifiers  | 22.0% |
| Cuescript                     |                  | Teleprompting Solutions   | 12.0% |
| Compulock-Synnex              |                  | Secure touchscreen hardware solutions for display devices           | 17.0% |
| Davis and Sandford            |                  | Camera Support Products (Tripods)                                   | 12.0% |
| DataVideo                     |                  | Professional Video Switching Products                               | 10.0% |





|                               |  |       |
|-------------------------------|--|-------|
| Dell                          | Computers  | 7.0%  |
| Dell                          | Monitors   | 13.0% |
| Denon-Marantz                 | Profession Audio Products  | 12.0% |
| Ergotron (Synnex)             | Display mounts   | 25.0% |
| Fujinon                       | Camera Lens  | 15.0% |
| Genelec                       | Critical Audio Monitoring Products   | 17.0% |
| Haivision                     | Encoders/Decoders  | 7.0%  |
| Hewlett Packard               | Computer/Servers   | 7.0%  |
| Hewlett Packard               | Monitors and peripherals   | 7.0%  |
| Hitachi                       | Professional Broadcast Camera Systems  | 12.0% |
| iKan                          | Video, Audio, and Fixed and Portable Lighting Products                         | 15.0% |
| Ikegami                       | Professional Broadcast Camera Systems  | 14.0% |
| JBL (Harmon)                  | Audio Speaker Systems  | 30.0% |
| JBL Commercial (Harman)       | Audio Speaker Systems  | 35.0% |
| JVC                           | Professional Camera Equipment and Display Monitors                             | 12.0% |
| Kramer Electronics            | Signal Switching and Processing Products                                       | 19.0% |
| Lectrosionics                 | Wireless Microphone Systems  | 10.0% |
| LG USA                        | * Clearance Models excluded  |       |
|                               | LG USA Commercial LED Displays * Clearance Models excluded                     | 18.0% |
|                               | LG USA Commercial LED Displays Thin Bezel (3.5mm) Monitor Wall Models          | 8.0%  |
|                               | LG USA Prosumer LED TV Displays  | 18.0% |
|                               | LG USA Prosumer LED TV Displays up to and including 49 Inches                  | 8.0%  |
|                               | LG USA Prosumer LED TV with Super Sign Displays up to and including 49 Inches  | 8.0%  |
| Litepanels (VITEC)            | Portable and Fixed Installation Studio Lighting Fixtures                       | 12.0% |
| Mackie                        | Audio Mixers   | 15.0% |
| Magewell                      | Video Capture Devices  | 12.0% |
| Manfrotto                     | Camera Support Equipment (Tripod Systems)                                      | 17.0% |
| Marshall Electronics          | IP Cameras   | 17.0% |
| Marshall Electronics          | Monitors   | 17.0% |
| Master Clock                  | Precision Time and Signal Distribution Equipment                               | 10.0% |
| Middle Atlantic (Legrand)     | Equipment Enclosures and Accessories   | 28.0% |
| Miller                        | Camera Support Equipment (Tripod Systems)                                      | 12.0% |
| Mustang                       | Display Mounting Solutions   | 25.0% |
| NEC- See SHARP/NEC            |  |       |
| Netgear                       | Equipment Enclosures and Accessories   | 28.0% |
| O'Conner Engineering          | Camera Tripods and Support Equipment   | 15.0% |
| Omnimount                     | Equipment Mounting Solutions   | 30.0% |
| Osprey Video                  | Encoders. Decoders and Capture Devices   | 10.0% |
| Panasonic                     | Professional Video, Audio and Display Products                                 |       |
|                               | Panasonic AV Conferencing Camera Systems                                       | 18.0% |
|                               | Panasonic AV Projectors  | 29.0% |
|                               | Panasonic Broadcast and Professional Cameras                                   | 12.0% |
|                               | Panasonic Broadcast and Professional Cameras-Varicam                           | 7.0%  |
|                               | Panasonic Broadcast and Professional Recording Products and Broadcast Displays | 12.0% |
|                               | Panasonic Professional Displays AV Monitors-Large                              | 10.0% |
| Peerless Industries           | Display Mounting Solutions   | 19.0% |
| Philips Professional Displays | Commercial Displays  |       |
| * Clearance Models excluded   |  |       |
| Philips Professional Displays | B-Line Professional TV   | 25.0% |



|                                     |                                 |       |
|-------------------------------------|---------------------------------|-------|
| Philips Professional Displays       | Q-Line Prosumer-Grade 4K SoC    | 25.0% |
| Philips Professional Displays       | D-Line Commercial Grade         | 25.0% |
| Philips Professional Displays       | H-Line Ultra Hi Bright          | 30.0% |
| Philips Professional Displays       | X-Line Ultra Narrow Video Walls | 25.0% |
| Philips Professional Displays       | X-Line Video Wall Bundles       | 25.0% |
| Philips Professional Displays       | P-Line Commercial Grade         | 25.0% |
| Philips Professional Displays       | C-Line Corporate Touch          | 25.0% |
| Philips Professional Displays       | T-Line Integrated Touch         | 25.0% |
| Bundled Software Solutions          | T-Line Educational Touch        | 30.0% |
| Philips Professional Displays       | NAVORI Labs                     | 25.0% |
| Philips Professional Displays       | SKYKIT                          | 25.0% |
| Planar                              | * Clearance Models excluded     |       |
|                                     | Planar LED Video Wall*          | 15.0% |
|                                     | Planar LCD Video Wall*          | 15.0% |
|                                     | Planar Large Format LCD*        | 15.0% |
|                                     | Planar Transparent OLED         | 15.0% |
|                                     | Planar Desktop and Touch        | 5.0%  |
| Presonus                            | Audio Mixers                    | 22.0% |
| Q-TV (Autocue by VITEC)             | Teleprompting Products          | 12.0% |
| Rokinon                             | Lens                            | 10.0% |
| Roland                              | Video Production Products       | 12.0% |
| Sachtler (VITEC)                    | Camera Support Equipment        | 15.0% |
| Samsung * Clearance Models excluded | Commercial Displays             | 17.0% |
| Sennheiser                          | Professional Audio Products     | 27.0% |
| Sharp/NEC                           | * Clearance Models excluded     |       |
| Displays                            | A Series dvLED                  | 25.0% |
| Sharp/NEC                           | AccuSync Series                 | 10.0% |
| Sharp/NEC                           | Collaboration Series            | 40.0% |
| Sharp/NEC                           | E Series                        | 20.0% |
| Sharp/NEC                           | E Series dvLED                  | 5.0%  |
| Sharp/NEC                           | FA Series dvLED                 | 5.0%  |
| Sharp/NEC                           | FE Series dvLED                 | 5.0%  |
| Sharp/NEC                           | MultiSync C Series              | 30.0% |
| Sharp/NEC                           | MultiSync E Series              | 9.0%  |
| Sharp/NEC                           | MultiSync EA Series             | 15.0% |
| Sharp/NEC                           | MultiSync EX Series             | 15.0% |
| Sharp/NEC                           | MultiSync M Series              | 22.0% |
| Sharp/NEC                           | MultiSync MA Series             | 22.0% |
| Sharp/NEC                           | MultiSync ME Series             | 30.0% |
| Sharp/NEC                           | MultiSync P Series              | 40.0% |
| Sharp/NEC                           | MultiSync PA Series             | 5.0%  |
| Sharp/NEC                           | MultiSync UN Series             | 48.0% |
| Sharp/NEC                           | MultiSync V Series              | 22.0% |
| Sharp/NEC                           | MultiSync WD Series             | 40.0% |
| Sharp/NEC                           | MultiSync X Series              | 48.0% |
| Sharp/NEC                           | SpectraView Series              | 20.0% |
| Sharp/NEC                           | Stretch Signage Series          | 25.0% |
| Sharp/NEC                           | PN Series                       | 25.0% |
| Sharp/NEC                           | 8M-B Series                     | 35.0% |
| Sharp/NEC                           | 4T-B Series                     | 35.0% |



|                     |            |   |       |
|---------------------|------------|---|-------|
|                     | Sharp/NEC  | LL-B series   | 25.0% |
|                     | Sharp/NEC  | Accessories   | 20.0% |
| Projectors          |            | M Series  | 25.0% |
|                     | Sharp/NEC  | MC Series   | 35.0% |
|                     | Sharp/NEC  | ME Series   | 35.0% |
|                     | Sharp/NEC  | P Series  | 50.0% |
|                     | Sharp/NEC  | PA Series   | 30.0% |
|                     | Sharp/NEC  | PE Series   | 50.0% |
|                     | Sharp/NEC  | PH Series   | 20.0% |
|                     | Sharp/NEC  | PX Series   | 40.0% |
|                     | Sharp/NEC  | UM Series   | 20.0% |
| Shure               |            | Audio Products                                      | 27.0% |
| Sony                |            | Professional Video and Audio Products               |       |
|                     | Sony       | AV Projectors                                       | 29.0% |
|                     | Sony       | Cine/4K Projectors                                  | 5.0%  |
|                     | Sony       | Commercial Displays                                 | 15.0% |
|                     | Sony       | Professional Audio                                  | 22.0% |
|                     | Sony       | Professional Broadcast Displays                     | 17.0% |
|                     | Sony       | Professional Video Products *                       | 17.0% |
|                     | Sony       | * Excluding Sony Program Priced Models              |       |
| Soundcraft (Harman) |            | Main Models   | 30.0% |
|                     |            | Accessories/Spares/Panels                           | 10.0% |
| TecNec              |            | AV Accessories and Integration Products             | 12.0% |
| TecNec              |            | OEM Branded Products                                | 7.0%  |
| TecNec              |            | Pre-made and Bulk Cables                            | 19.0% |
| Telestream          |            | Main Hardware and Software Models Excludes Services | 5.0%  |
| Telex               |            | Intercom Products                                   | 15.0% |
| Tripp Lite          |            | Communications and Data Equipment                   |       |
|                     | Tripp Lite | Cables including Fiber, USB                         | 25.0% |
|                     | Tripp Lite | Corded Power Outlet Strips                          | 18.0% |
|                     | Tripp Lite | Display Mounts                                      | 18.0% |
|                     | Tripp Lite | Extended Warranty for Select Products               | 15.0% |
|                     | Tripp Lite | Full Size Rack Enclosures                           | 20.0% |
|                     | Tripp Lite | KVM Switches  | 20.0% |
|                     | Tripp Lite | Power Cords, Power Cord Adapters                    | 40.0% |
|                     | Tripp Lite | UPS systems   | 25.0% |
|                     | Tripp Lite | Wall Mount Rack Enclosures                          | 22.0% |
| TV Logic            |            | Precision Video Displays                            | 10.0% |
| TV-One              |            | Video Wall Display Signal Management Products       | 20.0% |
| Vaddio (Legrand)    |            | Video Cameras and Switching Products                | 21.0% |
| Vinten (VITEC)      |            | Camera Support Products (Tripods)                   | 17.0% |
| Whirlwind           |            | Cable Assemblies                                    | 18.0% |
| Yamaha              |            | Professional Audio Products                         |       |
|                     | Yamaha     | Analog Audio Console/Mixers-Base Models             | 22.0% |
|                     | Yamaha     | BR Series Loudspeakers                              | 27.0% |
|                     | Yamaha     | BR Series Loudspeakers Accessories                  | 22.0% |
|                     | Yamaha     | Club Series Loudspeaker Accessories                 | 22.0% |
|                     | Yamaha     | Club Series Loudspeakers                            | 27.0% |
|                     | Yamaha     | Compact Disc Players                                | 22.0% |
|                     | Yamaha     | Digital Audio consoles excluding DM2000             | 17.0% |



|                           |                  |   |       |
|---------------------------|------------------|---|-------|
|                           | Yamaha           | Digital Audio Workstations  | 0.0%  |
|                           | Yamaha           | DSP Processors  | 17.0% |
|                           | Yamaha           | Headphones  | 27.0% |
|                           | Yamaha           | Installation Loudspeakers and Accessories   | 22.0% |
|                           | Yamaha           | Portable PA Systems   | 22.0% |
|                           | Yamaha           | Portable Recorders  | 27.0% |
|                           | Yamaha           | Power Amplifiers  | 22.0% |
|                           | Yamaha           | Powered Loudspeaker Accessories   | 22.0% |
|                           | Yamaha           | Powered Loudspeakers  | 27.0% |
|                           | Yamaha           | Powered Mixer Accessories   | 12.0% |
|                           | Yamaha           | Powered Mixers-Base models  | 22.0% |
|                           | Yamaha           | Powered Monitor Speakers and Accessories  | 22.0% |
|                           | Yamaha           | Signal Processor Cables   | 17.0% |
|                           | Yamaha           | Signal Processor Interfaces   | 17.0% |
|                           | Yamaha           | Signal Processors   | 17.0% |
| DVG Professional Services |                  |   |       |
|                           | DVGENGINEERING   | Digital Video Group Engineering: Design, Development and Solution Planning  | 12.0% |
|                           | DVGINSTALL       | Digital Video Group Installation Services both On and Off Site as detailed in the Project Statement of Work   | 12.0% |
|                           | DVGPROJECTMGR    | Digital Video Group On-Site Project Management Services   | 12.0% |
|                           | DVGTRAINING      | Digital Video Group Onsite Operational System Training as detailed in the Project Statement of Work   | 12.0% |
|                           | DVGDRAWINGS      | DVGDRAWINGS CAD A/V, Control Drawings "As Built" as required by the Project Statement of Work   | 12.0% |
|                           | DVGPROGRAMMING   | Digital Video Group Programming. Includes creating custom instruction sets of control codes for A/V or Broadcast Video Devices. May include creation of custom Graphical Symbols and Pictures as detailed in the Project Statement of Work  | 12.0% |
|                           | DVGDATAMOVE      | Digital Video Group Data migration to include moving all A/V data assets, project files, and configuration to new system as detailed in the Project Statement of Work   | 12.0% |
|                           | DVGCOMMISSION    | Digital Video Group Assembly, Commissioning and Testing Services as detailed in the Project Statement of Work   | 12.0% |
|                           | DVGMATERIALS     | Digital Video Group Miscellaneous Installation Materials (Consumables) May include Non-itemized Enclosures, Conduits, Wire-ways and Trays, Blank Panels, Screws, Nuts, Bolts, Grommets, Cable Ties, Lacing Braces, Labels, Engraved I/O Panels, Rental Equipment, Electrical Outlet Boxes, Cover Plates, Cables, Connectors, Wire, Disposable Items, Special Tools, Lightning and Surge Protection if Required and Determined by the System Specification | 10.0% |
|                           | DVGLIFELINE      | Digital Video Group offers Extended Operational System Warranties for DVG installed Systems. These Extended System Warranty Programs are custom configured with the client to provide a range of Warranty and Support Services.   | 12.0% |
|                           | DVGTRAVEL        | Digital Video Group Travel Expenses for DVG Project Installation Personnel. These expanses are calculated against the current Geographical Local Rates and are passed thru to the Client.   | 0.0%  |
|                           | DVGCUSTOMCONSOLE | Digital Video Group Custom Designed Equipment Consoles, Furniture, Lecterns etc.  | 10.0% |

**Table 9 Multimedia Development Equipment**

| Manufacturer           |  | Discount from Manufacturer's Published List Price |
|------------------------|--|---|
| ADDER                  | KVM Systems  | 20.0%   |
| AJA                    | Video Production and Streaming Products  | 12.0%   |
| AKG (Harmon)           |  |   |
|                        | AKG (Harmon) Handheld Vocal Microphones  | 25.0%   |
|                        | AKG (Harmon) Headphones  | 25.0%   |
|                        | AKG (Harmon) Installation Products   | 20.0%   |
|                        | AKG (Harmon) Wired Microphones   | 25.0%   |
|                        | AKG (Harmon) Wireless Microphones  | 25.0%   |
|                        | AKG (Harmon) Accessories   | 15.0%   |
| Allen&Heath            |  |   |
|                        | Allen&Heath Avantis Series   | 25.0%   |
|                        | Allen&Heath dLive Series   | 15.0%   |
|                        | Allen&Heath Flight Cases   | 10.0%   |
|                        | Allen&Heath GL Series  | 30.0%   |
|                        | Allen&Heath Installation Mixers  | 15.0%   |
|                        | Allen&Heath Network Cards  | 20.0%   |
|                        | Allen&Heath Personal Monitoring  | 30.0%   |
|                        | Allen&Heath Remote Audio   | 20.0%   |
|                        | Allen&Heath ZED Series   | 30.0%   |
|                        | Allen&Heath Accessories  | 20.0%   |
| Audio Technica         | Professional Audio Products  |   |
|                        | Audio Technica Audio Technica Pro 88W  | 17.0%   |
|                        | Audio Technica Audio Technica ProPoint   | 17.0%   |
|                        | Audio Technica Audio Technica Series 40  | 17.0%   |
|                        | Audio Technica Audio Technica Shotgun Mics   | 17.0%   |
|                        | Audio Technica Audio Technica UniPoint   | 17.0%   |
|                        | Audio Technica   | 27.0%   |
| AVID                   | Professional Editing Software and Storage Products   |   |
|                        | AVID - Support Renewals Support Renewals Client must have Support in-forces at time of renewal | 10.0%   |
|                        | AVID -Hardware AVID Advanced Storage Products- Base Models                                     | 10.0%   |
|                        | AVID -Hardware AVID Advanced Storage Products-Accessories                                      | 10.0%   |
|                        | AVID -Hardware AVID supplied CPU's   | 10.0%   |
|                        | AVID -Hardware Standard Video Hardware Accessories excluding AVID supplied CPU's               | 10.0%   |
|                        | AVID -Software Media Composer, Floating License with Support (5-20-50 Seats)                   | 10.0%   |
|                        | AVID -Software Media Composer, Single License with Support-No Dongle                           | 10.0%   |
|                        | AVID -Software Media Composer, Single License with Support-with Dongle                         | 10.0%   |
| Azden                  | Professional Audio Products  | 22.0%   |
| BirdDog                | Cameras and Video over IP Products   | 10.0%   |
| C2G (Cables to Go)     | Cabling Infrastructure Products  | 19.0%   |
| C2G-Adaptor Products   |  | 12.0%   |
| C2G-Power Products     |  | 12.0%   |
| C2G-Retail Products    |  | 12.0%   |
| Calrec Audio           | Professional Audio Mixing Consoles   | 7.0%  |
| Canon Broadcast        | Camera Lens  | 12.0%   |
| Canon Camcorders       | Professional Video Camera  | 7.0%  |
| Canon Cine EOS Cameras | Professional C-Series Still Image Cameras  | 20.0%   |





|                            |  |       |
|----------------------------|--|-------|
| Canon Consumer EOS Cameras | Consumer 35MM Cameras/Lens Bundles                                     | 50.0% |
| Canon Projectors LV        |  | 12.0% |
| Canon Projectors-Realis    |  | 20.0% |
| Carl Zeiss                 | Still Image and Video Camera Lens                                      | 9.0%  |
| Cartoni                    | Camera Support Products  | 20.0% |
| Christie Digital           | DLP Projectors, LCD/LED Displays and Video Walls                       |       |
| Christie Digital           | Christie M Series WX, DS+, HD, WU Main Models                          | 30.0% |
| Christie Digital           | Christie M Series WX, DS+, HD, WU Lens, Lamps, Accessories             | 15.0% |
| Christie Digital           | Christie Crimson Models  | 25.0% |
| Christie Digital           | Christie Crimson Models Lens, Lamps, Accessories                       | 15.0% |
| Christie Digital           | Christie D4K   | 20.0% |
| Christie Digital           | Christie D4K Lens, Lamps Accessories                                   | 15.0% |
| Christie Digital           | Christie 1DLP XGA, WX, HD, WU  | 30.0% |
| Christie Digital           | Christie 1DLP XGA, WX, HD, WU Lens, Lamps, Accessories                 | 15.0% |
| Christie Digital           | Christie 3LCD - XGA, WXGA, HD, WUXGA, 2K Excludes LWU530/650           | 30.0% |
| Christie Digital           | Christie 3LCD - XGA, WXGA, HD, WUXGA, 2K Lens, Lamps Accessories       | 15.0% |
|                            | Professional Flat Panels   | 25.0% |
|                            | Christie Brio and Terra products                                       | 15.0% |
| Chyron-Hego                | Graphics Creation Software and Hardware Systems                        | 12.0% |
| Dell                       | Computers  | 7.0%  |
| Dell                       | Monitors   | 13.0% |
| Ensemble Designs           | Professional Signal Management Products                                | 14.0% |
| Facilis Technology Inc.    | Base Models Only   | 15.0% |
| Facilis Technology Inc.    | Options / Accessories / Upgrades                                       | 5.0%  |
| Fujinon                    | Camera Lens  | 15.0% |
| Genelec                    | Critical Audio Monitoring Products                                     | 17.0% |
| Haivision                  | Encoders/Decoders  | 7.0%  |
| Hewlett Packard            | Computer/Servers   | 7.0%  |
| Hewlett Packard            | Monitors and peripherals   | 7.0%  |
| Leader Instruments         | Test and Measurement Equipment   |       |
|                            | Phabrix Line   | 7.0%  |
|                            | Phabrix Extended Warranties  | 5.0%  |
|                            | Leader Test and Measurement  | 10.0% |
|                            | Leader Test and Measurement Warranties                                 | 5.0%  |
| LG USA                     | * Clearance Models excluded  |       |
|                            | Commercial LED Displays * Clearance Models excluded                    | 18.0% |
|                            | Commercial LED Displays Thin Bezel (3.5mm) Monitor Wall Models         | 8.0%  |
|                            | Prosumer LED TV Displays   | 18.0% |
|                            | Prosumer LED TV Displays up to and including 49 Inches                 | 8.0%  |
|                            | Prosumer LED TV with Super Sign Displays up to and including 49 Inches | 8.0%  |
| Link Electronics           | Automated Captioning Servers   | 5.0%  |
| Link Electronics           | Encoders, Decoders, Video Processing Distribution Models               | 15.0% |
| Magewell                   | Video Capture Devices  | 12.0% |
| Master Clock               | Precision Time and Signal Distribution Equipment                       | 10.0% |
| Middle Atlantic (Legrand)  | Equipment Enclosures and Accessories                                   | 28.0% |
| Netgear                    | Network Switches   | 28.0% |
| Newtek                     | Professional Video Switching and Camera Solutions                      | 5.0%  |
| Osprey Video               | Encoders. Decoders and Capture Devices                                 | 10.0% |





|  |  |       |
|--|--|-------|
| Panasonic  | Professional Video, Audio and Display Products                       |       |
| Panasonic  | AV Conferencing Camera Systems                                       | 18.0% |
| Panasonic  | AV Projectors  | 29.0% |
| Panasonic  | Broadcast and Professional Cameras                                   | 12.0% |
| Panasonic  | Broadcast and Professional Cameras-Varicam                           | 7.0%  |
| Panasonic  | Broadcast and Professional Recording Products and Broadcast Displays | 12.0% |
| Panasonic  | Professional Displays AV Monitors-Large                              | 10.0% |
| Philips Professional Displays<br>* Clearance Models excluded | Commercial Displays  |       |
|  | B-Line Professional TV   | 25.0% |
|  | Q-Line Prosumer-Grade 4K SoC   | 25.0% |
|  | D-Line Commercial Grade  | 25.0% |
|  | H-Line Ultra Hi Bright   | 30.0% |
|  | X-Line Ultra Narrow Video Walls                                      | 25.0% |
|  | X-Line Video Wall Bundles  | 25.0% |
|  | P-Line Commercial Grade  | 25.0% |
|  | C-Line Corporate Touch   | 25.0% |
|  | T-Line Integrated Touch  | 25.0% |
| Bundled Software Solutions                                   | T-Line Educational Touch   | 30.0% |
|  | NAVORI Labs  | 25.0% |
|  | SKYKIT   | 25.0% |
| Planar   | * Clearance Models excluded  |       |
|  | LED Video Wall*  | 15.0% |
|  | LCD Video Wall*  | 15.0% |
|  | Large Format LCD*  | 15.0% |
|  | Transparent OLED   | 15.0% |
|  | Desktop and Touch  | 5.0%  |
| Presonus   | Audio Mixers   | 22.0% |
| Radio Design Labs  | Signal Management Products   | 22.0% |
| Rane   | Signal Management Products   | 12.0% |
| Rokinon  | Lens   | 10.0% |
| Samsung * Clearance Models<br>excluded                       | Commercial Displays  | 17.0% |
| Sennheiser   | Professional Audio Products  | 27.0% |
| Sharp/NEC  | * Clearance Models excluded  |       |
| Displays   | A Series dvLED   | 25.0% |
|  | AccuSync Series  | 10.0% |
|  | Collaboration Series   | 40.0% |
|  | E Series   | 20.0% |
|  | E Series dvLED   | 5.0%  |
|  | FA Series dvLED  | 5.0%  |
|  | FE Series dvLED  | 5.0%  |
|  | MultiSync C Series   | 30.0% |
|  | MultiSync E Series   | 9.0%  |
|  | MultiSync EA Series  | 15.0% |
|  | MultiSync EX Series  | 15.0% |
|  | MultiSync M Series   | 22.0% |
|  | MultiSync MA Series  | 22.0% |
|  | MultiSync ME Series  | 30.0% |
|  | MultiSync P Series   | 40.0% |
|  | MultiSync PA Series  | 5.0%  |



|                        |  |       |
|------------------------|--|-------|
|                        | MultiSync UN Series                                    | 48.0% |
|                        | MultiSync V Series                                     | 22.0% |
|                        | MultiSync WD Series                                    | 40.0% |
|                        | MultiSync X Series                                     | 48.0% |
|                        | SpectraView Series                                     | 20.0% |
|                        | Stretch Signage Series                                 | 25.0% |
| Sharp/NEC              | PN Series  | 25.0% |
|                        | 8M-B Series  | 35.0% |
|                        | 4T-B Series  | 35.0% |
|                        | LL-B series  | 25.0% |
|                        | Accessories  | 20.0% |
| Projectors             | M Series   | 25.0% |
|                        | MC Series  | 35.0% |
|                        | ME Series  | 35.0% |
|                        | P Series   | 50.0% |
|                        | PA Series  | 30.0% |
|                        | PE Series  | 50.0% |
|                        | PH Series  | 20.0% |
|                        | PX Series  | 40.0% |
|                        | UM Series  | 20.0% |
| Shure                  | Audio Products   | 27.0% |
| Sony                   | Professional Video and Audio Products                  |       |
|                        | Sony AV Projectors                                     | 29.0% |
|                        | Sony Cine/4K Projectors                                | 5.0%  |
|                        | Sony Commercial Displays                               | 15.0% |
|                        | Sony Professional Audio                                | 22.0% |
|                        | Sony Professional Broadcast Displays                   | 17.0% |
|                        | Sony Professional Video Products *                     | 17.0% |
|                        | Sony * Excluding Sony Program Priced Models            |       |
| TecNec                 | AV Accessories and Integration Products                | 12.0% |
| TecNec                 | OEM Branded Products                                   | 7.0%  |
| TecNec                 | Pre-made and Bulk Cables                               | 19.0% |
| Tektronix (Telestream) | Parts and Accessories                                  | 4.0%  |
| Tektronix (Telestream) | Extended Warranty, Service Contracts                   | 10.0% |
| Tektronix (Telestream) | Test and Measurement Equipment-Base Models and Options | 10.0% |
| Telestream             | Main Hardware and Software Models Excludes Services    | 5.0%  |
| Telos Alliance         | Telephony Hybrid Products                              | 10.0% |
| Tripp Lite             | Communications and Data Equipment u                    |       |
|                        | Tripp Lite Cables including Fiber, USB                 | 25.0% |
|                        | Tripp Lite Corded Power Outlet Strips                  | 18.0% |
|                        | Tripp Lite Display Mounts                              | 18.0% |
|                        | Tripp Lite Extended Warranty for Select Products       | 15.0% |
|                        | Tripp Lite Full Size Rack Enclosures                   | 20.0% |
|                        | Tripp Lite KVM Switches                                | 20.0% |
|                        | Tripp Lite Power Cords, Power Cord Adapters            | 40.0% |
|                        | Tripp Lite UPS systems                                 | 25.0% |
|                        | Tripp Lite Wall Mount Rack Enclosures                  | 22.0% |
| TV Logic               | Precision Video Displays                               | 10.0% |
| TV-One                 | Video Wall Display Signal Management Products          | 20.0% |
| Vaddio (Legrand)       | Video Cameras and Switching Products                   | 21.0% |



|                           |  |       |
|---------------------------|--|-------|
| Vizrt                     | Main Hardware and Software Models-Excludes Factory Service   | 15.0% |
| Wohler                    | Audio Measurement Products   | 12.0% |
| Yamaha                    | Professional Audio Products  |       |
| Yamaha                    | Analog Audio Console/Mixers-Base Models  | 22.0% |
| Yamaha                    | BR Series Loudspeakers   | 27.0% |
| Yamaha                    | BR Series Loudspeakers Accessories   | 22.0% |
| Yamaha                    | Club Series Loudspeaker Accessories  | 22.0% |
| Yamaha                    | Club Series Loudspeakers   | 27.0% |
| Yamaha                    | Compact Disc Players   | 22.0% |
| Yamaha                    | Digital Audio consoles excluding DM2000  | 17.0% |
| Yamaha                    | Digital Audio Workstations   | 0.0%  |
| Yamaha                    | DSP Processors   | 17.0% |
| Yamaha                    | Headphones   | 27.0% |
| Yamaha                    | Installation Loudspeakers and Accessories  | 22.0% |
| Yamaha                    | Portable PA Systems  | 22.0% |
| Yamaha                    | Portable Recorders   | 27.0% |
| Yamaha                    | Power Amplifiers   | 22.0% |
| Yamaha                    | Powered Loudspeaker Accessories  | 22.0% |
| Yamaha                    | Powered Loudspeakers   | 27.0% |
| Yamaha                    | Powered Mixer Accessories  | 12.0% |
| Yamaha                    | Powered Mixers-Base models   | 22.0% |
| Yamaha                    | Powered Monitor Speakers and Accessories   | 22.0% |
| Yamaha                    | Signal Processor Cables  | 17.0% |
| Yamaha                    | Signal Processor Interfaces  | 17.0% |
| Yamaha                    | Signal Processors  | 17.0% |
| Zacuto                    | DSLR Camera Accessories  | 12.0% |
| DVG Professional Services |  |       |
| DVGENGINEERING            | Digital Video Group Engineering: Design, Development and Solution Planning   | 12.0% |
| DVGINSTALL                | Digital Video Group Installation Services both On and Off Site as detailed in the Project Statement of Work  | 12.0% |
| DVGPROJECTMGR             | Digital Video Group On-Site Project Management Services  | 12.0% |
| DVGTRAINING               | Digital Video Group Onsite Operational System Training as detailed in the Project Statement of Work  | 12.0% |
| DVGDRAWINGS               | DVGDRAWINGS CAD A/V, Control Drawings "As Built" as required by the Project Statement of Work  | 12.0% |
| DVGPROGRAMMING            | Digital Video Group Programming. Includes creating custom instruction sets of control codes for A/V or Broadcast Video Devices. May include creation of custom Graphical Symbols and Pictures as detailed in the Project Statement of Work | 12.0% |
| DVGDATAMOVE               | Digital Video Group Data migration to include moving all A/V data assets, project files, and configuration to new system as detailed in the Project Statement of Work  | 12.0% |
| DVGCOMMISSION             | Digital Video Group Assembly, Commissioning and Testing Services as detailed in the Project Statement of Work  | 12.0% |



|                  |   |       |
|------------------|---|-------|
| DVGMATERIALS     | Digital Video Group Miscellaneous Installation Materials (Consumables) May include Non-itemized Enclosures, Conduits, Wire-ways and Trays, Blank Panels, Screws, Nuts, Bolts, Grommets, Cable Ties, Lacing Braces, Labels, Engraved I/O Panels, Rental Equipment, Electrical Outlet Boxes, Cover Plates, Cables, Connectors, Wire, Disposable Items, Special Tools, Lightning and Surge Protection if Required and Determined by the System Specification | 10.0% |
| DVGLIFELINE      | Digital Video Group offers Extended Operational System Warranties for DVG installed Systems. These Extended System Warranty Programs are custom configured with the client to provide a range of Warranty and Support Services.   | 12.0% |
| DVGTRAVEL        | Digital Video Group Travel Expenses for DVG Project Installation Personnel. These expanses are calculated against the current Geographical Local Rates and are passed thru to the Client.   | 0.0%  |
| DVGCUSTOMCONSOLE | Digital Video Group Custom Designed Equipment Consoles, Furniture, Lecterns etc.  | 10.0% |

**Table 10 Satellite Transmitting and Receiving Equipment**

|                        |  |       |
|------------------------|--|-------|
| Apantac                | Video Multiviewers   | 15.0% |
| C2G (Cables to Go)     | Cabling Infrastructure Products                                  | 19.0% |
| C2G-Adaptor Products   |  | 12.0% |
| C2G-Power Products     |  | 12.0% |
| C2G-Retail Products    |  | 12.0% |
| Complex (Tec nec)      | Cabling Infrastructure Products                                  | 10.0% |
| Cobalt                 | Broadcast Signal Management Products                             | 12.0% |
| Dbx (Harman)           | Audio Processing Products  | 25.0% |
| EEG Enterprises Inc    | Closed Captioned Encoders  | 5.0%  |
| Ensemble Designs       | Professional Signal Management Products                          | 14.0% |
| Evertz                 | Professional Broadcast Signal Management and Processing Products | 14.0% |
| Grass Valley           | Main Models Only   | 15.0% |
| Grass Valley           | Accessories  | 10.0% |
| Grass Valley           | Services and travel costs  | 0.0%  |
| Haivision              | Encoders/Decoders  | 7.0%  |
| Harmonic               | Main Models Only   | 17.0% |
| Harmonic               | Services Excludes travel costs                                   | 10.0% |
| Hewlett Packard        | Computer/Servers   | 7.0%  |
| Hewlett Packard        | Monitors and peripherals   | 7.0%  |
| Imagine Communications | Main Models Only   | 22.0% |
| Imagine Communications | Accessories  | 10.0% |
| Imagine Communications | Services and travel costs  | 0.0%  |
| Leader Instruments     | Test and Measurement Equipment                                   |       |
|                        | Phabrix Line   | 7.0%  |
|                        | Phabrix Extended Warranties                                      | 5.0%  |
|                        | Leader Test and Measurement                                      | 10.0% |
|                        | Leader Test and Measurement Warranties                           | 5.0%  |
| Lexicon (Harman)       | Audio Signal Processing Equipment                                | 20.0% |
| Link Electronics       | Automated Captioning Servers                                     | 5.0%  |
| Link Electronics       | Encoders, Decoders, Video Processing Distribution Models         | 15.0% |



|                               |   |       |
|-------------------------------|---|-------|
| Master Clock                  | Precision Time and Signal Distribution Equipment  | 10.0% |
| Middle Atlantic (Legrand)     | Equipment Enclosures and Accessories  | 28.0% |
| Nickless Schrimmer & Co       | Satellite and RF Products   | 5.0%  |
| Osprey Video                  | Encoders, Decoders and Capture Devices  | 10.0% |
| Radio Design Labs             | Signal Management Products  | 22.0% |
| Rane                          | Signal Management Products  | 12.0% |
| Rokinon                       | Lens  | 10.0% |
| Roland                        | Video Production Products   | 12.0% |
| Sencore                       | Television, Satellite and RF Products   | 5.0%  |
| Sencore WELLS AV              | Television, Satellite and RF Products   | 5.0%  |
| Sierra Video Systems (Kramer) | Signal Management Systems   | 17.0% |
| TecNec                        | AV Accessories and Integration Products   | 12.0% |
| TecNec                        | OEM Branded Products  | 7.0%  |
| TecNec                        | Pre-made and Bulk Cables  | 19.0% |
| Tektronix (Telestream)        | Parts and Accessories   | 4.0%  |
| Tektronix (Telestream)        | Extended Warranty, Service Contracts  | 10.0% |
| Tektronix (Telestream)        | Test and Measurement Equipment-Base Models and Options  | 10.0% |
| Telecast (Grass Valley)       | Main Models   | 20.0% |
| Telecast (Grass Valley)       | Accessories   | 5.0%  |
| Telestream                    | Main Hardware and Software Models Excludes Services   | 5.0%  |
| Tripp Lite                    | Communications and Data Equipment u   |       |
|                               | Tripp Lite Cables including Fiber, USB  | 25.0% |
|                               | Tripp Lite Corded Power Outlet Strips   | 18.0% |
|                               | Tripp Lite Display Mounts   | 18.0% |
|                               | Tripp Lite Extended Warranty for Select Products  | 15.0% |
|                               | Tripp Lite Full Size Rack Enclosures  | 20.0% |
|                               | Tripp Lite KVM Switches   | 20.0% |
|                               | Tripp Lite Power Cords, Power Cord Adapters   | 40.0% |
|                               | Tripp Lite UPS systems  | 25.0% |
|                               | Tripp Lite Wall Mount Rack Enclosures   | 22.0% |
| TV Logic                      | Precision Video Displays  | 10.0% |
| Whirlwind                     | Cable Assemblies  | 18.0% |
| Wohler                        | Audio Measurement Products  | 12.0% |
| ZeeVee                        | AV Distribution and RF Modulation Products  | 12.0% |
| DVG Professional Services     |   |       |
|                               | DVGENGINEERING Digital Video Group Engineering: Design, Development and Solution Planning   | 12.0% |
|                               | DVGINSTALL Digital Video Group Installation Services both On and Off Site as detailed in the Project Statement of Work  | 12.0% |
|                               | DVGPROJECTMGR Digital Video Group On-Site Project Management Services   | 12.0% |
|                               | DVGTRAINING Digital Video Group Onsite Operational System Training as detailed in the Project Statement of Work   | 12.0% |
|                               | DVGDRAWINGS DVGDRAWINGS CAD A/V, Control Drawings "As Built" as required by the Project Statement of Work   | 12.0% |
|                               | DVGPROGRAMMING Digital Video Group Programming. Includes creating custom instruction sets of control codes for A/V or Broadcast Video Devices. May include creation of custom Graphical Symbols and Pictures as detailed in the Project Statement of Work | 12.0% |
|                               | DVGDATAMOVE Digital Video Group Data migration to include moving all A/V data assets, project files, and configuration to new system as detailed in the Project Statement of Work   | 12.0% |



|                  |   |       |
|------------------|---|-------|
| DVGCOMMISSION    | Digital Video Group Assembly, Commissioning and Testing Services as detailed in the Project Statement of Work   | 12.0% |
| DVGMATERIALS     | Digital Video Group Miscellaneous Installation Materials (Consumables) May include Non-itemized Enclosures, Conduits, Wire-ways and Trays, Blank Panels, Screws, Nuts, Bolts, Grommets, Cable Ties, Lacing Braces, Labels, Engraved I/O Panels, Rental Equipment, Electrical Outlet Boxes, Cover Plates, Cables, Connectors, Wire, Disposable Items, Special Tools, Lightning and Surge Protection if Required and Determined by the System Specification | 10.0% |
| DVGLIFELINE      | Digital Video Group offers Extended Operational System Warranties for DVG installed Systems. These Extended System Warranty Programs are custom configured with the client to provide a range of Warranty and Support Services.   | 12.0% |
| DVGTRAVEL        | Digital Video Group Travel Expenses for DVG Project Installation Personnel. These expenses are calculated against the current Geographical Local Rates and are passed thru to the Client.   | 0.0%  |
| DVGCUSTOMCONSOLE | Digital Video Group Custom Designed Equipment Consoles, Furniture, Lecterns etc.  | 10.0% |

**Table 11 Teleconferencing and Communication Equipment**

|                |                |  |       |
|----------------|----------------|--|-------|
|                | AKG (Harmon)   | Handheld Vocal Microphones             | 25.0% |
|                | AKG (Harmon)   | Headphones                             | 25.0% |
|                | AKG (Harmon)   | Installation Products                  | 20.0% |
|                | AKG (Harmon)   | Wired Microphones                      | 25.0% |
|                | AKG (Harmon)   | Wireless Microphones                   | 25.0% |
|                | AKG (Harmon)   | Accessories                            | 15.0% |
| Allen&Heath    |                |  |       |
|                | Allen&Heath    | Avantis Series                         | 25.0% |
|                | Allen&Heath    | dLive Series                           | 15.0% |
|                | Allen&Heath    | Flight Cases                           | 10.0% |
|                | Allen&Heath    | GL Series                              | 30.0% |
|                | Allen&Heath    | Installation Mixers                    | 15.0% |
|                | Allen&Heath    | Network Cards                          | 20.0% |
|                | Allen&Heath    | Personal Monitoring                    | 30.0% |
|                | Allen&Heath    | Remote Audio                           | 20.0% |
|                | Allen&Heath    | ZED Series                             | 30.0% |
|                | Allen&Heath    | Accessories                            | 20.0% |
| Anton Bauer    |                | Battery Systems                        | 12.0% |
| Apantac        |                | Video Multiviewers                     | 15.0% |
| Audio Technica |                | Professional Audio Products            |       |
|                | Audio Technica | Audio Technica Pro 88W                 | 17.0% |
|                | Audio Technica | Audio Technica ProPoint                | 17.0% |
|                | Audio Technica | Audio Technica Series 40               | 17.0% |
|                | Audio Technica | Audio Technica Shotgun Mics            | 17.0% |
|                | Audio Technica | Audio Technica UniPoint                | 17.0% |
|                | Audio Technica |  | 27.0% |
| Autoscript     |                | Teleprompter Systems                   |       |
|                | Autoscript     | Main Hardware Models Excludes Software | 18.0% |
|                | Autoscript     | Software Modules                       | 12.0% |



|                            |  |       |
|----------------------------|--|-------|
| Azden                      | Professional Audio Products                                      | 22.0% |
| BirdDog                    | Cameras and Video over IP Products                               | 10.0% |
| Black Magic Design         | Professional Video and Audio Products                            | 7.0%  |
| Broadcast Pix Inc          | Professional Video and Audio Products                            | 10.0% |
| C2G (Cables to Go)         | Cabling Infrastructure Products                                  | 19.0% |
| C2G-Adaptor Products       |  | 12.0% |
| C2G-Power Products         |  | 12.0% |
| C2G-Retail Products        |  | 12.0% |
| Calrec Audio               | Professional Audio Mixing Consoles                               | 7.0%  |
| Canon Broadcast            | Camera Lens  | 12.0% |
| Canon Camcorders           | Professional Video Camera  | 7.0%  |
| Canon Cine EOS Cameras     | Professional C-Series Still Image Cameras                        | 20.0% |
| Canon Consumer EOS Cameras | Consumer 35MM Cameras/Lens Bundles                               | 50.0% |
| Canon Projectors LV        |  | 12.0% |
| Canon Projectors-Realis    |  | 20.0% |
| Carl Zeiss                 | Still Image and Video Camera Lens                                | 9.0%  |
| Cartoni                    | Camera Support Products  | 20.0% |
| Chief (Legrand)            | Display Mounts, both fixed and mobile                            | 22.0% |
| Christie Digital           | Projectors, LCD/LED Displays and Video Walls                     |       |
| Christie Digital           | Christie M Series WX, DS+, HD, WU Main Models                    | 30.0% |
| Christie Digital           | Christie M Series WX, DS+, HD, WU Lens, Lamps, Accessories       | 15.0% |
| Christie Digital           | Christie Crimson Models  | 25.0% |
| Christie Digital           | Christie Crimson Models Lens, Lamps, Accessories                 | 15.0% |
| Christie Digital           | Christie D4K   | 20.0% |
| Christie Digital           | Christie D4K Lens, Lamps Accessories                             | 15.0% |
| Christie Digital           | Christie 1DLP XGA, WX, HD, WU                                    | 30.0% |
| Christie Digital           | Christie 1DLP XGA, WX, HD, WU Lens, Lamps, Accessories           | 15.0% |
| Christie Digital           | Christie 3LCD - XGA, WXGA, HD, WUXGA, 2K Excludes LWU530/650     | 30.0% |
| Christie Digital           | Christie 3LCD - XGA, WXGA, HD, WUXGA, 2K Lens, Lamps Accessories | 15.0% |
| Christie Digital           | Professional Flat Panels   | 25.0% |
| Christie Digital           | Christie Brio and Terra products                                 | 15.0% |
| Cisco                      | Network Switches   | 20.0% |
| Clearcom (an HME Company)  | Intercom Products  | 17.0% |
| Crown (Harman)             | Audio Amplifiers   | 22.0% |
| Cuescript                  | Teleprompting Solutions  | 12.0% |
| Davis and Sandford         | Camera Support Products (Tripods)                                | 12.0% |
| DataVideo                  | Professional Video Switching Products                            | 10.0% |
| Dbx (Harman)               | Audio Processing Products  | 25.0% |
| Decimator                  | Video Multiviewer Products                                       | 10.0% |
| Denon-Marantz              | Profession Audio Products  | 12.0% |
| EEG Enterprises Inc        | Closed Captioned Encoders  | 5.0%  |
| Ensemble Designs           | Professional Signal Management Products                          | 14.0% |
| Ergotron (Synnex)          | Display mounts   | 25.0% |
| ESE                        | Up/Down Timers, Clocks and Time Code Readers                     | 12.0% |





|                           |   |       |
|---------------------------|---|-------|
| Fujinon                   | Camera Lens   | 15.0% |
| Genelec                   | Critical Audio Monitoring Products  | 17.0% |
| Grass Valley              | Main Models Only  | 15.0% |
| Grass Valley              | Accessories   | 10.0% |
| Grass Valley              | Services and travel costs   | 0.0%  |
| Haivision                 | Encoders/Decoders   | 7.0%  |
| Hewlett Packard           | Computer/Servers  | 7.0%  |
| Hewlett Packard           | Monitors and peripherals  | 7.0%  |
| JBL (Harmon)              | Audio Speaker Systems   | 30.0% |
| JBL Commercial (Harman)   | Audio Speaker Systems   | 35.0% |
| JVC                       | Professional Camera Equipment and Display Monitors                            | 12.0% |
| Kramer Electronics        | Signal Switching and Processing Products                                      | 19.0% |
| Leader Instruments        | Test and Measurement Equipment  |       |
|                           | Phabrix Line  | 7.0%  |
|                           | Phabrix Extended Warranties   | 5.0%  |
|                           | Leader Test and Measurement   | 10.0% |
|                           | Leader Test and Measurement Warranties  | 5.0%  |
| Lectrosonics              | Wireless Microphone Systems   | 10.0% |
| Lexicon (Harman)          | Audio Signal Processing Equipment   | 20.0% |
|                           | LG USA Clearance Models excluded  |       |
|                           | LG USA Commercial LED Displays * Clearance Models excluded                    | 18.0% |
|                           | LG USA Commercial LED Displays Thin Bezel (3.5mm) Monitor Wall Models         | 8.0%  |
|                           | LG USA Prosumer LED TV Displays   | 18.0% |
|                           | LG USA Prosumer LED TV Displays up to and including 49 Inches                 | 8.0%  |
|                           | LG USA Prosumer LED TV with Super Sign Displays up to and including 49 Inches | 8.0%  |
| Litepanels (VITEC)        | Portable and Fixed Installation Studio Lighting Fixtures                      | 12.0% |
| Link Electronics          | Automated Captioning Servers  | 5.0%  |
| Link Electronics          | Encoders, Decoders, Video Processing Distribution Models                      | 15.0% |
| LIVEU                     | Main Models- Excludes Data Plans / Rentals/ Service Renewals                  | 15.0% |
| Mackie                    | Audio Mixers  | 15.0% |
| Magewell                  | Video Capture Devices   | 12.0% |
| Manfrotto                 | Camera Support Equipment (Tripod Systems)                                     | 17.0% |
| Marshall Electronics      | IP Cameras  | 17.0% |
| Marshall Electronics      | Monitors  | 17.0% |
| Master Clock              | Precision Time and Signal Distribution Equipment                              | 10.0% |
| Middle Atlantic (Legrand) | Equipment Enclosures and Accessories  | 28.0% |
| Miller                    | Camera Support Equipment (Tripod Systems)                                     | 12.0% |
| Mustang                   | Display Mounting Solutions  | 25.0% |
| NEC- See SHARP/NEC        |   |       |
| Netgear                   | Network Switches  | 28.0% |
| Newtek                    | Professional Video Switching and Camera Solutions                             | 5.0%  |
| O'Conner Engineering      | Camera Tripods and Support Equipment  | 15.0% |
| Omnimount                 | Equipment Mounting Solutions  | 30.0% |
| Omnirax                   | Technical Furniture and Consoles  | 25.0% |
| Osprey Video              | Encoders. Decoders and Capture Devices  | 10.0% |
| Panasonic                 | Professional Video, Audio and Display Products                                |       |
|                           | Panasonic AV Conferencing Camera Systems                                      | 18.0% |
|                           | Panasonic AV Projectors   | 29.0% |
|                           | Panasonic Broadcast and Professional Cameras                                  | 12.0% |



|                                     |                                    |  |       |
|-------------------------------------|------------------------------------|--|-------|
|                                     | Panasonic                          | Broadcast and Professional Cameras-Varicam                           | 7.0%  |
|                                     | Panasonic                          | Broadcast and Professional Recording Products and Broadcast Displays | 12.0% |
|                                     | Panasonic                          | Professional Displays AV Monitors-Large                              | 10.0% |
| Peerless Industries                 |                                    | Display Mounting Solutions   | 19.0% |
| Philips Professional Displays       |                                    | Commercial Displays - Clearance Models Excluded                      |       |
|                                     | Philips Professional Displays      | B-Line Professional TV   | 25.0% |
|                                     | Philips Professional Displays      | Q-Line Prosumer-Grade 4K SoC   | 25.0% |
|                                     | Philips Professional Displays      | D-Line Commercial Grade  | 25.0% |
|                                     | Philips Professional Displays      | H-Line Ultra Hi Bright   | 30.0% |
|                                     | Philips Professional Displays      | X-Line Ultra Narrow Video Walls                                      | 25.0% |
|                                     | Philips Professional Displays      | X-Line Video Wall Bundles  | 25.0% |
|                                     | Philips Professional Displays      | P-Line Commercial Grade  | 25.0% |
|                                     | Philips Professional Displays      | C-Line Corporate Touch   | 25.0% |
|                                     | Philips Professional Displays      | T-Line Integrated Touch  | 25.0% |
|                                     | Philips Bundled Software Solutions | T-Line Educational Touch   | 30.0% |
|                                     | Philips Bundled Software Solutions | NAVORI Labs  | 25.0% |
|                                     | Philips Bundled Software Solutions | SKYKIT   | 25.0% |
| Planar                              |                                    | Clearance Models excluded  |       |
|                                     | Planar                             | LED Video Wall*  | 15.0% |
|                                     | Planar                             | LCD Video Wall*  | 15.0% |
|                                     | Planar                             | Large Format LCD*  | 15.0% |
|                                     | Planar                             | Transparent OLED   | 15.0% |
|                                     | Planar                             | Desktop and Touch  | 5.0%  |
| Presonus                            |                                    | Audio Mixers   | 22.0% |
| Q-TV (Autocue by VITEC)             |                                    | Teleprompting Products   | 12.0% |
| Radio Design Labs                   |                                    | Signal Management Products   | 22.0% |
| Rane                                |                                    | Signal Management Products   | 12.0% |
| Rokinon                             |                                    | Lens   | 10.0% |
| Roland                              |                                    | Video Production Products  | 12.0% |
| Ross Video Educational              |                                    | Software Applications for News and Graphics                          | EDU   |
| Ross Video Main Models              |                                    | Excludes Optional Software Modules                                   | 12.0% |
| Ross Video Main Models              |                                    | Optional Software Modules  | 5.0%  |
| Ross Video Services                 |                                    | Services and travel costs excluded                                   | 0.0%  |
| RTS                                 |                                    | Intercom Products  | 8.0%  |
| Sachtler (VITEC)                    |                                    | Camera Support Equipment   | 15.0% |
| Samsung * Clearance Models excluded |                                    | Commercial Displays  | 17.0% |
| Sencore                             |                                    | Television, Satellite and RF Products                                | 5.0%  |
| Sencore WELLS AV                    |                                    | Television, Satellite and RF Products                                | 5.0%  |
| Sennheiser                          |                                    | Professional Audio Products  | 27.0% |
| Sharp/NEC                           |                                    | * Clearance Models excluded  |       |
|                                     | Sharp/NEC Displays                 | A Series dvLED   | 25.0% |
|                                     | Sharp/NEC Displays                 | AccuSync Series  | 10.0% |
|                                     | Sharp/NEC Displays                 | Collaboration Series   | 40.0% |
|                                     | Sharp/NEC Displays                 | E Series   | 20.0% |
|                                     | Sharp/NEC Displays                 | E Series dvLED   | 5.0%  |
|                                     | Sharp/NEC Displays                 | FA Series dvLED  | 5.0%  |
|                                     | Sharp/NEC Displays                 | FE Series dvLED  | 5.0%  |
|                                     | Sharp/NEC Displays                 | MultiSync C Series   | 30.0% |
|                                     | Sharp/NEC Displays                 | MultiSync E Series   | 9.0%  |



|                               |  |       |
|-------------------------------|--|-------|
| Sharp/NEC Displays            | MultiSync EA Series                                    | 15.0% |
| Sharp/NEC Displays            | MultiSync EX Series                                    | 15.0% |
| Sharp/NEC Displays            | MultiSync M Series                                     | 22.0% |
| Sharp/NEC Displays            | MultiSync MA Series                                    | 22.0% |
| Sharp/NEC Displays            | MultiSync ME Series                                    | 30.0% |
| Sharp/NEC Displays            | MultiSync P Series                                     | 40.0% |
| Sharp/NEC Displays            | MultiSync PA Series                                    | 5.0%  |
| Sharp/NEC Displays            | MultiSync UN Series                                    | 48.0% |
| Sharp/NEC Displays            | MultiSync V Series                                     | 22.0% |
| Sharp/NEC Displays            | MultiSync WD Series                                    | 40.0% |
| Sharp/NEC Displays            | MultiSync X Series                                     | 48.0% |
| Sharp/NEC Displays            | SpectraView Series                                     | 20.0% |
| Sharp/NEC Displays            | Stretch Signage Series                                 | 25.0% |
| Sharp/NEC Displays            | PN Series  | 25.0% |
| Sharp/NEC Displays            | 8M-B Series  | 35.0% |
| Sharp/NEC Displays            | 4T-B Series  | 35.0% |
| Sharp/NEC Displays            | LL-B series  | 25.0% |
| Sharp/NEC Displays            | Accessories  | 20.0% |
| Sharp/NEC Projectors          | M Series   | 25.0% |
| Sharp/NEC Projectors          | MC Series  | 35.0% |
| Sharp/NEC Projectors          | ME Series  | 35.0% |
| Sharp/NEC Projectors          | P Series   | 50.0% |
| Sharp/NEC Projectors          | PA Series  | 30.0% |
| Sharp/NEC Projectors          | PE Series  | 50.0% |
| Sharp/NEC Projectors          | PH Series  | 20.0% |
| Sharp/NEC Projectors          | PX Series  | 40.0% |
| Sharp/NEC Projectors          | UM Series  | 20.0% |
| Shure                         | Audio Products   | 27.0% |
| Sierra Video Systems (Kramer) | Signal Management Systems                              | 17.0% |
| Sony                          | Professional Video and Audio Products                  |       |
|                               | Sony AV Projectors                                     | 29.0% |
|                               | Sony Cine/4K Projectors                                | 5.0%  |
|                               | Sony Commercial Displays                               | 15.0% |
|                               | Sony Professional Audio                                | 22.0% |
|                               | Sony Professional Broadcast Displays                   | 17.0% |
|                               | Sony Professional Video Products *                     | 17.0% |
|                               | Sony * Excluding Sony Program Priced Models            |       |
| Soundcraft (Harman)           | Main Models  | 30.0% |
|                               | Accessories/Spares/Panels                              | 10.0% |
| TecNec                        | AV Accessories and Integration Products                | 12.0% |
| TecNec                        | OEM Branded Products                                   | 7.0%  |
| TecNec                        | Pre-made and Bulk Cables                               | 19.0% |
| Tektronix (Telestream)        | Parts and Accessories                                  | 4.0%  |
| Tektronix (Telestream)        | Extended Warranty, Service Contracts                   | 10.0% |
| Tektronix (Telestream)        | Test and Measurement Equipment-Base Models and Options | 10.0% |
| Telestream                    | Main Hardware and Software Models Excludes Services    | 5.0%  |
| Telex                         | Intercom Products                                      | 15.0% |
| Telos Alliance                | Telephony Hybrid Products                              | 10.0% |
| Teradek (VITEC)               | Wireless Video and Audio Transmission Equipment        | 7.0%  |
| Tripp Lite                    | Communications and Data Equipment u                    |       |
|                               | Tripp Lite Cables including Fiber, USB                 | 25.0% |



|                           |                |  |       |
|---------------------------|----------------|--|-------|
|                           | Tripp Lite     | Corded Power Outlet Strips   | 18.0% |
|                           | Tripp Lite     | Display Mounts   | 18.0% |
|                           | Tripp Lite     | Extended Warranty for Select Products  | 15.0% |
|                           | Tripp Lite     | Full Size Rack Enclosures  | 20.0% |
|                           | Tripp Lite     | KVM Switches   | 20.0% |
|                           | Tripp Lite     | Power Cords, Power Cord Adapters   | 40.0% |
|                           | Tripp Lite     | UPS systems  | 25.0% |
|                           | Tripp Lite     | Wall Mount Rack Enclosures   | 22.0% |
| TV Logic                  |                | Precision Video Displays   | 10.0% |
| Vaddio (Legrand)          |                | Video Cameras and Switching Products   | 21.0% |
| Vinten (VITEC)            |                | Camera Support Products (Tripods)  | 17.0% |
| Vizrt                     |                | Main Hardware and Software Models-Excludes Factory Service   | 15.0% |
| Whirlwind                 |                | Cable Assemblies   | 18.0% |
| Winsted                   |                | Technical Furniture and Consoles   | 12.0% |
| Wohler                    |                | Audio Measurement Products   | 12.0% |
| Yamaha                    |                | Professional Audio Products  |       |
|                           | Yamaha         | Analog Audio Console/Mixers-Base Models  | 22.0% |
|                           | Yamaha         | BR Series Loudspeakers   | 27.0% |
|                           | Yamaha         | BR Series Loudspeakers Accessories   | 22.0% |
|                           | Yamaha         | Club Series Loudspeaker Accessories  | 22.0% |
|                           | Yamaha         | Club Series Loudspeakers   | 27.0% |
|                           | Yamaha         | Compact Disc Players   | 22.0% |
|                           | Yamaha         | Digital Audio consoles excluding DM2000  | 17.0% |
|                           | Yamaha         | Digital Audio Workstations   | 0.0%  |
|                           | Yamaha         | DSP Processors   | 17.0% |
|                           | Yamaha         | Headphones   | 27.0% |
|                           | Yamaha         | Installation Loudspeakers and Accessories  | 22.0% |
|                           | Yamaha         | Portable PA Systems  | 22.0% |
|                           | Yamaha         | Portable Recorders   | 27.0% |
|                           | Yamaha         | Power Amplifiers   | 22.0% |
|                           | Yamaha         | Powered Loudspeaker Accessories  | 22.0% |
|                           | Yamaha         | Powered Loudspeakers   | 27.0% |
|                           | Yamaha         | Powered Mixer Accessories  | 12.0% |
|                           | Yamaha         | Powered Mixers-Base models   | 22.0% |
|                           | Yamaha         | Powered Monitor Speakers and Accessories   | 22.0% |
|                           | Yamaha         | Signal Processor Cables  | 17.0% |
|                           | Yamaha         | Signal Processor Interfaces  | 17.0% |
|                           | Yamaha         | Signal Processors  | 17.0% |
| DVG Professional Services |                |  |       |
|                           | DVGENGINEERING | Digital Video Group Engineering: Design, Development and Solution Planning   | 12.0% |
|                           | DVGINSTALL     | Digital Video Group Installation Services both On and Off Site as detailed in the Project Statement of Work  | 12.0% |
|                           | DVGPROJECTMGR  | Digital Video Group On-Site Project Management Services  | 12.0% |
|                           | DVGTRAINING    | Digital Video Group Onsite Operational System Training as detailed in the Project Statement of Work  | 12.0% |
|                           | DVGDRAWINGS    | DVGDRAWINGS CAD A/V, Control Drawings "As Built" as required by the Project Statement of Work  | 12.0% |
|                           | DVGPROGRAMMING | Digital Video Group Programming. Includes creating custom instruction sets of control codes for A/V or Broadcast Video Devices. May include creation of custom Graphical Symbols and Pictures as detailed in the Project Statement of Work | 12.0% |



|                  |   |       |
|------------------|---|-------|
| DVGDATA MOVE     | Digital Video Group Data migration to include moving all A/V data assets, project files, and configuration to new system as detailed in the Project Statement of Work   | 12.0% |
| DVGCOMMISSION    | Digital Video Group Assembly, Commissioning and Testing Services as detailed in the Project Statement of Work   | 12.0% |
| DVGMATERIALS     | Digital Video Group Miscellaneous Installation Materials (Consumables) May include Non-itemized Enclosures, Conduits, Wire-ways and Trays, Blank Panels, Screws, Nuts, Bolts, Grommets, Cable Ties, Lacing Braces, Labels, Engraved I/O Panels, Rental Equipment, Electrical Outlet Boxes, Cover Plates, Cables, Connectors, Wire, Disposable Items, Special Tools, Lightning and Surge Protection if Required and Determined by the System Specification | 10.0% |
| DVGLIFELINE      | Digital Video Group offers Extended Operational System Warranties for DVG installed Systems. These Extended System Warranty Programs are custom configured with the client to provide a range of Warranty and Support Services.   | 12.0% |
| DVGTRAVEL        | Digital Video Group Travel Expenses for DVG Project Installation Personnel. These expenses are calculated against the current Geographical Local Rates and are passed thru to the Client.   | 0.0%  |
| DVGCUSTOMCONSOLE | Digital Video Group Custom Designed Equipment Consoles, Furniture, Lecterns etc.  | 10.0% |

**Table 12 Computer Presentation Equipment Streaming and Webcasting**

|                         |  |       |
|-------------------------|--|-------|
| AVID                    | Professional Editing Software and Storage Products                     |       |
| AVID - Support Renewals | Support Renewals Client must have Support in-forces at time of renewal | 10.0% |
| AVID -Hardware          | AVID Advanced Storage Products- Base Models                            | 10.0% |
| AVID -Hardware          | AVID Advanced Storage Products-Accessories                             | 10.0% |
| AVID -Hardware          | AVID supplied CPU's  | 10.0% |
| AVID -Hardware          | Standard Video Hardware Accessories excluding AVID supplied CPU's      | 10.0% |
| AVID -Software          | Media Composer, Floating License with Support (5-20-50 Seats)          | 10.0% |
| AVID -Software          | Media Composer, Single License with Support-No Dongle                  | 10.0% |
| AVID -Software          | Media Composer, Single License with Support-with Dongle                | 10.0% |
| BirdDog                 | Cameras and Video over IP Products                                     | 10.0% |
| Black Magic Design      | Professional Video and Audio Products                                  | 7.0%  |
| Broadcast Pix Inc       | Professional Video and Audio Products                                  | 10.0% |
| Cobalt                  | Broadcast Signal Management Products                                   | 12.0% |
| DataVideo               | Professional Video Switching Products                                  | 10.0% |
| Dell                    | Computers  | 7.0%  |
| Dell                    | Monitors   | 13.0% |
| Ensemble Designs        | Professional Signal Management Products                                | 14.0% |
| Haivision               | Encoders/Decoders  | 7.0%  |
| Hewlett Packard         | Computer/Servers   | 7.0%  |
| Hewlett Packard         | Monitors and peripherals   | 7.0%  |
| JVC                     | Professional Camera Equipment and Display Monitors                     | 12.0% |
| Leightronics            | Video Playout Servers and PEG Channel Automation Products              | 10.0% |
| LG USA                  | Clearance Models excluded  |       |
| LG USA                  | Commercial LED Displays * Clearance Models excluded                    | 18.0% |
| LG USA                  | Commercial LED Displays Thin Bezel (3.5mm) Monitor Wall Models         | 8.0%  |
| LG USA                  | Prosumer LED TV Displays   | 18.0% |
| LG USA                  | Prosumer LED TV Displays up to and including 49 Inches                 | 8.0%  |



|                                     |           |  |       |
|-------------------------------------|-----------|--|-------|
|                                     | LG USA    | Prosumer LED TV with Super Sign Displays up to and including 49 Inches | 8.0%  |
| Link Electronics                    |           | Automated Captioning Servers   | 5.0%  |
| Link Electronics                    |           | Encoders, Decoders, Video Processing Distribution Models               | 15.0% |
| LIVEU                               |           | Main Models- Excludes Data Plans / Rentals/ Service Renewals           | 15.0% |
| Magewell                            |           | Video Capture Devices  | 12.0% |
| NEC- See SHARP/NEC                  |           |  |       |
| Netgear                             |           | Network Switches   | 28.0% |
| Newtek                              |           | Professional Video Switching and Camera Solutions                      | 5.0%  |
| Osprey Video                        |           | Encoders. Decoders and Capture Devices                                 | 10.0% |
| Panasonic                           |           | Professional Video, Audio and Display Products                         |       |
|                                     | Panasonic | AV Conferencing Camera Systems   | 18.0% |
|                                     | Panasonic | AV Projectors  | 29.0% |
|                                     | Panasonic | Broadcast and Professional Cameras                                     | 12.0% |
|                                     | Panasonic | Broadcast and Professional Cameras-Varicam                             | 7.0%  |
|                                     | Panasonic | Broadcast and Professional Recording Products and Broadcast Displays   | 12.0% |
|                                     | Panasonic | Professional Displays AV Monitors-Large                                | 10.0% |
| Philips Professional Displays       |           | Commercial Displays - Clearance Models Excluded                        |       |
| Philips Professional Displays       |           | B-Line Professional TV   | 25.0% |
| Philips Professional Displays       |           | Q-Line Prosumer-Grade 4K SoC   | 25.0% |
| Philips Professional Displays       |           | D-Line Commercial Grade  | 25.0% |
| Philips Professional Displays       |           | H-Line Ultra Hi Bright   | 30.0% |
| Philips Professional Displays       |           | X-Line Ultra Narrow Video Walls  | 25.0% |
| Philips Professional Displays       |           | X-Line Video Wall Bundles  | 25.0% |
| Philips Professional Displays       |           | P-Line Commercial Grade  | 25.0% |
| Philips Professional Displays       |           | C-Line Corporate Touch   | 25.0% |
| Philips Professional Displays       |           | T-Line Integrated Touch  | 25.0% |
| Philips Bundled Software Solutions  |           | T-Line Educational Touch   | 30.0% |
| Philips Bundled Software Solutions  |           | NAVORI Labs  | 25.0% |
| Philips Bundled Software Solutions  |           | SKYKIT   | 25.0% |
| Planar                              |           | Clearance Models excluded  |       |
|                                     | Planar    | LED Video Wall*  | 15.0% |
|                                     | Planar    | LCD Video Wall*  | 15.0% |
|                                     | Planar    | Large Format LCD*  | 15.0% |
|                                     | Planar    | Transparent OLED   | 15.0% |
|                                     | Planar    | Desktop and Touch  | 5.0%  |
| Roland                              |           | Video Production Products  | 12.0% |
| Samsung * Clearance Models excluded |           | Commercial Displays  | 17.0% |
| Sharp/NEC                           |           | * Clearance Models excluded  |       |
| Sharp/NEC Displays                  |           | A Series dvLED   | 25.0% |
| Sharp/NEC Displays                  |           | AccuSync Series  | 10.0% |
| Sharp/NEC Displays                  |           | Collaboration Series   | 40.0% |
| Sharp/NEC Displays                  |           | E Series   | 20.0% |
| Sharp/NEC Displays                  |           | E Series dvLED   | 5.0%  |
| Sharp/NEC Displays                  |           | FA Series dvLED  | 5.0%  |
| Sharp/NEC Displays                  |           | FE Series dvLED  | 5.0%  |
| Sharp/NEC Displays                  |           | MultiSync C Series   | 30.0% |
| Sharp/NEC Displays                  |           | MultiSync E Series   | 9.0%  |
| Sharp/NEC Displays                  |           | MultiSync EA Series  | 15.0% |



|                           |  |       |
|---------------------------|--|-------|
| Sharp/NEC Displays        | MultiSync EX Series  | 15.0% |
| Sharp/NEC Displays        | MultiSync M Series   | 22.0% |
| Sharp/NEC Displays        | MultiSync MA Series  | 22.0% |
| Sharp/NEC Displays        | MultiSync ME Series  | 30.0% |
| Sharp/NEC Displays        | MultiSync P Series   | 40.0% |
| Sharp/NEC Displays        | MultiSync PA Series  | 5.0%  |
| Sharp/NEC Displays        | MultiSync UN Series  | 48.0% |
| Sharp/NEC Displays        | MultiSync V Series   | 22.0% |
| Sharp/NEC Displays        | MultiSync WD Series  | 40.0% |
| Sharp/NEC Displays        | MultiSync X Series   | 48.0% |
| Sharp/NEC Displays        | SpectraView Series   | 20.0% |
| Sharp/NEC Displays        | Stretch Signage Series   | 25.0% |
| Sharp/NEC Displays        | PN Series  | 25.0% |
| Sharp/NEC Displays        | 8M-B Series  | 35.0% |
| Sharp/NEC Displays        | 4T-B Series  | 35.0% |
| Sharp/NEC Displays        | LL-B series  | 25.0% |
| Sharp/NEC Displays        | Accessories  | 20.0% |
| Sharp/NEC Projectors      | M Series   | 25.0% |
| Sharp/NEC Projectors      | MC Series  | 35.0% |
| Sharp/NEC Projectors      | ME Series  | 35.0% |
| Sharp/NEC Projectors      | P Series   | 50.0% |
| Sharp/NEC Projectors      | PA Series  | 30.0% |
| Sharp/NEC Projectors      | PE Series  | 50.0% |
| Sharp/NEC Projectors      | PH Series  | 20.0% |
| Sharp/NEC Projectors      | PX Series  | 40.0% |
| Sharp/NEC Projectors      | UM Series  | 20.0% |
| Sony                      | Professional Video and Audio Products  |       |
| Sony                      | AV Projectors  | 29.0% |
| Sony                      | Cine/4K Projectors   | 5.0%  |
| Sony                      | Commercial Displays  | 15.0% |
| Sony                      | Professional Audio   | 22.0% |
| Sony                      | Professional Broadcast Displays  | 17.0% |
| Sony                      | Professional Video Products *  | 17.0% |
| Sony                      | * Excluding Sony Program Priced Models   |       |
| Teletream                 | Main Hardware and Software Models Excludes Services  | 5.0%  |
| Vizrt                     | Main Hardware and Software Models-Excludes Factory Service   | 15.0% |
| VITEC (Video Innovations) | IPTV Hardware and Software   | 10.0% |
| VITEC (Video Innovations) | Professional Services  | 0.0%  |
| DVG Professional Services |  |       |
| DVGENGINEERING            | Digital Video Group Engineering: Design, Development and Solution Planning   | 12.0% |
| DVGINSTALL                | Digital Video Group Installation Services both On and Off Site as detailed in the Project Statement of Work  | 12.0% |
| DVGPROJECTMGR             | Digital Video Group On-Site Project Management Services  | 12.0% |
| DVGTRAINING               | Digital Video Group Onsite Operational System Training as detailed in the Project Statement of Work  | 12.0% |
| DVGDRAWINGS               | DVGDRAWINGS CAD A/V, Control Drawings "As Built" as required by the Project Statement of Work  | 12.0% |
| DVGPROGRAMMING            | Digital Video Group Programming. Includes creating custom instruction sets of control codes for A/V or Broadcast Video Devices. May include creation of custom Graphical Symbols and Pictures as detailed in the Project Statement of Work | 12.0% |



|                  |   |       |
|------------------|---|-------|
| DVGDATA MOVE     | Digital Video Group Data migration to include moving all A/V data assets, project files, and configuration to new system as detailed in the Project Statement of Work   | 12.0% |
| DVGCOMMISSION    | Digital Video Group Assembly, Commissioning and Testing Services as detailed in the Project Statement of Work   | 12.0% |
| DVGMATERIALS     | Digital Video Group Miscellaneous Installation Materials (Consumables) May include Non-itemized Enclosures, Conduits, Wire-ways and Trays, Blank Panels, Screws, Nuts, Bolts, Grommets, Cable Ties, Lacing Braces, Labels, Engraved I/O Panels, Rental Equipment, Electrical Outlet Boxes, Cover Plates, Cables, Connectors, Wire, Disposable Items, Special Tools, Lightning and Surge Protection if Required and Determined by the System Specification | 10.0% |
| DVGLIFELINE      | Digital Video Group offers Extended Operational System Warranties for DVG installed Systems. These Extended System Warranty Programs are custom configured with the client to provide a range of Warranty and Support Services.   | 12.0% |
| DVGTRAVEL        | Digital Video Group Travel Expenses for DVG Project Installation Personnel. These expenses are calculated against the current Geographical Local Rates and are passed thru to the Client.   | 0.0%  |
| DVGCUSTOMCONSOLE | Digital Video Group Custom Designed Equipment Consoles, Furniture, Lecterns etc.  | 10.0% |

**Table 13 Broadband Distribution Equipment**

|                         |  |       |
|-------------------------|--|-------|
| C2G (Cables to Go)      | Cabling Infrastructure Products                                  | 19.0% |
| C2G-Adaptor Products    |  | 12.0% |
| C2G-Power Products      |  | 12.0% |
| C2G-Retail Products     |  | 12.0% |
| Camplex (TecNec)        | Cabling Infrastructure Products                                  | 10.0% |
| Cobalt                  | Broadcast Signal Management Products                             | 12.0% |
| EEG Enterprises Inc     | Closed Captioned Encoders  | 5.0%  |
| Evertz                  | Professional Broadcast Signal Management and Processing Products | 14.0% |
| Grass Valley            | Main Models Only   | 15.0% |
| Grass Valley            | Accessories  | 10.0% |
| Grass Valley            | Services and travel costs  | 0.0%  |
| Harmonic                | Main Models Only   | 17.0% |
| Harmonic                | Services Excludes travel costs                                   | 10.0% |
| Imagine Communications  | Main Models Only   | 22.0% |
| Imagine Communications  | Accessories  | 10.0% |
| Imagine Communications  | Services and travel costs  | 0.0%  |
| Link Electronics        | Automated Captioning Servers                                     | 5.0%  |
| Link Electronics        | Encoders, Decoders, Video Processing Distribution Models         | 15.0% |
| Nickless Schrimmer & Co | Satellite and RF Products  | 5.0%  |
| Radio Design Labs       | Signal Management Products                                       | 22.0% |
| Rane                    | Signal Management Products                                       | 12.0% |
| Sencore                 | Television, Satellite and RF Products                            | 5.0%  |
| Sencore WELLS AV        | Television, Satellite and RF Products                            | 5.0%  |
| TecNec                  | AV Accessories and Integration Products                          | 12.0% |
| TecNec                  | OEM Branded Products   | 7.0%  |
| TecNec                  | Pre-made and Bulk Cables   | 19.0% |
| Tektronix (Telestream)  | Parts and Accessories  | 4.0%  |
| Tektronix (Telestream)  | Extended Warranty, Service Contracts                             | 10.0% |



|                           |   |       |
|---------------------------|---|-------|
| Tektronix (Telestream)    | Test and Measurement Equipment-Base Models and Options  | 10.0% |
| Telecast (Grass Valley)   | Main Models   | 20.0% |
| Telecast (Grass Valley)   | Accessories   | 5.0%  |
| Vizrt                     | Main Hardware and Software Models-Excludes Factory Service  | 15.0% |
| VITEC (Video Innovations) | IPTV Hardware and Software  | 10.0% |
| VITEC (Video Innovations) | Professional Services   | 0.0%  |
| Whirlwind                 | Cable Assemblies  | 18.0% |
| ZeeVee                    | AV Distribution and RF Modulation Products  | 12.0% |
| DVG Professional Services |   |       |
| DVGENGINEERING            | Digital Video Group Engineering: Design, Development and Solution Planning  | 12.0% |
| DVGINSTALL                | Digital Video Group Installation Services both On and Off Site as detailed in the Project Statement of Work   | 12.0% |
| DVGPROJECTMGR             | Digital Video Group On-Site Project Management Services   | 12.0% |
| DVGTRAINING               | Digital Video Group Onsite Operational System Training as detailed in the Project Statement of Work   | 12.0% |
| DVGDRAWINGS               | DVGDRAWINGS CAD A/V, Control Drawings "As Built" as required by the Project Statement of Work   | 12.0% |
| DVGPROGRAMMING            | Digital Video Group Programming. Includes creating custom instruction sets of control codes for A/V or Broadcast Video Devices. May include creation of custom Graphical Symbols and Pictures as detailed in the Project Statement of Work  | 12.0% |
| DVGDATAMOVE               | Digital Video Group Data migration to include moving all A/V data assets, project files, and configuration to new system as detailed in the Project Statement of Work   | 12.0% |
| DVGCOMMISSION             | Digital Video Group Assembly, Commissioning and Testing Services as detailed in the Project Statement of Work   | 12.0% |
| DVGMATERIALS              | Digital Video Group Miscellaneous Installation Materials (Consumables) May include Non-itemized Enclosures, Conduits, Wire-ways and Trays, Blank Panels, Screws, Nuts, Bolts, Grommets, Cable Ties, Lacing Braces, Labels, Engraved I/O Panels, Rental Equipment, Electrical Outlet Boxes, Cover Plates, Cables, Connectors, Wire, Disposable Items, Special Tools, Lightning and Surge Protection if Required and Determined by the System Specification | 10.0% |
| DVGLIFELINE               | Digital Video Group offers Extended Operational System Warranties for DVG installed Systems. These Extended System Warranty Programs are custom configured with the client to provide a range of Warranty and Support Services.   | 12.0% |
| DVGTRAVEL                 | Digital Video Group Travel Expenses for DVG Project Installation Personnel. These expenses are calculated against the current Geographical Local Rates and are passed thru to the Client.   | 0.0%  |
| DVGCUSTOMCONSOLE          | Digital Video Group Custom Designed Equipment Consoles, Furniture, Lecterns etc.  | 10.0% |

### Table 14 Multimedia Furniture

|                           |   |       |
|---------------------------|---|-------|
| Ergotron (Synnex)         | Display mounts                          | 25.0% |
| FX Design                 | Custom Studio Set Designs               | 9.0%  |
| Middle Atlantic (Legrand) | Equipment Enclosures and Accessories    | 28.0% |
| Omnimount                 | Equipment Mounting Solutions            | 30.0% |
| Omnirax                   | Technical Furniture and Consoles        | 25.0% |
| Peerless Industries       | Display Mounting Solutions              | 19.0% |
| TecNec                    | AV Accessories and Integration Products | 12.0% |
| TecNec                    | OEM Branded Products                    | 7.0%  |
| TecNec                    | Pre-made and Bulk Cables                | 19.0% |



|                           |   |       |
|---------------------------|---|-------|
| Winsted                   | Technical Furniture and Consoles  | 12.0% |
| DVG Professional Services |   |       |
| DVGENGINEERING            | Digital Video Group Engineering: Design, Development and Solution Planning  | 12.0% |
| DVGINSTALL                | Digital Video Group Installation Services both On and Off Site as detailed in the Project Statement of Work   | 12.0% |
| DVGPROJECTMGR             | Digital Video Group On-Site Project Management Services   | 12.0% |
| DVGTRAINING               | Digital Video Group Onsite Operational System Training as detailed in the Project Statement of Work   | 12.0% |
| DVGDRAWINGS               | DVGDRAWINGS CAD A/V, Control Drawings "As Built" as required by the Project Statement of Work   | 12.0% |
| DVGPROGRAMMING            | Digital Video Group Programming. Includes creating custom instruction sets of control codes for A/V or Broadcast Video Devices. May include creation of custom Graphical Symbols and Pictures as detailed in the Project Statement of Work  | 12.0% |
| DVGDATAMOVE               | Digital Video Group Data migration to include moving all A/V data assets, project files, and configuration to new system as detailed in the Project Statement of Work   | 12.0% |
| DVGCOMMISSION             | Digital Video Group Assembly, Commissioning and Testing Services as detailed in the Project Statement of Work   | 12.0% |
| DVGMATERIALS              | Digital Video Group Miscellaneous Installation Materials (Consumables) May include Non-itemized Enclosures, Conduits, Wire-ways and Trays, Blank Panels, Screws, Nuts, Bolts, Grommets, Cable Ties, Lacing Braces, Labels, Engraved I/O Panels, Rental Equipment, Electrical Outlet Boxes, Cover Plates, Cables, Connectors, Wire, Disposable Items, Special Tools, Lightning and Surge Protection if Required and Determined by the System Specification | 10.0% |
| DVGLIFELINE               | Digital Video Group offers Extended Operational System Warranties for DVG installed Systems. These Extended System Warranty Programs are custom configured with the client to provide a range of Warranty and Support Services.   | 12.0% |
| DVGTRAVEL                 | Digital Video Group Travel Expenses for DVG Project Installation Personnel. These expenses are calculated against the current Geographical Local Rates and are passed thru to the Client.   | 0.0%  |
| DVGCUSTOMCONSOLE          | Digital Video Group Custom Designed Equipment Consoles, Furniture, Lecterns etc.  | 10.0% |

### 6.2.2 Proposed Pricing for Maintenance After Warranty

DVG can provide System Maintenance after the initial warranty period. DVG calls this service Lifeline. These services are custom tailored to each individual installation project and quoted on a case-by-case basis. We extend a twelve percent discount from the Commercial Price List for VASCUPP member organizations.

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

- Tier 1: Unlimited phone and email support. No terms of service. Hardware replacement liaison.
- Tier 2: All of Tier 1 plus: Remote Troubleshooting and Support. Guaranteed 24-hour response time via phone or email. Drive imaging services for backup and recovery.





- Tier 3: All of Tier 2 plus: Priority access to all technical services. Guaranteed 72-hour on-site response time. Additional 2 on-site support or training days.
- Tier 4: All of Tier 3 plus: Guaranteed 24-hour on-site response time. Additional 4 on-site support or training days. For large installed systems, 25% of support contract available for hardware replacement budget.

We extend a twelve percent discount from the Commercial Price List for VASCUPP member organizations. DVG also provides these additional Professional Services of which System Installation and Implementation are included. We extend a twelve percent discount from the Commercial Price List for VASCUPP member organizations.

**Table 15 DVG Professional Services**

| DVG Professional Services | Description  | Standard Rate | VASCUPP Discount |
|---------------------------|--|---------------|------------------|
| DVGENGINEERING            | Digital Video Group Engineering: Design, Development and Solution Planning   | \$187.50      | 12.0%            |
| DVGINSTALL                | Digital Video Group Installation Services both On and Off Site as detailed in the Project Statement of Work  | \$187.50      | 12.0%            |
| DVGPROJECTMGR             | Digital Video Group On-Site Project Management Services  | \$187.50      | 120%             |
| DVGTRAINING               | Digital Video Group Onsite Operational System Training as detailed in the Project Statement of Work  | \$187.50      | 12.0%            |
| DVGDRAWINGS               | DVGDRAWINGS CAD A/V, Control Drawings "As Built" as required by the Project Statement of Work  | \$187.50      | 12.0%            |
| DVGPROGRAMMING            | Digital Video Group Programming. Includes creating custom instruction sets of control codes for A/V or Broadcast Video Devices. May include creation of custom Graphical Symbols and Pictures as detailed in the Project Statement of Work | \$187.50      | 12.0%            |
| DVGDATAMOVE               | Digital Video Group Data migration to include moving all A/V data assets, project files, and configuration to new system as detailed in the Project Statement of Work  | \$187.50      | 12.0%            |
| DVGCOMMISSION             | Digital Video Group Assembly, Commissioning and Testing Services as detailed in the Project Statement of Work  | \$187.50      | 10.0%            |



| DVG Professional Services | Description   | Standard Rate | VASCUPP Discount |
|---------------------------|---|---------------|------------------|
| DVGMATERIALS              | Digital Video Group Miscellaneous Installation Materials (Consumables) May include Non-itemized Enclosures, Conduits, Wire-ways and Trays, Blank Panels, Screws, Nuts, Bolts, Grommets, Cable Ties, Lacing Braces, Labels, Engraved I/O Panels, Rental Equipment, Electrical Outlet Boxes, Cover Plates, Cables, Connectors, Wire, Disposable Items, Special Tools, Lightning and Surge Protection if Required and Determined by the System Specification |               | 10.0%            |
| DVGLIFELINE               | Digital Video Group offers Extended Operational System Warranties for DVG installed Systems. These Extended System Warranty Programs are custom configured with the client to provide a range of Warranty and Support Services.   |               | 12.0%            |
| DVGTRAVEL                 | Digital Video Group Travel Expenses for DVG Project Installation Personnel. These expenses are calculated against the current Geographical Local Rates and are passed thru to the Client.   |               | 0.0%             |
| DVGCUSTOMCONSOLE          | Digital Video Group Custom Designed Equipment Consoles, Furniture, Lecterns etc.  |               | 10.0%            |

### 6.2.3 Rental Equipment

DVG offers our customers equipment rentals both short and long term, subject to equipment ability.

<https://digitalvideogroup.com/equipment-rental/>

We also extend a ten percent discount from the Commercial Price List for VASCUPP member organizations as shown in the table below.

**Table 16 Rental Equipment**

| Rental Equipment                         | Standard Rate | VASCUPP Discount |
|--|---------------|------------------|
| Projector -Portable 5K Lumens            | \$779/Day     | 10%              |
| Projection Screen-Portable               | \$259/Day     | 10%              |
| Digital SLR with Lens                    | \$270/Day     | 10%              |
| USB Microphone                           | \$45/Day      | 10%              |
| Shoe Mounted Shotgun Microphone for DSLR | \$60/Day      | 10%              |
| Wireless Microphone System               | \$180/Day     | 10%              |
| 2-Stage Tripod System                    | \$60/Day      | 10%              |
| Portable Lighting Kit                    | \$389/Day     | 10%              |
| 55 Inch Display                          | \$315/Day     | 10%              |
| 75 Inch Display                          | \$650/Day     | 10%              |



| <b>Rental Equipment</b>          | <b>Standard Rate</b> | <b>VASCUPP Discount</b> |
|----------------------------------|----------------------|-------------------------|
| Portable Video Camcorder         | \$400/Day            | 10%                     |
| Conferencing Camera              | \$200/Day            | 10%                     |
| 12 Input Analog Audio Mixer      | \$150/Day            | 10%                     |
| Hardware Streaming Encoder       | \$75/Day             | 10%                     |
| 2 Speaker PA System with Stands  | \$300/Day            | 10%                     |
| 4 Input HDMI Production Switcher | \$200/Day            | 10%                     |

**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 Digital Video Group Inc., (“Vendor”).

**TERM**

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

**WITNESS**

WHEREAS, the University and Digital Video Group Inc. have executed an agreement, C0002291, (the “Primary Agreement”), and included in the Primary Agreement is a third party access / cooperative clause. Now therefore, the University and Digital Video Group 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. Digital Video Group 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 Digital Video Group Inc.’s logo on the Consortium website

III. Payment

- A. Payment of PAC Annual Fee will arrive at the University no later than October 31<sup>st</sup> 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, 5<sup>th</sup> 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](mailto:mchughj2@vcu.edu)

If to Digital Video Group Inc.:

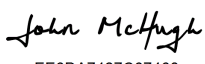
David B. Thomas, Director, Contract Sales


105 Sylvania Road  
Ashland, VA 23005  
Email: sales@digitalvideogroup.com  
Fax: (804) 559-0017

**ACCEPTANCE**

**Virginia Commonwealth University**

**Digital Video Group Inc.**

DocuSigned by:  
  
EE6DA7427C67468...  
\_\_\_\_\_  
John McHugh  
Director, Procurement Services  
6/6/2022  
\_\_\_\_\_  
Date

  
\_\_\_\_\_  
David B. Thomas  
Director, Contract Sales  
5/24/2022  
\_\_\_\_\_  
Date

Agreement #: C0002291-PAC