



VCU Procurement Services

CONTRACT RENEWAL

DATE: 10/08/2024

CONTRACT TITLE: VICOM Audio Visual Products, Service and Maintenance

CONTRACT NO: C0002424

NEW START DATE: 10/21/2024

NEW END DATE: 10/21/2025

RENEWAL NUMBER: 2 of 7

CONTRACTOR: Virginia Integrated Communication Inc

PRICING:

Select one of the options below.

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

CERTIFICATE OF INSURANCE:

- ☒ By signing and submitting this contract renewal letter Contractor certifies that it will maintain the insurance coverages required at the time the contract was awarded. At renewal, Contractor shall have a new Certificate of Insurance listing Virginia Commonwealth University as the "Additional Insured", citing the contractor's name and contract number, emailed to msmosley@vcu.edu or mailed to Virginia Commonwealth University Risk Management, P.O. Box 843040, Richmond, VA.

All other terms and conditions of C0002424 shall remain unchanged and in full force and effect.

sls

RESPONSE:

Virginia Integrated Communication Inc

Name of Firm

A handwritten signature in black ink, appearing to read "Dennis L. Schliske".

Signature

Dennis L Schliske

Name Printed

CEO

Title

10/8/24

Date

VICOM - Virginia Integrated Communication PROPOSED PRICING TO BE EFFECTIVE 10/2024**VASCUPP Contract # C0002424****Audio Video Products & Services**

MANUFACTURER	PRODUCT CATEGORY	DISCOUNT FROM MSRP PRICING
ACE Backstage	All Products	20%
ADC	All Products	5%
Adtran	All Products	2%
AKG	All Products	37%
Alesis	All Products	20%
Allen & Heath	All Products	15%
AMX	Control Systems	20%
AMX	All Products Except Control Systems	29%
Analog Way	All Products	16%
Anchor	All Products	10%
Apple	All Products	0%
Ashly	All Products	22%
Atlas Soundolier	All Products	25%
Audio Technica	All Products	20%
Audix	All Products	22%
Aurora	All Products	12%
AutoPatch	All Products	10%
Avaya Cloud Offerings	AV Conferencing & Communication Only	2%
Aver	All Products	2%
Aviom	All Products	16%
Barco	Projectors, Displays, Video Walls	23%
Barco	Clickshare C Series Products	3%
Barco	Clickshare X Series and Clickshare Bar	5%
BEI	All Products	18%
BiAmp	All Products	25%
BlackMagic	All Products	10%
Blonder Tongue	All Products	5%
Bosch	All Products	20%
Boxlight	All Products	10%
BrightSign	All Products	10%
Broadcast Pix	All Products	12%
BSS	All Products	14%
CablesToGo	All Products	25%
CAD	All Products	20%
Cambridge/BiAmp Sound	All Products	10%
Casio	All Products	12%
Casio	All Products	12%
CELabs	All Products	20%
Chief Mfg (LeGrand AV)	All Products	18%
CIS	All Products	2%
Cisco	AV Conferencing & Communication Only	8%
Cisco Services	Software/Support Products	1%
Clear Touch	All Products	20%

MANUFACTURER	PRODUCT CATEGORY	DISCOUNT FROM MSRP PRICING
Clearone	All Products	15%
Clock Audio	All Products	22%
Commscope (previously AMP)	All Products	10%
Community	All Products	15%
Contemporary Research	All Products	10%
Crestron	All Products Except Flex Conferencing	33%
Crestron Flex	All Products	10%
Crown	All Products	25%
Cybertouch	All Products	15%
Da-Cappo	All Products	20%
Daktronics	All Products	3%
DaLite (LeGrand AV)	All Products Except Furniture/Carts	17%
Da-Lite (LeGrand AV)	All Non-Furniture Products	20%
Danley	All Products	15%
Data Video	All Products	10%
DBX	All Products	15%
Dell	All Products	10%
Denon/Marantz	All Products	16%
Digital Projection	All Products	10%
Draper	All Products	22%
Elmo	All Products	15%
Epson	All Product Lines Exept Large Venue Projectors	3%
Epson	Large Venue Projectors	20%
Ergotron	All Products	10%
EV	All Products	15%
Exact	All Products	12%
Extreme Networks	AV Related Switches and Network Hardware	20%
Extron	All Products	30%
Forbes	All Products	12%
Fortinet	AV Related Switches and Network Hardware	10%
Front Row	All Products	10%
FSR	All Products	10%
FSR	All Products	10%
Gator	All Products	20%
Google Meet Hardware	All Products	2%
H.S.A.	All Products	12%
HaiVision	All Products	5%
Hall Reasearch Tech	All Products	10%
HAS	All Products	12%
Hear	All Products	18%
Hosa	All Products	12%
Huddly Cameras	All Products	8%
Icon	All Products	15%
InFocus	All Products	10%

MANUFACTURER	PRODUCT CATEGORY	DISCOUNT FROM MSRP PRICING
Inogeni	All Products	5%
Intelisys Cloud Offerings	All Products	2%
Interlink	All Products	10%
JBL Professional	All Products	25%
Juniper	All Products	5%
Ken-A-Vision	All Products	10%
Ken-A-Vision sche A	All Products	10%
Ken-A-Vision sche B	All Products	1%
Kramer	All Products	17%
KSI	All Products	33%
Lexicon	All Products	18%
Lexicon	All Products	18%
LG	All Products	10%
Liberty	All Products	18%
Lightronics	All Products	10%
Lightspeed	All Products	9%
Lightware	All Products	5%
Listec	All Products	10%
Listen	All Products	12%
Logitech Video Conferencing Products	All Products	3%
Lowell	All Products	10%
Lutron	All Products	10%
Magic Box	All Products	10%
AV Related Manufacturers not listed	All Products	2%
Marshall	All Products	15%
Martin Audio	All Products	10%
MediaVision Hardware	All Products	10%
MediaVision Services	All Products	0%
MediaVision Software	All Products	0%
Mersive	All Products	12%
Midas	All Products	10%
Middle Atlantic (LeGrand AV)	All Products	30%
Mystery	All Products	12%
Mystery Floorboxes	All Products	12%
Nady	All Products	15%
NEC	All products other than E Series Displays	15%
NEC	E Series Displays	5%
Netgear AV Related Switches	All Products	2%
Neutrik	All Products	1%
New Line	All Products	25%
Nigel B Design	All Products	10%
Nippurra	All Products	10%
NTI	All Products	5%
OWI	Audio Speakers	12%
OWI	Multimedia Development Equipment	12%

MANUFACTURER	PRODUCT CATEGORY	DISCOUNT FROM MSRP PRICING
Panasonic	Broadcast TV (Switcher)	10%
Panasonic	All Projectors (other than Portable)	25%
Panasonic	Portable Projectors	10%
Panasonic	Flat Panel Displays	8%
Panasonic	Interactive Displays	10%
Panduit	All Products	10%
PDR Mounts	All Products	8%
Peerless	All Products	11%
Pexip	All Products	8%
Planar	All Products	10%
HP/Poly Cloud Offerings	All Products	2%
HP/Poly Room Conferencing Systems	All Products	5%
Presonus	All Products	14%
ProCo	All Products	21%
Production Intercom	All Products	12%
Projection Design	Large Venue Projectors	25%
Projection Design	Portable Projectors & All Other Products	10%
Prompter People	All Products	10%
Qomo	Large Format Monitor-LCD/LED	8%
Qomo	All other Products	20%
QSC	All Products Except Speakers	15%
QSC	Audio Speakers	10%
Rane	All Products	15%
Rapco	All Products	5%
Raxxess	All Products	24%
RDL	All Products	1%
Revolabs	All Products	10%
RGB Spectrum	All Products	12%
Ring Central Conferencing	All Products	2%
Rolls	All Products	12%
Samson	All Products	12%
Samsung	All Products	10%
Samsung	All Products	10%
Sennheiser	All Products	15%
Sharp NEC	All Products	8%
Shure	All Products except Audio Mixers	23%
Shure	Audio Mixers	20%
Sierra	All Products	17%
Smart Technologies	All Products	10%
Sony Displayss & Projectors	All Products	10%
Sound Control Tech	All Products	12%
Sound Tube	All Products	20%
Soundcraft	All Products	15%
Spectrum	All Products	39%
Spectrum Furniture	All Products	39%
Spinetix	All Products	8%

MANUFACTURER	PRODUCT CATEGORY	DISCOUNT FROM MSRP PRICING
Status Solutions	All Products	10%
Stewart Screens	All Products	15%
Stewart	All Products	15%
SurgeX	All Products	14%
SVSI	All Products	5%
Switchcraft	All Products	1%
Symetrix	All Products	18%
Tascam	All Products	21%
Tightrope	All Products	5%
TOA	All Products	33%
Toner	All Products	5%
Tripp Lite	All Products	10%
TV-One	All Products	5%
Vaddio (LeGrand AV)	All Products	17%
Valcom	All Products	12%
VFI (AFV)	All Products	26%
Videssence	All Products	10%
Viewcast	All Products	5%
Viewsonic	Displays	10%
Vivitek	Portable& Ultra Portable Projectors	12%
Vivitek	All other Projection Products	20%
Vivitek	Digital Signage Products	8%
VuTec Screens	Projection Screen	5%
West Penn	All Products	10%
Windy City Wiring	All Products	10%
Winsted	All Products	12%
Wireless Computing	All Products	12%
Wiremold (LeGrand AV)	All Products	10%
Wolfvision	All Products	18%
Xantech	All Products	20%
ZeeVee	All Products	10%
Zoom Cloud Offerings	All Products	2%
Zoom Room Hardware	All Products	10%
8x8 Cloud Offerings	AV Conferencing & Communication Only	2%
Other Brands/Products Not listed	Varies by manufacturer	2-15%

Service	Description
VICOM Contractor Services	
Maintenance / Service / Installation - (8 am -5 pm Mon-Fri)	\$100.00
Maintenance / Service / Installation - (After Business Hours)	\$135.00
Project Management, Programming, Design, Consulting, Engineering, and CAD	\$135.00
Initial System Orientation/Basic Functionality Training at time of system install	<i>included</i>
All other training	\$110.00
VICOM Extended Maintenance Agreements (Technology Management Plan-TMP)	
1st YEAR SYSTEM MAINTENANCE AGREEMENTS	<i>included</i>

2nd YEAR SYSTEM MAINTENANCE AGREEMENT	8% of Equip Purchase Price
3rd YEAR SYSTEM MAINTENANCE AGREEMENT	12% of Equip Purchase Price

***Maintenance / Service / Installation rates apply if not under a Maintenance Agreement

***Some products require a maintenance contract directly from the manufactuer. In these cases, those charges may be in addition to the above proposed Extended Maintenance Agreements provided by Vlcom.



VCU Procurement Services

CONTRACT RENEWAL

DATE: 5/11/2023
CONTRACT TITLE: Audio Visual Products & Maintenance
CONTRACT NO: C0002424
NEW START DATE: 10/21/2023
NEW END DATE: 10/20/2024
RENEWAL NUMBER: 1 of 7
CONTRACTOR: Virginia Integrated Communication 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 or mailed to Virginia Commonwealth University Risk Management, P.O. Box 843040, Richmond, VA.

All other terms and conditions of C0002424 shall remain unchanged and in full force and effect.

RESPONSE:

Virginia Integrated Communication Inc

Name of Firm



Signature

Dennis L Schliske

Name Printed

CEO

Title

8-14-23

Date

VICOM - Virginia Integrated Communication
Effective 7/01/23
VASCUPP Contract #: C00002424

PRODUCT CATEGORY	MANUFACTURER	MIN. % of DISCOUNT
Broadcast TV Equipment		
Broadcast TV (Camera/Camcorder)	Aver	2%
Broadcast TV (Camera/Camcorder)	Data Video	10%
Broadcast TV (Camera/Camcorder)	Honeywell	5%
Broadcast TV (Camera/Camcorder)	PTZ Optics	3%
Broadcast TV (Camera/Camcorder)	Sony	10%
Broadcast TV (Camera/Camcorder)	Vaddio	17%
Broadcast TV (Camera/Camcorder)	Accessories or Brands not listed	10%
Broadcast TV (Switcher)	Analog Way	16%
Broadcast TV (Switcher)	Broadcast Pix	12%
Broadcast TV (Switcher)	Extron	30%
Broadcast TV (Switcher)	Icon	15%
Broadcast TV (Switcher)	Kramer	17%
Broadcast TV (Switcher)	Panasonic	10%
Broadcast TV (Switcher)	RGB Spectrum	12%
Broadcast TV (Switcher)	Sierra	17%
Broadcast TV (Switcher)	TV One	5%
Broadcast TV (Switcher)	Vaddio	17%
Broadcast TV (Switcher)	Accessories	10%
Broadcast TV (Lighting)	Lightronics	10%
Broadcast TV (Lighting)	Lutron	10%
Broadcast TV (Lighting)	Videssence	10%
Broadcast TV (Lighting)	Accessories	10%
Broadcast TV (Prompter)	Listec	10%
Broadcast TV (Prompter)	Prompter People	10%
Broadcast TV (Prompter)	Accessories or Brands not listed	10%
Broadcast TV (ChromaKey)	Broadcast Pix	12%
Broadcast TV (ChromaKey)	BlackMagic	10%
Broadcast TV (ChromaKey)	Data Video	10%
Broadcast TV (ChromaKey)	Accessories or Brands not listed	10%
Broadcast TV (Character Generator)	Broadcast Pix	12%
Broadcast TV (Character Generator)	Data Video	10%
Broadcast TV (Character Generator)	Accessories	10%
Broadcast TV (Other)	Manufacturers not listed	10%
Multimedia Presentation Equipment		
Large Venue Projectors	Barco	23%
Large Venue Projectors	Digital Projection	10%
Large Venue Projectors	NEC	10%
Large Venue Projectors	Epson	20%
Large Venue Projectors	Panasonic	25%
Large Venue Projectors	Projection Design	25%
Large Venue Projectors	Vivitek	20%
Large Venue Projectors	Accessories or Brands not listed	10%
Portable Projectors	Casio	12%
Portable Projectors	Digital Projection	10%

PRODUCT CATEGORY	MANUFACTURER	MIN. % of DISCOUNT
Portable Projectors	Epson	3%
Portable Projectors	Optoma	20%
Portable Projectors	Panasonic	10%
Portable Projectors	Projection Design	10%
Portable Projectors	Vivitek	12%
Portable Projectors	Accessories	10%
Ultra Portable Projectors	Epson	3%
Ultra Portable Projectors	Casio	12%
Ultra Portable Projectors	Panasonic	25%
Ultra Portable Projectors	Vivitek	12%
Ultra Portable Projectors	Accessories or Brands not listed	10%
Short Throw Projectors	Panasonic	25%
Short Throw Projectors	Vivitek	20%
Short Throw Projectors	Accessories or Brands not listed	10%
Large Format Monitor-LCD/LED	Barco	23%
Large Format Monitor-LCD/LED	LG	10%
Large Format Monitor-LCD/LED	NEC (E Series)	5%
Large Format Monitor-LCD/LED	NEC (ALL OTHER SERIES)	15%
Large Format Monitor-LCD/LED	Newline - NT Series	15%
Large Format Monitor-LCD/LED	Panasonic	8%
Large Format Monitor-LCD/LED	Planar	10%
Large Format Monitor-LCD/LED	Qomo	8%
Large Format Monitor-LCD/LED	Samsung	10%
Large Format Monitor-LCD/LED	Sharp	8%
Large Format Monitor-LCD/LED	Accessories or Brands not listed	10%
Interactive Displays	New Line	20%
Interactive Displays	Viewsonic	10%
Interactive Displays	Boxlight	10%
Interactive Displays	Smart Technologies	10%
Interactive Displays	Clear Touch	20%
Interactive Displays	Newline	12%
Interactive Displays	Others	10%
Document Cameras	Elmo	15%
Document Cameras	Ken-A-Vision sche A	10%
Document Cameras	Ken-A-Vision sche B	1%
Document Cameras	Qomo	20%
Document Cameras	Wolfvision	18%
Document Cameras	Accessories or Brands not listed	10%
Interactive Whiteboards	Panasonic	10%
Interactive Whiteboards	Qomo	20%
Interactive Whiteboards	Samsung	10%
Interactive Whiteboards	Smart Technologies	15%
Interactive Whiteboards	Clear Touch	20%
Interactive Whiteboards	Accessories or Brands not listed	10%
DVD/CD/Bluray Players/Recorders	Tascam	21%
DVD/CD/Bluray Players/Recorders	Denon & Marantz	25%
DVD/CD/Bluray Players/Recorders	Accessories	10%
DSP/Processing	Crestron	33%
DSP/Processing	BiAmp	25%

PRODUCT CATEGORY	MANUFACTURER	MIN. % of DISCOUNT
DSP/Processing	BSS	14%
DSP/Processing	Clearone	15%
DSP/Processing	DBX	15%
DSP/Processing	Lexicon	18%
DSP/Processing	Lightspeed	9%
DSP/Processing	Poly- Soundstructure	20%
DSP/Processing	Rane	15%
DSP/Processing	RDL	1%
DSP/Processing	Symetrix	18%
DSP/Processing	Accessories or Brands not listed	10%
Video Switching	Analog Way	16%
Video Switching	Atlona	10%
Video Switching	BlackMagic	10%
Video Switching	Crestron	33%
Video Switching	CELabs	20%
Video Switching	Extron	30%
Video Switching	Kramer	17%
Video Switching	Lightware	5%
Video Switching	RGB Spectrum	12%
Video Switching	Sierra	17%
Video Switching	TV One	5%
Video Switching	Accessories or Brands not listed	10%
Audio Amplifiers	Ashly	22%
Audio Amplifiers	BiAmp	25%
Audio Amplifiers	Crown	25%
Audio Amplifiers	Rolls	12%
Audio Amplifiers	Samson	12%
Audio Amplifiers	Crestron	33%
Audio Amplifiers	TOA	33%
Audio Amplifiers	QSC	15%
Audio Amplifiers	Accessories or Brands not listed	10%
Audio Mixers	Anchor	10%
Audio Mixers	Alesis	20%
Audio Mixers	Allen & Heath	15%
Audio Mixers	Ashly	22%
Audio Mixers	AutoPatch	10%
Audio Mixers	Aviom	16%
Audio Mixers	BiAmp	25%
Audio Mixers	BSS	14%
Audio Mixers	Clearone	15%
Audio Mixers	Midas	10%
Audio Mixers	Polycom- Soundstructure	20%
Audio Mixers	Presonus	14%
Audio Mixers	Rolls	12%
Audio Mixers	Shure	20%
Audio Mixers	Soundcraft	15%
Audio Mixers	TOA	33%
Audio Mixers	Accessories or Brands not listed	10%
Audio Speakers	Anchor	10%

PRODUCT CATEGORY	MANUFACTURER	MIN. % of DISCOUNT
Audio Speakers	Atlas Soundolier	25%
Audio Speakers	Cambridge/BiAmp Sound	10%
Audio Speakers	Community	15%
Audio Speakers	Crestron	33%
Audio Speakers	Danley	15%
Audio Speakers	EV	15%
Audio Speakers	Extron	30%
Audio Speakers	Front Row	10%
Audio Speakers	JBL Professional	25%
Audio Speakers	KSI	33%
Audio Speakers	Martin Audio	10%
Audio Speakers	OWI	12%
Audio Speakers	QSC	10%
Audio Speakers	Sound Tube	20%
Audio Speakers	TOA	33%
Audio Speakers	Valcom	12%
Audio Speakers	Accessories or Brands not listed	10%
Microphones	AKG	37%
Microphones	Audio Technica	20%
Microphones	Audix	22%
Microphones	Bosch	20%
Microphones	CAD	20%
Microphones	Clock Audio	22%
Microphones	Crown	25%
Microphones	EV	20%
Microphones	Da-Cappo	20%
Microphones	Marshall	15%
Microphones	Nady	15%
Microphones	Sennheiser	15%
Microphones	Shure	23%
Microphones	TOA	33%
Microphones	Accessories or Brands not listed	10%
Connectivity	ACE Backstage	20%
Connectivity	ADC	5%
Connectivity	CablesToGo	25%
Connectivity	Commscope (previously AMP)	10%
Connectivity	FSR	10%
Connectivity	Hosa	12%
Connectivity	Liberty	18%
Connectivity	Mystery Floorboxes	12%
Connectivity	Neutrik	1%
Connectivity	NTI	5%
Connectivity	Panduit	10%
Connectivity	ProCo	21%
Connectivity	Switchcraft	1%
Connectivity	Rapco	5%
Connectivity	Wiremold - Legrand	10%
Connectivity	West Penn	10%
Connectivity	Accessories or Brands not listed	10%

PRODUCT CATEGORY	MANUFACTURER	MIN. % of DISCOUNT
Connectivity	Other (General Cable)	10%
Equipment Mounts	Chief Mfg	18%
Equipment Mounts	Da-Lite	17%
Equipment Mounts	Ergotron	10%
Equipment Mounts	PDR	8%
Equipment Mounts	Peerless	11%
Equipment Mounts	Raxxess	24%
Equipment Mounts	Winsted	12%
Equipment Mounts	Nigel B Design	10%
Equipment Mounts	Accessories or Brands not listed	10%
Control Systems	AMX	20%
Control Systems	Aurora	12%
Control Systems	Crestron	33%
Control Systems	Extron	30%
Control Systems	FSR	10%
Control Systems	Hall Research Tech	10%
Control Systems	Interlink	10%
Control Systems	Q-Sys	17%
Control Systems	Sound Control Tech	12%
Control Systems	Xantech	20%
Control Systems	Accessories or Brands not listed	10%
Projection Screen	BEI	18%
Projection Screen	Da-Lite	20%
Projection Screen	Draper	22%
Projection Screen	Stewart	15%
Projection Screen	VuTec	5%
Projection Screen (Other)	Accessories or Brands not listed	10%
Multimedia Development Equipment		
Multimedia Development Equipment	Poly (formerly Accordent)	10%
Multimedia Development Equipment	ACE Backstage	20%
Multimedia Development Equipment	Adtran	2%
Multimedia Development Equipment	AKG	37%
Multimedia Development Equipment	Alesis	20%
Multimedia Development Equipment	AMX	29%
Multimedia Development Equipment	Analog Way	16%
Multimedia Development Equipment	Apple	0%
Multimedia Development Equipment	Atlas Soundolier	25%
Multimedia Development Equipment	Audio Technica	20%
Multimedia Development Equipment	Audix	22%
Multimedia Development Equipment	Aurora	12%
Multimedia Development Equipment	Aviom	16%
Multimedia Development Equipment	Barco Clickshare	3%
Multimedia Development Equipment	Barco Clickshare Conference (X Series)	5%
Multimedia Development Equipment	BEI	18%
Multimedia Development Equipment	BiAmp	25%
Multimedia Development Equipment	Bosch - Pro Audio	20%
Multimedia Development Equipment	Bosch - Security	25%
Multimedia Development Equipment	Bosch - Telex	10%

PRODUCT CATEGORY	MANUFACTURER	MIN. % of DISCOUNT
Multimedia Development Equipment	BrightSign	10%
Multimedia Development Equipment	Broadcast Pix	12%
Multimedia Development Equipment	BSS	14%
Multimedia Development Equipment	CablesToGo	25%
Multimedia Development Equipment	Cambridge Sound	10%
Multimedia Development Equipment	CELabs	20%
Multimedia Development Equipment	Chief Mfg	18%
Multimedia Development Equipment	CIS	2%
Multimedia Development Equipment	Cisco	8%
Multimedia Development Equipment	Clearone	15%
Multimedia Development Equipment	Clock Audio	22%
Multimedia Development Equipment	Community	15%
Multimedia Development Equipment	Contemporary Research	10%
Multimedia Development Equipment	Cybertouch	15%
Multimedia Development Equipment	Da-Lite - Screens	20%
Multimedia Development Equipment	Da-Lite - Furniture	17%
Multimedia Development Equipment	DBX	15%
Multimedia Development Equipment	Denon & Marantz	16%
Multimedia Development Equipment	Draper	22%
Multimedia Development Equipment	Extron	30%
Multimedia Development Equipment	Forbes	10%
Multimedia Development Equipment	Front Row	10%
Multimedia Development Equipment	FSR	10%
Multimedia Development Equipment	Gator	20%
Multimedia Development Equipment	Hall Reasearch Tech	10%
Multimedia Development Equipment	Hear	18%
Multimedia Development Equipment	Hosa	12%
Multimedia Development Equipment	HAS	12%
Multimedia Development Equipment	InFocus	10%
Multimedia Development Equipment	Interlink	10%
Multimedia Development Equipment	JBL Professional	25%
Multimedia Development Equipment	Ken-A-Vision	10%
Multimedia Development Equipment	Kramer	17%
Multimedia Development Equipment	Lexicon	18%
Multimedia Development Equipment	Liberty	18%
Multimedia Development Equipment	Lightronics	10%
Multimedia Development Equipment	Listec	10%
Multimedia Development Equipment	Listen	12%
Multimedia Development Equipment	Lowell	10%
Multimedia Development Equipment	Lutron	10%
Multimedia Development Equipment	Magic Box	10%
Multimedia Development Equipment	Mersive	15%
Multimedia Development Equipment	Martin Audio	10%
Multimedia Development Equipment	Middle Atlantic	30%
Multimedia Development Equipment	Mystery	12%
Multimedia Development Equipment	Nady	15%
Multimedia Development Equipment	Nippurra	10%
Multimedia Development Equipment	NTI	5%
Multimedia Development Equipment	OWI	12%

PRODUCT CATEGORY	MANUFACTURER	MIN. % of DISCOUNT
Multimedia Development Equipment	Panduit	10%
Multimedia Development Equipment	Peerless	11%
Multimedia Development Equipment	Presonus	14%
Multimedia Development Equipment	ProCo	21%
Multimedia Development Equipment	Production Intercom	12%
Multimedia Development Equipment	QOMO	15%
Multimedia Development Equipment	QSC	15%
Multimedia Development Equipment	Rane	15%
Multimedia Development Equipment	Raxxess	24%
Multimedia Development Equipment	RDL	1%
Multimedia Development Equipment	Revolabs	10%
Multimedia Development Equipment	RGB Spectrum	12%
Multimedia Development Equipment	Rolls	12%
Multimedia Development Equipment	Shure	23%
Multimedia Development Equipment	Smart Technologies	10%
Multimedia Development Equipment	Sound Control Tech	12%
Multimedia Development Equipment	Sound Tube	20%
Multimedia Development Equipment	Soundcraft	15%
Multimedia Development Equipment	Spectrum Furn.	39%
Multimedia Development Equipment	Spinetix	10%
Multimedia Development Equipment	Status Solutions	10%
Multimedia Development Equipment	Stewart	15%
Multimedia Development Equipment	SurgeX	14%
Multimedia Development Equipment	Symetrix	18%
Multimedia Development Equipment	Tascam	20%
Multimedia Development Equipment	Tightrope	5%
Multimedia Development Equipment	TOA	33%
Multimedia Development Equipment	Tripp Lite	10%
Multimedia Development Equipment	TV-One	5%
Multimedia Development Equipment	Vaddio	17%
Multimedia Development Equipment	Valcom	12%
Multimedia Development Equipment	VFI	26%
Multimedia Development Equipment	Videssence	10%
Multimedia Development Equipment	Vivitek	8%
Multimedia Development Equipment	West Penn	10%
Multimedia Development Equipment	Winsted	12%
Multimedia Development Equipment	Wireless Computing	12%
Multimedia Development Equipment	Wiremold - Legrand	10%
Multimedia Development Equipment	Wolfvision	18%
Multimedia Development Equipment	ZeeVee	10%
Multimedia Development Equipment	Xantech	20%
Multimedia Development Equipment	MediaVision Hardware	10%
Multimedia Development Equipment	MediaVision Services	0%
Multimedia Development Equipment	MediaVision Software	0%
Multimedia Development Equipment	Accessories or Brands not listed	10%
Satellite Transmitting and Receiving Equipment		
Satellite Tx/Rx Equipment	Blonder Tongue	5%
Satellite Tx/Rx Equipment	Toner	5%

PRODUCT CATEGORY	MANUFACTURER	MIN. % of DISCOUNT
Satellite Tx/Rx Equipment	ZeeVee	10%
Satellite Tx/Rx Equipment	Accessories	10%
Satellite Tx/Rx Equipment (Other)	Manufacturers not listed	5%
Teleconferencing and Communication Equipment		
Teleconferencing and Communication	Adtran	2%
Teleconferencing and Communication	Vaddio	17%
Teleconferencing and Communication	Aver	2%
Teleconferencing and Communication	Logitech Video Conferencing Products	10%
Teleconferencing and Communication	Marshall Cameras	15%
Teleconferencing and Communication	Huddly Cameras	8%
Teleconferencing and Communication	Crestron Flex	10%
Teleconferencing and Communication	Clearone	15%
Teleconferencing and Communication	Dell	10%
Teleconferencing and Communication	Extreme	20%
Teleconferencing and Communication	Fortinet	10%
Teleconferencing and Communication	Juniper	5%
Teleconferencing and Communication	Zoom Room (including hardware & phones)	10%
Teleconferencing and Communication	Poly Cloud Systems (including phone sets)	5%
Teleconferencing and Communication	Poly Group Systems	20%
Teleconferencing and Communication	Poly DSP	20%
Teleconferencing and Communication	Poly RMX	30%
Teleconferencing and Communication	Poly Soundstation II Wired Phones	10%
Teleconferencing and Communication	Poly Trio	10%
Teleconferencing and Communication	Poly Educart	20%
Teleconferencing and Communication	PolySync	20%
Teleconferencing and Communication	Poly Media Suite	20%
Teleconferencing and Communication	Poly X Series	8%
Teleconferencing and Communication	Cisco Telepresence 3010	25%
Teleconferencing and Communication	CiscoTelepresence 1300	25%
Teleconferencing and Communication	Cisco Telepresence 1300	25%
Teleconferencing and Communication	Cisco Telepresence Conductor	25%
Teleconferencing and Communication	CiscoTelepresence Exchange System	25%
Teleconferencing and Communication	Cisco C Series	25%
Teleconferencing and Communication	Cisco SX Series	25%
Teleconferencing and Communication	Cisco DX Series	25%
Teleconferencing and Communication	Cisco MX Series	25%
Teleconferencing and Communication	Cisco Profile Series	25%
Teleconferencing and Communication	CiscoTelepresence Video Communication Server	25%
Teleconferencing and Communication	CiscoUnified Communications Manager	25%
Teleconferencing and Communication	Cisco WebEx Telepresence	25%
Teleconferencing and Communication	Cisco Telepresence MSE Series	25%
Teleconferencing and Communication	Cisco Telepresence Manager	25%
Teleconferencing and Communication	Cisco Telepresence Server	25%
Teleconferencing and Communication	Cisco Expressway Series	25%
Teleconferencing and Communication	Cisco Telepresence MCU 4500 Series	25%
Teleconferencing and Communication	Cisco Telepresence MCU 4501 Series	25%
Teleconferencing and Communication	Cisco Telepresence MCU 5300 Series	25%
Teleconferencing and Communication	Cisco Telepresence MultiPoint Switch	25%

PRODUCT CATEGORY	MANUFACTURER	MIN. % of DISCOUNT
Teleconferencing and Communication	Cisco Telepresence Advanced Media Gateway Series	25%
Teleconferencing and Communication	Cisco Telepresence Serial Gateway Series	25%
Teleconferencing and Communication	Cisco Telepresence ISDN Gateway Series	25%
Teleconferencing and Communication	Cisco Telepresence Content Server	25%
Teleconferencing and Communication	Cisco Telepresence Show and Share	25%
Teleconferencing and Communication	Cisco Telepresence Recording Server	25%
Teleconferencing and Communication	Logitech hardware accessories	5%
Teleconferencing and Communication	Cisco services	1%
Teleconferencing and Communication	Google Meet Hardware	2%
Teleconferencing and Communication	Zoom Cloud Offerings	2%
Teleconferencing and Communication	Avaya Cloud Offerings	2%
Teleconferencing and Communication	Ring Central Cloud Offerings	2%
Teleconferencing and Communication	Intelisys Cloud Offerings	2%
Teleconferencing and Communication	8x8 Cloud Offerings	2%
Teleconferencing and Communication	Pexip	8%
Other	Manufacturers not listed	2%
Computer Presentation Equipment - Streaming and Webcasting		
Streaming and Webcasting	BrightSign	10%
Streaming and Webcasting	Dell	10%
Streaming and Webcasting	HaiVision	5%
Streaming and Webcasting	Honeywell Security NVR System)	5%
Streaming and Webcasting	Spinetix	10%
Streaming and Webcasting	SVSI	5%
Streaming and Webcasting	Tightrope	5%
Streaming and Webcasting	Viewcast	5%
Streaming and Webcasting	Accessories	10%
Streaming and Webcasting (Other)	Manufacturers not listed	2%
Broadband Distribution Equipment		
Broadband Distribution Equipment	Blonder Tongue	5%
Teleconferencing and Communication	Extreme	20%
Teleconferencing and Communication	Fortinet	10%
Broadband Distribution Equipment	Toner	5%
Broadband Distribution Equipment	ZeeVee	10%
Broadband Distribution Equipment	Netgear	2%
Broadband Distribution Equipment	Extreme Networks	20%
Broadband Distribution Equipment	Fortinet	10%
Broadband Distribution Equipment	Accessories	10%
Broadband Distribution Equipment (Other)	Manufacturers not listed	5%
Multimedia Furniture		
Multimedia Furniture	DaLite	17%
Multimedia Furniture	Exact	12%
Multimedia Furniture	Middle Atlantic	30%
Multimedia Furniture	Raxxess	24%
Multimedia Furniture	Spectrum	39%
Multimedia Furniture	VFI (AFV)	26%
Multimedia Furniture	Winsted	12%
Multimedia Furniture	Accessories	10%
Multimedia Furniture (Other)	Manufacturers not listed	10%

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Vlcom Services		
Maintenance / Service / Installation - (8 am -5 pm Mon-Fri)	\$ 90.00	Per Hour
Maintenance / Service / Installation - (Holiday or After Business Hours)	\$ 135.00	Per Hour
Project Management, Programming, Design, Consulting, Engineering, and CAD	\$ 125.00	Per Hour
Initial Sytem Orientation/Basic Functionality Training at time of system install	<i>included</i>	Per Hour
All other training	\$110.00	Per Hour
VICOM Extended Maintenance Agreements		
1st YEAR SYSTEM MAINTENANCE AGREEMENTS	No Charge	
2nd YEAR SYSTEM MAINTENANCE AGREEMENT	8% of Equip Purchase	
3rd YEAR SYSTEM MAINTENANCE AGREEMENT	12% of Equip Purchase	

***Maintenance / Service / Installation rates apply if not under a Maintenance Agreement

***Some products require a maintenance contract directly from the manufactuer. In these cases, those charges may be in addition to the above proposed Extended Maintenance Agreements provided by Vlcom.

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 Virginia Integrated Communication, a corporation, with offices located at 5361 Cleveland St, Virginia Beach, VA 23462 ("VICOM" or "Contractor"). VCU and VICOM 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 VICOM submitted its proposal dated December 21, 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 VICOM's Proposal, and VCU now desires to award to VICOM, as set forth in greater detail below; and

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

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

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

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

5. **CONTRACTOR RESPONSIBILITIES.** The Contractor will provide audio visual, multi-media, and related products, services and maintenance. The Contractor will provide access to every audio visual, multimedia and all related products and services that the company sells through this Contract. Audio visual products and services added to the Contractor product mix after the award of this Contract may be incorporated into the Contract. The Contractor will only provide ENERGY STAR or similarly qualified equipment to Commonwealth of Virginia state agencies in any audio-visual category where these energy efficient products are available. The Contractor will be able to install, maintain and service all products supplied in a professional manner while providing excellent customer service. The Contractor must have a Class "A" Contractor's license with the appropriate specialty classification as recognized by the Virginia Board for Contractors, Department of Professional and Occupational Regulation to perform required installation services for any work that is attached to real property. The Contractor will perform all services needed for successful Design, Project Management, Installation/Integration, Commissioning and Closeout Standards. The Contractor will include a minimum of a one (1) year warranty from the date of acceptance on all equipment or in accordance with the standard manufacturer's warranty, whichever is greater. When necessary or as requested by University, the Contractor will provide professional on-site consultation, system design, installation, service and maintenance on the audio visual and multi-media products.

6. **GENERAL TERMS AND CONDITIONS**

- A. **APPLICABLE LAW AND COURTS:** This Contract shall be construed, governed, and interpreted pursuant to the laws of the Commonwealth of Virginia without regard to choice of law principles. The Parties agree that all disputes arising under this Contract shall be brought in the state or federal courts located in Richmond, Virginia. To the extent any provision of the Contract is prohibited by Virginia law, or is otherwise not authorized by Virginia law, due to VCU's status as an agency of the Commonwealth of Virginia, such provision is null and void. Each party shall be responsible for its own legal fees and costs unless otherwise ordered by a court of law.
- B. **ARBITRATION:** Neither Party shall be compelled to arbitrate any matter or otherwise be subject to any form of alternative dispute resolution, but may request and/or opt to participate in alternative dispute resolution in its sole discretion.
- C. **WAIVER OF CLAIMS:** Notwithstanding anything contained herein to the contrary, VCU is an agency of the Commonwealth of Virginia and as such, pursuant to Va. Code § 2.2-514, cannot waive or settle legal claims that VCU may have against another party nor may VCU bestow any right or obligation that is beyond the duly granted authority of the signatory to bestow or incur on behalf of the Commonwealth of Virginia.
- D. **ANTI-DISCRIMINATION:** Contractor certifies to the Commonwealth that it will conform to the provisions of the Federal Civil Rights Act of 1964, as amended, as well as the Virginia Fair Employment Contracting Act of 1975, as amended, the Virginians With Disabilities Act, the Americans With Disabilities Act and Section 2.2-4311 of the *Virginia Public Procurement Act*. If the

award is made to a faith-based organization, the organization shall not discriminate against any recipient of goods, services, or disbursements made pursuant to the contract on the basis of the recipient's religion, religious belief, refusal to participate in a religious practice, or on the basis of race, age, color, gender or national origin and shall be subject to the same rules as other organizations that contract with public bodies to account for the use of the funds provided; however, if the faith-based organization segregates public funds into separate accounts, only the accounts and programs funded with public funds shall be subject to audit by the public body. (*Code of Virginia*, § 2.2-4343.1). In every contract over \$10,000 the provisions in 1. and 2. below apply:

1. During the performance of this Contract, the Contractor agrees as follows:
 - a. VCU is an equal opportunity/affirmative action institution providing access to education and employment without regard to age, race, color, national origin, gender, religion, sexual orientation, veteran's status, political affiliation or disability. As such, the Contractor will not discriminate against any employee or applicant for employment because of age, race, color, national origin, gender, religion, sexual orientation, veteran's status, political affiliation or disability or any other basis prohibited by state law related to discrimination in employment, except where there is a bona fide occupational qualification reasonably necessary to the normal operation of the Contractor. The Contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.
 - b. The Contractor, in all solicitations or advertisements for employees placed by or on behalf of the Contractor, will state that such Contractor is an equal opportunity employer.
 - c. Notices, advertisements, and solicitations placed in accordance with federal law, rule or regulation shall be deemed sufficient for the purpose of meeting these requirements.
- B. The Contractor will include the provisions of a. above in every subcontract or purchase order over \$10,000 so that the provisions will be binding upon each subcontractor or vendor who performs work relative to this RFP.
- E. IMMIGRATION REFORM AND CONTROL ACT OF 1986: Contractor certifies that it does not and will not during the performance of this contract employ illegal alien workers or otherwise violate the provisions of the Federal Immigration Reform and Control Act of 1986.
- F. ANTITRUST: By entering into a contract, Contractor conveys, sells, assigns, and transfers to the Commonwealth of Virginia all rights, title and interest in and to all causes of the action it may now have or hereafter acquire under the antitrust laws of the United States and the Commonwealth of Virginia, relating to the particular goods or services purchased or acquired by the Commonwealth of Virginia under this Contract.
- G. ASSIGNMENT OF CONTRACT: The Contract shall not be assignable by Contractor in whole or in part without the written consent of the University.
- H. TESTING AND INSPECTION: To the extent applicable, VCU reserves the right to conduct any testing/inspection it may deem advisable to assure goods and services conform to the

specifications/Contract.

I. TERMINATION OF CONTRACT:

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

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

1. The parties may agree to modify the scope of the Contract. An increase or decrease in the price of the Contract resulting from such modification shall be agreed by the parties as a part of their written Contract to modify the scope of the Contract.
2. The Purchasing Agency may order changes within the general scope of the contract at any time by written notice to the Contractor. Changes within the scope of the contract include, but are not limited to, things such as services to be performed, the method of packing or shipment, and the place of delivery or installation. The Contractor shall comply with the notice upon receipt. The Contractor shall be compensated for any additional costs incurred as the result of such order and shall give the Purchasing Agency a credit for any savings.
3. Material, substantive modifications, changes, and amendments to the Contract must be in a writing executed by authorized representatives of each party.

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

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

For VICOM:
Capture Manager
Steve Shubick
5361 Cleveland St
Virginia Beach, VA 23462

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

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

transportation taxes. The Commonwealth's excise tax exemption registration number is 54-73-0076K.

- M. FAILURE TO DELIVER GOODS OR SERVICES: In case of failure to deliver goods or services in accordance with the Contract terms and conditions, VCU, after due oral or written notice, may procure them from other sources and hold the Contractor responsible for any resulting additional purchase and administrative costs. This remedy shall be in addition to any other remedies which VCU may have.
- N. SHIPPING: Contractor shall ship all goods FOB destination at the actual freight rate based upon the actual weight of the goods to be shipped.
- O. INSURANCE: Contractor certifies it will have the following insurance coverages, and any insurance otherwise required by applicable law, throughout the entire term of the Contract, as well as renewal terms. For construction contracts, if any subcontractors are involved, the subcontractor will have workers' compensation insurance in accordance with §§ 2.2-4332 and 65.2-800 et seq. of the *Code of Virginia*. Contractor further certifies all insurance coverage will be provided by insurance companies authorized by the Virginia State Corporation Commission to sell insurance in Virginia. Minimum Insurance Coverages and Limits Required for Most Contracts:
 - 1. Worker's Compensation - Statutory requirements and benefits. Coverage is compulsory for employers of three or more employees, to include the employer.
 - 2. Employers Liability - \$100,000.
 - 3. Commercial General Liability - \$1,000,000 per occurrence. Commercial General Liability is to include bodily injury and property damage, personal injury and advertising injury, products, and completed operations coverage. The Commonwealth of Virginia must be named as an additional insured and so endorsed on the policy.
 - 4. Automobile Liability - \$1,000,000 per occurrence. (applicable only if motor vehicle is to be used in performance of this Contract)
 - 5. Cyber Security Liability - \$5,000,000 (applicable as determined by the University)
- P. DRUG-FREE WORKPLACE: During the performance of this contract, the Contractor agrees to (i) provide a drug-free workplace for the contractor's employees; (ii) post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana is prohibited in the contractor's workplace and specifying the actions that will be taken against employees for violation of such prohibition; (iii) state in all solicitations or advertisements for employees placed by or on behalf of the Contractor that the Contractor maintains a drug-free workplace; and (iv) includes the provisions of the foregoing clauses in every subcontract or purchase order of over \$10,000, so that the provisions will be binding upon each subcontractor or vendor providing services under this Contract. For the purposes of this section, "*drug-free workplace*" means a site for the performance of work done in connection with a specific contract awarded to a contractor, the employees of whom are prohibited from engaging in the unlawful manufacture, sale, distribution, dispensation, possession or use of any controlled substance or marijuana during the performance of the Contract.

Q. NONDISCRIMINATION: As applicable, federal law requires compliance with the following:

1. 41 CFR § 60-1.4 Equal Opportunity Clause prohibiting discrimination on the basis of race, color, religion, sex, or national origin.
2. 41 CFR 60-741.5(a) and 41 CFR 60-300.5(a). These regulations prohibit discrimination against qualified individuals on the basis of disability (60-741.5(a)) and protected veteran status (41 CFR 60-300.5(a)), and require affirmative action to employ and advance in employment qualified individuals with disabilities and qualified protected veterans.

R. FERPA: To the extent that University provides to Contractor any identifiable student information, including student address, phone number and email address, the University hereby designates Contractor as a school official with a legitimate educational interest in using such student information, and Contractor agrees to use such information only for the purpose of fulfilling its obligations under this Contract. Contractor further agrees not to disclose any such student information to any individual other than the student except as required by applicable law, rule or regulation or court or governmental order or as authorized in writing by the University or the individual student. Contractor acknowledges that this protection of student information is necessary for the University's compliance with the Code of Virginia section 23.1-405(C) and the federal Family Educational Rights and Privacy Act (FERPA).

S. CONFIDENTIAL INFORMATION: "Confidential Information" means all information of a party ("Disclosing party") disclosed or made available to the other party ("Receiving party") that (i) is clearly marked or identified as such at the time of disclosure or within a reasonable time thereafter; or (ii) should be reasonably known by the Receiving party to be confidential due to the nature of the information disclosed and the circumstances surrounding the disclosure. Confidential Information of VCU shall include, but not be limited to information about VCU personnel and students of VCU to the extent such information is not available to the public domain in accordance with the laws of the Commonwealth of Virginia and FERPA. Contractor shall use its reasonable efforts to prevent and protect Confidential Information from unauthorized use or disclosure, with at least the same degree of care that Contractor uses to protect its own confidential and proprietary information, but in no event less than a reasonable degree of care under the circumstances. Each Party will only disclose the other Party's Confidential Information to its employees, consultants, or subcontractors only on a need-to-know basis, provided that such employees or subcontractors are subject to confidentiality obligations no less restrictive than those contained herein. Upon the completion of the services and upon request of VCU, Contractor shall return all Confidential Information received in written format, including copies or reproductions or other media containing Confidential Information within seven (7) days of such request.

T. VA FOIA: Nothing contained herein is intended to limit VCU's compliance with the Virginia Freedom of Information Act ("VFOIA"). For clarity, contracts and pricing between VCU and its vendors are not considered to be exempt from VFOIA requests.

U. INDEMNIFICATION: Contractor agrees to indemnify, defend, and hold harmless VCU, the Commonwealth of Virginia, and their officers, employees and agents from any claim, damage, liability, injury, expense or loss, including defense costs and attorneys' fees, arising from Contractor's negligence under this Agreement. Accordingly, VCU shall promptly notify Contractor of any claim or action brought against VCU in connection with this Agreement. Upon such notification, and at the request and direction of VCU and/or the Office of the Attorney General, Contractor will immediately defend any such claim or action pursuant to the provisions and

requirements of § 2.2-514 of the Code of Virginia.

- V. **LIMITATION OF LIABILITY:** Contractor shall be liable for the direct damages caused by the negligence of itself, its officers, employees, and agents in connection with this Contract or any goods, services, actions, or omissions relating to this Contract.
- W. **STATUTORY DAMAGES:** VCU is not authorized to waive damages granted or otherwise available by statute.
- X. **SOVEREIGN IMMUNITY:** VCU is an agency of the Commonwealth of Virginia and is afforded the protection of sovereign immunity under Virginia law. Any claims against VCU or the Commonwealth are subject to the requirements established under Virginia law for bringing such claims against VCU or the Commonwealth, including the Virginia Tort Claims Act (Va. Code §§ 8.01-195.1 et seq.) and other applicable statutes relating to claims against the Commonwealth or its agencies. Notwithstanding any other provision, nothing in this Contract shall be deemed to be or construed as a waiver of VCU's or the Commonwealth's sovereign immunity, or any other applicable requirements under Virginia law for bringing claims against VCU or the Commonwealth. The total cumulative liability of the University, its officers, employees, and agents in connection with this contract or in connection with any goods, services, actions or omissions relating to this contract, shall not under any circumstance exceed payment of the maximum purchase price.
- Y. **FORCE MAJEURE:** Neither Party will be responsible for any losses resulting from delay or failure in performance resulting from any cause beyond either Party's reasonable control, including without limitation, war, strikes or labor disputes, civil disturbances, fires, natural disasters, pandemics, including if VCU, in its sole discretion, must close a campus location or take other restrictive actions due to concerns related to the COVID-19 pandemic or acts of God. If the delay or failure in the performance of the Party claiming Force Majeure continues for thirty (30) days or more, then the Party not claiming Force Majeure may terminate this Agreement by written notice to the other Party without penalty. Any funds paid will be reimbursed pro rata based on Services not provided.
- Z. **AUDIT:** The Contractor shall retain all books, records, and other documents relative to this contract for five (5) years after final payment, or until audited by the Commonwealth of Virginia, whichever is sooner. The University, its authorized agents, and/or State auditors shall have full access to and the right to examine any of said materials during said period.
- AA. **AVAILABILITY OF FUNDS:** It is understood and agreed between the parties herein that VCU shall be bound hereunder only to the extent the funds are appropriated, or otherwise made available, from the Virginia General Assembly or other funding source, or which funds may hereafter be provided for the purpose of this Contract.
- BB. **ADDITIONAL GOODS AND SERVICES:** The University may acquire other goods or services that the supplier provides than those specifically solicited. The University reserves the right, subject to mutual contract, for Contractor to provide additional goods and/or services under the same pricing, terms and conditions and to make modifications or enhancements to the existing goods and services. Such additional goods and services may include other products, components, accessories, subsystems, or related services newly introduced during the term of the Contract.
- CC. **REALSOURCE REGISTRATION:** This Contract shall result in a purchase order or purchase orders issued via VCU's source-to-pay platform, RealSource. Contractor shall register in RealSource upon award of contract. For information on registering, visit realsource.vcu.edu. Registration is free, and

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

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

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

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

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

7. SPECIAL TERMS AND CONDITIONS

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

discount.

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

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

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

- G. **GRAMM-LEACH-BLILEY ACT:** The Contractor shall comply with the Act by implementing and maintaining appropriate safeguards to protect and prevent unauthorized release of student, faculty and staff nonpublic information. Nonpublic information is defined as social security numbers, or financial transactions, bank, credit, and tax information.
- H. **SUBCONTRACTS:** No portion of the work shall be subcontracted without prior written consent of the purchasing agency. In the event that the Contractor desires to subcontract some part of the work specified herein, the Contractor shall furnish the University with the names, qualifications and experience of their proposed subcontractors. The Contractor shall, however, remain fully liable and responsible for the work to be done by its subcontractor(s) and shall assure compliance with all requirements of the Contract.
- I. **CRIMINAL BACKGROUND INVESTIGATION:** If Contractor employees and agents will be on the VCU campus, or have access to protected data as defined herein, Contractor must comply with the following: Contractor shall ensure that its employees, full-time or part-time, including newly hired, re-hired, seasonal, and/or temporary, who may have access to VCU confidential or proprietary information, or data about VCU personnel or students, have passed a criminal background check pursuant to the Code of Virginia, § 2.2-1201.1. Criminal background checks shall comply with the standards set forth in VCU's employment policies found at:

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

Specifically, Contractor shall ensure an investigation is conducted by a third-party vendor utilizing courthouse records and national databases to obtain records within the past seven (7) years. Convictions related to drugs, violence and/or sexual behavior are generally considered job related due to the nature of the VCU environment and the need to provide reasonable levels of protection for students, patients, employees, visitors, and institutional resources.

- J. IDENTIFICATION CARDS: All Contractor employees authorized to work at VCU must obtain a VCU identification card. Information on obtaining a card is available at <http://vcucard.vcu.edu/>. Contractor's employees must wear their VCU identification when they are on VCU property.
- K. REPRESENTATIONS AND WARRANTIES: All representations and warranties made by University are made to the best of its knowledge at the time the representation or warranty is made. University will use its best efforts to comply with all conditions and restrictions on its accounts and the services provided hereunder.
- L. WARRANTY: All materials and equipment shall be fully guaranteed against defects in material and workmanship for a minimum period of one (1) year following date of delivery. Should any defect be noted by the owner, the University will notify the Contractor of such defect or non-conformance. Notification will state either (1) that the Contractor shall replace or correct, or (2) the University does not require replacement or correction, but an equitable adjustment to the contract price will be negotiated. If the Contractor is required to correct or replace, it shall be at no cost to the University and shall be subject to all provisions of this clause to the same extent as materials initially delivered. If the Contractor fails or refuses to replace or correct the deficiency, the University may have the materials corrected or replaced with similar items and charge the Contractor the costs occasioned thereby or obtain an equitable adjustment in the contract price
- M. SECTION 508 COMPLIANCE: All information technology which, pursuant to this Contract, is purchased or upgraded by or for the use of the University (the "Technology") shall comply with Section 508 of the Rehabilitation Act (29 U.S.C. 794d), as amended. If requested, the Contractor must provide a detailed explanation of how compliance with Section 508 of the Rehabilitation Act is achieved and a validation of concept demonstration. The requirements of this Paragraph along with the Non-Visual Access to Technology clause below shall be construed to achieve full compliance with the Information Technology Access Act, §§ 2.2-3500 through 2.2-3504 of the Code of Virginia.
- N. NONVISUAL ACCESS TO TECHNOLOGY: All Technology shall comply with the following nonvisual access standards from the date of purchase or upgrade until the expiration of this Contract:
 - 1. effective, interactive control and use of the Technology shall be readily achievable by nonvisual means;
 - 2. the Technology equipped for nonvisual access shall be compatible with information technology used by other individuals with whom any blind or visually impaired user of the Technology interacts;
 - 3. nonvisual access technology shall be integrated into any networks used to share communications among employees, program participants or the public; and
 - 4. the technology for nonvisual access shall have the capability of providing equivalent access by nonvisual means to telecommunications or other interconnected network services used by persons who are not blind or visually impaired.

Compliance with the foregoing nonvisual access standards shall not be required if University determines (i) the Technology is not available with nonvisual access because the essential elements of the Technology are visual and (ii) nonvisual equivalence is not available. Installation of hardware, software, or peripheral devices used for nonvisual access is not required when the Technology is being used exclusively by individuals who are not blind or visually impaired, but applications programs and underlying operating systems (including the format of the data) used for the manipulation and presentation of information shall permit the installation and effective use of nonvisual access software and peripheral devices. If requested, the Contractor must provide a detailed explanation of how compliance with the foregoing nonvisual access standards is achieved and a validation of concept demonstration. The requirements of this Paragraph shall be construed to achieve full compliance with the Information Technology Access Act, §§ 2.1-807 through 2.1-811 of the Code of Virginia.

8. FEDERAL TERMS AND CONDITIONS

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

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

- J. This contractor and subcontractor shall abide by the requirements of 41 CFR 60-1.4(a), 60-300.5(a) and 60-741.5(a). These regulations prohibit discrimination against qualified individuals based on their status as protected veterans or individuals with disabilities, and prohibit discrimination against all individuals based on their race, color, religion, sex, sexual orientation, gender identity, national origin, and for inquiring about, discussing or disclosing compensation. Moreover, these regulations require that covered prime contractors and subcontractors take affirmative action to employ and advance in employment individuals without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability or veteran status.

9. INFORMATION SECURITY / DATA PRIVACY

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

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

VIRGINIA COMMONWEALTH UNIVERSITY

By: _____

DocuSigned by:

Karol Kain Gray

0C529CC846714C3...

Name: Karol Kain Gray

Title: Senior Vice President & CFO

10/25/2022

Date: _____

VIRGINIA INTEGRATED COMMUNICATION

By: _____

Dennis L. Schliker

Name: _____

Dennis L. Schliker

Title: _____

CEO

Date: _____

10/6/22

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.

VICOM - Virginia Integrated Communication**12/21/21****RFP # Number: 46784801JL**

PRODUCT CATEGORY	MANUFACTURER	MIN. % of DISCOUNT
Broadcast TV Equipment		
Broadcast TV (Camera/Camcorder)	Data Video	10%
Broadcast TV (Camera/Camcorder)	Vaddio	17%
Broadcast TV (Camera/Camcorder)	Sony	10%
Broadcast TV (Camera/Camcorder)	Accessories	10%
Broadcast TV (Switcher)	Analog Way	16%
Broadcast TV (Switcher)	Broadcast Pix	12%
Broadcast TV (Switcher)	Extron	30%
Broadcast TV (Switcher)	Icon	15%
Broadcast TV (Switcher)	Kramer	17%
Broadcast TV (Switcher)	Panasonic	10%
Broadcast TV (Switcher)	RGB Spectrum	12%
Broadcast TV (Switcher)	Sierra	17%
Broadcast TV (Switcher)	TV One	5%
Broadcast TV (Switcher)	Vaddio	17%
Broadcast TV (Switcher)	Accessories	10%
Broadcast TV (Lighting)	Lightronics	10%
Broadcast TV (Lighting)	Lutron	10%
Broadcast TV (Lighting)	Videssence	10%
Broadcast TV (Lighting)	Accessories	10%
Broadcast TV (Prompter)	Listec	10%
Broadcast TV (Prompter)	Prompter People	10%
Broadcast TV (Prompter)	Accessories	10%
Broadcast TV (ChromaKey)	Broadcast Pix	12%
Broadcast TV (ChromaKey)	BlackMagic	10%
Broadcast TV (ChromaKey)	Data Video	10%
Broadcast TV (ChromaKey)	Accessories	10%
Broadcast TV (Character Generator)	Broadcast Pix	12%
Broadcast TV (Character Generator)	Data Video	10%
Broadcast TV (Character Generator)	Accessories	10%
Broadcast TV (Other)	Manufacturers not listed	10%
Multimedia Presentation Equipment		
Large Venue Projectors	Barco	23%
Large Venue Projectors	Digital Projection	10%
Large Venue Projectors	NEC	10%
Large Venue Projectors	Epson	20%
Large Venue Projectors	Panasonic	25%
Large Venue Projectors	Projection Design	25%
Large Venue Projectors	Vivitek	20%
Large Venue Projectors	Accessories	10%
Portable Projectors	Casio	12%
Portable Projectors	Digital Projection	10%

PRODUCT CATEGORY	MANUFACTURER	MIN. % of DISCOUNT
Portable Projectors	Panasonic	10%
Portable Projectors	Projection Design	10%
Portable Projectors	Vivitek	12%
Portable Projectors	Accessories	10%
Ultra Portable Projectors	Casio	12%
Ultra Portable Projectors	Panasonic	25%
Ultra Portable Projectors	Vivitek	12%
Ultra Portable Projectors	Accessories	10%
Short Throw Projectors	Panasonic	25%
Short Throw Projectors	Vivitek	20%
Short Throw Projectors	Accessories	10%
Large Format Monitor-LCD/LED	Barco	23%
Large Format Monitor-LCD/LED	LG	10%
Large Format Monitor-LCD/LED	NEC (E Series)	5%
Large Format Monitor-LCD/LED	NEC (ALL OTHER SERIES)	15%
Large Format Monitor-LCD/LED	Panasonic	8%
Large Format Monitor-LCD/LED	Planar	10%
Large Format Monitor-LCD/LED	Qomo	8%
Large Format Monitor-LCD/LED	Samsung	10%
Large Format Monitor-LCD/LED	Sharp	8%
Large Format Monitor-LCD/LED	Accessories	10%
Interactive Displays	New Line	25%
Interactive Displays	Viewsonic	10%
Interactive Displays	Boxlight	10%
Interactive Displays	Smart Technologies	10%
Interactive Displays	Clear Touch	20%
Interactive Displays	Others	10%
Document Cameras	Elmo	15%
Document Cameras	Ken-A-Vision sche A	10%
Document Cameras	Ken-A-Vision sche B	1%
Document Cameras	Qomo	20%
Document Cameras	Wolfvision	18%
Document Cameras	Accessories	10%
Interactive Whiteboards	Panasonic	10%
Interactive Whiteboards	Qomo	20%
Interactive Whiteboards	Samsung	10%
Interactive Whiteboards	Smart Technologies	15%
Interactive Whiteboards	Clear Touch	20%
Interactive Whiteboards	Accessories	10%
DVD/CD/Bluray Players/Recorders	Tascam	21%
DVD/CD/Bluray Players/Recorders	Denon & Marantz	25%
DVD/CD/Bluray Players/Recorders	Accessories	10%
DSP/Processing	Crestron	33%
DSP/Processing	BiAmp	25%
DSP/Processing	BSS	14%
DSP/Processing	Clearone	15%
DSP/Processing	DBX	15%
DSP/Processing	Lexicon	18%
DSP/Processing	Poly- Soundstructure	20%

PRODUCT CATEGORY	MANUFACTURER	MIN. % of DISCOUNT
DSP/Processing	Rane	15%
DSP/Processing	RDL	1%
DSP/Processing	Symetrix	18%
DSP/Processing	Accessories	10%
Video Switching	Analog Way	16%
Video Switching	BlackMagic	10%
Video Switching	Crestron	33%
Video Switching	CELabs	20%
Video Switching	Extron	30%
Video Switching	Kramer	17%
Video Switching	RGB Spectrum	12%
Video Switching	Sierra	17%
Video Switching	TV One	5%
Video Switching	Accessories	10%
Audio Amplifiers	Ashly	22%
Audio Amplifiers	BiAmp	25%
Audio Amplifiers	Crown	25%
Audio Amplifiers	Rolls	12%
Audio Amplifiers	Samson	12%
Audio Amplifiers	Crestron	33%
Audio Amplifiers	TOA	33%
Audio Amplifiers	QSC	15%
Audio Amplifiers	Accessories	10%
Audio Mixers	Anchor	10%
Audio Mixers	Alesis	20%
Audio Mixers	Allen & Heath	15%
Audio Mixers	Ashly	22%
Audio Mixers	AutoPatch	10%
Audio Mixers	Aviom	16%
Audio Mixers	BiAmp	25%
Audio Mixers	BSS	14%
Audio Mixers	Clearone	15%
Audio Mixers	Midas	10%
Audio Mixers	Polycom- Soundstructure	20%
Audio Mixers	Presonus	14%
Audio Mixers	Rolls	12%
Audio Mixers	Shure	20%
Audio Mixers	Soundcraft	15%
Audio Mixers	TOA	33%
Audio Mixers	Accessories	10%
Audio Speakers	Anchor	10%
Audio Speakers	Atlas Soundolier	25%
Audio Speakers	Cambridge/BiAmp Sound	10%
Audio Speakers	Community	15%
Audio Speakers	Crestron	33%
Audio Speakers	Danley	15%
Audio Speakers	EV	15%
Audio Speakers	Extron	30%
Audio Speakers	Front Row	10%

Audio Speakers	JBL Professional	25%
Audio Speakers	KSI	33%
PRODUCT CATEGORY	MANUFACTURER	MIN. % of DISCOUNT
Audio Speakers	Martin Audio	10%
Audio Speakers	OWI	12%
Audio Speakers	QSC	10%
Audio Speakers	Sound Tube	20%
Audio Speakers	TOA	33%
Audio Speakers	Valcom	12%
Audio Speakers	Accessories	10%
Microphones	AKG	37%
Microphones	Audio Technica	20%
Microphones	Audix	22%
Microphones	Bosch	20%
Microphones	CAD	20%
Microphones	Clock Audio	22%
Microphones	Crown	25%
Microphones	EV	20%
Microphones	Da-Cappo	20%
Microphones	Marshall	15%
Microphones	Nady	15%
Microphones	Sennheiser	15%
Microphones	Shure	23%
Microphones	TOA	33%
Microphones	Accessories	10%
Connectivity	ACE Backstage	20%
Connectivity	ADC	5%
Connectivity	CablesToGo	25%
Connectivity	Commscope (previously AMP)	10%
Connectivity	FSR	10%
Connectivity	Hosa	12%
Connectivity	Liberty	18%
Connectivity	Mystery Floorboxes	12%
Connectivity	Neutrik	1%
Connectivity	NTI	5%
Connectivity	Panduit	10%
Connectivity	ProCo	21%
Connectivity	Switchcraft	1%
Connectivity	Rapco	5%
Connectivity	Wiremold - Legrand	10%
Connectivity	West Penn	10%
Connectivity	Accessories	10%
Connectivity	Other (General Cable)	10%
Equipment Mounts	Chief Mfg	18%
Equipment Mounts	Da-Lite	17%
Equipment Mounts	Ergotron	10%
Equipment Mounts	PDR	8%
Equipment Mounts	Peerless	11%
Equipment Mounts	Raxxess	24%
Equipment Mounts	Winsted	12%

Equipment Mounts	Nigel B Design	10%
Equipment Mounts	Accessories	10%
Control Systems	AMX	20%
PRODUCT CATEGORY	MANUFACTURER	MIN. % of DISCOUNT
Control Systems	Aurora	12%
Control Systems	Crestron	33%
Control Systems	Extron	30%
Control Systems	FSR	10%
Control Systems	Hall Reasearch Tech	10%
Control Systems	Interlink	10%
Control Systems	Sound Control Tech	12%
Control Systems	Xantech	20%
Control Systems	Accessories	10%
Projection Screen	BEI	18%
Projection Screen	Da-Lite	20%
Projection Screen	Draper	22%
Projection Screen	Stewart	15%
Projection Screen	VuTec	5%
Projection Screen (Other)	Accessories	10%
Multimedia Development Equipment		
Multimedia Development Equipment	Poly (formerly Accordent)	10%
Multimedia Development Equipment	ACE Backstage	20%
Multimedia Development Equipment	Adtran	2%
Multimedia Development Equipment	AKG	37%
Multimedia Development Equipment	Alesis	20%
Multimedia Development Equipment	AMX	29%
Multimedia Development Equipment	Analog Way	16%
Multimedia Development Equipment	Apple	0%
Multimedia Development Equipment	Atlas Soundolier	25%
Multimedia Development Equipment	Audio Technica	20%
Multimedia Development Equipment	Audix	22%
Multimedia Development Equipment	Aurora	12%
Multimedia Development Equipment	Aviom	16%
Multimedia Development Equipment	Barco	14%
Multimedia Development Equipment	BEI	18%
Multimedia Development Equipment	BiAmp	25%
Multimedia Development Equipment	Bosch - Pro Audio	20%
Multimedia Development Equipment	Bosch - Security	25%
Multimedia Development Equipment	Bosch - Telex	10%
Multimedia Development Equipment	BrightSign	10%
Multimedia Development Equipment	Broadcast Pix	12%
Multimedia Development Equipment	BSS	14%
Multimedia Development Equipment	CablesToGo	25%
Multimedia Development Equipment	Cambridge Sound	10%
Multimedia Development Equipment	CELabs	20%
Multimedia Development Equipment	Chief Mfg	18%
Multimedia Development Equipment	CIS	2%
Multimedia Development Equipment	Cisco	8%
Multimedia Development Equipment	Clearone	15%

Multimedia Development Equipment	Clock Audio	22%
Multimedia Development Equipment	Community	15%
PRODUCT CATEGORY	MANUFACTURER	MIN. % of DISCOUNT
Multimedia Development Equipment	Contemporary Research	10%
Multimedia Development Equipment	Cybertouch	15%
Multimedia Development Equipment	Da-Lite - Screens	20%
Multimedia Development Equipment	Da-Lite - Furniture	17%
Multimedia Development Equipment	DBX	15%
Multimedia Development Equipment	Denon & Marantz	16%
Multimedia Development Equipment	Draper	22%
Multimedia Development Equipment	Extron	30%
Multimedia Development Equipment	Forbes	10%
Multimedia Development Equipment	Front Row	10%
Multimedia Development Equipment	FSR	10%
Multimedia Development Equipment	Gator	20%
Multimedia Development Equipment	Hall Reasearch Tech	10%
Multimedia Development Equipment	Hear	18%
Multimedia Development Equipment	Hosa	12%
Multimedia Development Equipment	HAS	12%
Multimedia Development Equipment	InFocus	10%
Multimedia Development Equipment	Interlink	10%
Multimedia Development Equipment	JBL Professional	25%
Multimedia Development Equipment	Ken-A-Vision	10%
Multimedia Development Equipment	Kramer	17%
Multimedia Development Equipment	Lexicon	18%
Multimedia Development Equipment	Liberty	18%
Multimedia Development Equipment	Lightronics	10%
Multimedia Development Equipment	Listec	10%
Multimedia Development Equipment	Listen	12%
Multimedia Development Equipment	Lowell	10%
Multimedia Development Equipment	Lutron	10%
Multimedia Development Equipment	Magic Box	10%
Multimedia Development Equipment	Mersive	15%
Multimedia Development Equipment	Martin Audio	10%
Multimedia Development Equipment	Middle Atlantic	30%
Multimedia Development Equipment	Mystery	12%
Multimedia Development Equipment	Nady	15%
Multimedia Development Equipment	Nippurra	10%
Multimedia Development Equipment	NTI	5%
Multimedia Development Equipment	OWI	12%
Multimedia Development Equipment	Panduit	10%
Multimedia Development Equipment	Peerless	11%
Multimedia Development Equipment	Presonus	14%
Multimedia Development Equipment	ProCo	21%
Multimedia Development Equipment	Production Intercom	12%
Multimedia Development Equipment	QOMO	15%
Multimedia Development Equipment	QSC	15%

PRODUCT CATEGORY	MANUFACTURER	MIN. % of DISCOUNT
Multimedia Development Equipment	Rane	15%
Multimedia Development Equipment	Raxxess	24%
Multimedia Development Equipment	RDL	1%
Multimedia Development Equipment	Revolabs	10%
Multimedia Development Equipment	RGB Spectrum	12%
Multimedia Development Equipment	Rolls	12%
Multimedia Development Equipment	Shure	23%
Multimedia Development Equipment	Smart Technologies	10%
Multimedia Development Equipment	Sound Control Tech	12%
Multimedia Development Equipment	Sound Tube	20%
Multimedia Development Equipment	Soundcraft	15%
Multimedia Development Equipment	Spectrum Furn.	39%
Multimedia Development Equipment	Spinetix	10%
Multimedia Development Equipment	Status Solutions	10%
Multimedia Development Equipment	Stewart	15%
Multimedia Development Equipment	SurgeX	14%
Multimedia Development Equipment	Symetrix	18%
Multimedia Development Equipment	Tascam	20%
Multimedia Development Equipment	Tightrope	5%
Multimedia Development Equipment	TOA	33%
Multimedia Development Equipment	Tripp Lite	10%
Multimedia Development Equipment	TV-One	5%
Multimedia Development Equipment	Vaddio	17%
Multimedia Development Equipment	Valcom	12%
Multimedia Development Equipment	VFI	26%
Multimedia Development Equipment	Videssence	10%
Multimedia Development Equipment	Vivitek	8%
Multimedia Development Equipment	West Penn	10%
Multimedia Development Equipment	Winsted	12%
Multimedia Development Equipment	Wireless Computing	12%
Multimedia Development Equipment	Wiremold - Legrand	10%
Multimedia Development Equipment	Wolfvision	18%
Multimedia Development Equipment	ZeeVee	10%
Multimedia Development Equipment	Xantech	20%
Multimedia Development Equipment	MediaVision Hardware	10%
Multimedia Development Equipment	MediaVision Services	0%
Multimedia Development Equipment	MediaVision Software	0%
Multimedia Development Equipment	Accessories	10%
Other	Manufacturers not listed	10%
Satellite Transmitting and Receiving Equipment		
Satellite Tx/Rx Equipment	Blonder Tongue	5%
Satellite Tx/Rx Equipment	Toner	5%
Satellite Tx/Rx Equipment	ZeeVee	10%
Satellite Tx/Rx Equipment	Accessories	10%
Satellite Tx/Rx Equipment (Other)	Manufacturers not listed	5%
Teleconferencing and Communication Equipment		
Teleconferencing and Communication	Adtran	2%

PRODUCT CATEGORY	MANUFACTURER	MIN. % of DISCOUNT
Teleconferencing and Communication	Vaddio	17%
Teleconferencing and Communication	Aver	2%
Teleconferencing and Communication	Logitech Video Conferencing Products	2%
Teleconferencing and Communication	Marshall Cameras	15%
Teleconferencing and Communication	Huddly Cameras	8%
Teleconferencing and Communication	Crestron Flex	10%
Teleconferencing and Communication	Clearone	15%
Teleconferencing and Communication	Dell	10%
Teleconferencing and Communication	Extreme	20%
Teleconferencing and Communication	Fortinet	10%
Teleconferencing and Communication	Juniper	5%
Teleconferencing and Communication	Zoom Room	10%
Teleconferencing and Communication	Poly Centro	5%
Teleconferencing and Communication	Poly Group Systems	20%
Teleconferencing and Communication	Poly DSP	20%
Teleconferencing and Communication	Poly RMX	30%
Teleconferencing and Communication	Poly Soundstation II Wired Phones	10%
Teleconferencing and Communication	Poly Trio	10%
Teleconferencing and Communication	Poly Educart	20%
Teleconferencing and Communication	PolySync	20%
Teleconferencing and Communication	Poly Media Suite	20%
Teleconferencing and Communication	Poly X Series	8%
Teleconferencing and Communication	Cisco Telepresence 3010	25%
Teleconferencing and Communication	CiscoTelepresence 1300	25%
Teleconferencing and Communication	Cisco Telepresence 1300	25%
Teleconferencing and Communication	Cisco Telepresence Conductor	25%
Teleconferencing and Communication	CiscoTelepresence Exchange System	25%
Teleconferencing and Communication	Cisco C Series	25%
Teleconferencing and Communication	Cisco SX Series	25%
Teleconferencing and Communication	Cisco DX Series	25%
Teleconferencing and Communication	Cisco MX Series	25%
Teleconferencing and Communication	Cisco Profile Series	25%
Teleconferencing and Communication	CiscoTelepresence Video Communication Server	25%
Teleconferencing and Communication	CiscoUnified Communications Manager	25%
Teleconferencing and Communication	Cisco WebEx Telepresence	25%
Teleconferencing and Communication	Cisco Telepresence MSE Series	25%
Teleconferencing and Communication	Cisco Telepresence Manager	25%
Teleconferencing and Communication	Cisco Telepresence Server	25%
Teleconferencing and Communication	Cisco Expressway Series	25%
Teleconferencing and Communication	Cisco Telepresence MCU 4500 Series	25%
Teleconferencing and Communication	Cisco Telepresence MCU 4501 Series	25%
Teleconferencing and Communication	Cisco Telepresence MCU 5300 Series	25%
Teleconferencing and Communication	Cisco Telepresence MultiPoint Switch	25%
Teleconferencing and Communication	Cisco Telepresence Advanced Media Gateway Series	25%
Teleconferencing and Communication	Cisco Telepresence Serial Gateway Series	25%
Teleconferencing and Communication	Cisco Telepresence ISDN Gateway Series	25%
Teleconferencing and Communication	Cisco Telepresence Content Server	25%
Teleconferencing and Communication	Cisco Telepresence Show and Share	25%
Teleconferencing and Communication	Cisco Telepresence Recording Server	25%

Teleconferencing and Communication	Logitech	5%
Teleconferencing and Communication	Cisco services	1%
Teleconferencing and Communication	Google Meet Hardware	2%
Teleconferencing and Communication	Zoom Cloud Offerings	2%
Teleconferencing and Communication	Avaya Cloud Offerings	2%
Teleconferencing and Communication	Ring Central Cloud Offerings	2%
Teleconferencing and Communication	Intellisys Cloud Offerings	2%
Teleconferencing and Communication	8x8 Cloud Offerings	2%
Other	Manufacturers not listed	2%
PRODUCT CATEGORY	MANUFACTURER	MIN. % of DISCOUNT
Computer Presentation Equipment - Streaming and Webcasting		
Streaming and Webcasting	BrightSign	10%
Streaming and Webcasting	Dell	10%
Streaming and Webcasting	HaiVision	5%
Streaming and Webcasting	Spinetix	10%
Streaming and Webcasting	SVSI	5%
Streaming and Webcasting	Tightrope	5%
Streaming and Webcasting	Viewcast	5%
Streaming and Webcasting	Accessories	10%
Streaming and Webcasting (Other)	Manufacturers not listed	2%
Broadband Distribution Equipment		
Broadband Distribution Equipment	Blonder Tongue	5%
Teleconferencing and Communication	Extreme	20%
Teleconferencing and Communication	Fortinet	10%
Broadband Distribution Equipment	Toner	5%
Broadband Distribution Equipment	ZeeVee	10%
Broadband Distribution Equipment	Netgear	2%
Broadband Distribution Equipment	Extreme Networks	20%
Broadband Distribution Equipment	Fortinet	10%
Broadband Distribution Equipment	Accessories	10%
Broadband Distribution Equipment (Other)	Manufacturers not listed	5%
Multimedia Furniture		
Multimedia Furniture	DaLite	17%
Multimedia Furniture	Exact	12%
Multimedia Furniture	Forbes	12%
Multimedia Furniture	H.S.A.	12%
Multimedia Furniture	Middle Atlantic	30%
Multimedia Furniture	Raxxess	24%
Multimedia Furniture	Spectrum	39%
Multimedia Furniture	VFI (AFV)	26%
Multimedia Furniture	Winsted	12%
Multimedia Furniture	Accessories	10%
Multimedia Furniture (Other)	Manufacturers not listed	10%

Vlcom Services		
Maintenance / Service / Installation - (8 am -5 pm Mon-Fri)	\$ 85.00	Per Hour
Maintenance / Service / Installation - (Holiday or After Business Hours)	\$ 122.00	Per Hour
Project Management, Programming, Design, Consulting, Engineering, and CAD	\$ 125.00	Per Hour
Initial Sytem Orientation/Basic Functionality Training at time of system install	<i>included</i>	Per Hour
All other training	\$110.00	Per Hour
VICOM Extended Maintenance Agreements		
1st YEAR SYSTEM MAINTENANCE AGREEMENTS	No Charge	
2nd YEAR SYSTEM MAINTENANCE AGREEMENT	8% of Equip Purchase	
3rd YEAR SYSTEM MAINTENANCE AGREEMENT	12% of Equip Purchase	

***Maintenance / Service / Installation rates apply if not under a Maintenance Agreement

***Some products require a maintenance contract directly from the manufactuer. In these cases, those charges may be in addition to the above proposed Extended Maintenance Agreements provided by Vlcom.

**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 VICOM - Virginia Integrated Communication, (“Vendor”).

TERM

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

WITNESS

WHEREAS, the University and VICOM have executed an agreement, C0002424, (the “Primary Agreement”), and included in the Primary Agreement is a third party access / cooperative clause. Now therefore, the University and VICOM 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. VICOM 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 VICOM’s logo on the Consortium website

III. Payment

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

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

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

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

IV. Notices

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

If to the University:

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

If to VICOM:

Steve Shubick

5361 Cleveland St.
Virginia Beach, VA 23462
Email: sshubick@vicom-corp.com
Fax: (757) 499-3394

ACCEPTANCE

Virginia Commonwealth University

Virginia Integrated Communication

DocuSigned by:

Karol Kain Gray

0C529CC846714C3...

Karol Kain Gray
Senior Vice President & CFO
10/25/2022

Date

Dennis L. Schlichte

[Vendor Contact] Dennis L. Schlichte
[Vendor Contact Title] CEO

10/6/22

Date

Agreement #: C0002424-PAC