



AUDIO VISUAL INNOVATIONS
(a Wholly Owned Subsidiary of AVI-SPL)
CONTRACT #800360 INDEX #STS581

EFFECTIVE 9/1/14

Make	% Discount off List/MSRP
AMX	15%
Anchor Audio	15%
Ashly Audio	15%
Atlas Sound	15%
Audio Technica	15%
Aurora	15%
Aviom	15%
AVI-SPL CAMELEON TELEPRESENCE	15%
AVI-SPL CISCO CUSTOMER CARE PLUS SERVICES	10%
AVI-SPL LIFESIZE CUSTOMER CARE PLUS SERVICES	15%
AVI-SPL POLYCOM CUSTOMER CARE PLUS SERVICES	15%
AVIZIA	15%
AVTEQ	15%
Barco	15%
Belden	15%
Beyerdynamic	15%
Biamp	15%
Black Box	15%
Bose	15%
Bretford	15%
Bright Sign	15%
Cabletime	15%
Canon	15%
Chief	15%
Christie Digital	15%
Cisco	15%
Clearone	15%
Community Loudspeakers	15%
Contemporary Research	15%
Crest Audio	15%
Crestron	15%
Crown	15%
Cyviz	15%
Da-lite	15%
Digital Projection	15%
Draper	15%
Eiki	15%
Epson	15%
Extron	15%
Four Winds Interative	15%
FSR	15%
Haivision	15%
JBL	15%
Jupiter	15%



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Make	% Discount off List/MSRP
LG Electronics	15%
Liberty	15%
Lifesize	15%
Listen Technologies	15%
Marshall Electronics	15%
Meyer Sound	15%
Middle Atlantic	15%
Millers Millworks	15%
Mitsubishi	15%
Navori	15%
NEC	15%
Optoma	15%
Panasonic	15%
Paradigm Multimedia	15%
Peavey	15%
Peerless	15%
Planar	15%
Polycom	15%
Polyvision	15%
Purelink	15%
QSC	15%
Radio Design Labs	15%
Revolabs	15%
Sabine	15%
Samsung	15%
Savant System	15%
Scala	15%
Seneca	15%
Sharp	15%
Shure	15%
Smart	15%
Sony	15%
Sound Management Group	15%
Spectrum Industries	15%
Stewart Audio	15%
Stewart Screens	15%
Surgex	15%
Tannoy	15%
TOA	15%
Vaddio	15%
VBrick	15%
VIDEO FURNITURE INTERNATIONAL (VFI)	15%
Williams Sound	15%
Winsted	15%



Audio Visual Innovations On-Site (State-Site)

CLIN	Labor Category	Non-GFE	GFE
AD00	ADMIN/TRAINING SUPPORT		
AD01	Technical Admin Support	\$35	\$35
AD02	A/V Instructor	\$91	\$91
EN00	ENGINEERING		
EN01	Sales Engineer Level I	\$111	\$111
EN02	Sales Engineer Level II	\$126	\$126
EN03	Sales Engineer Level III	\$151	\$151
EN04	Design Engineer	\$111	\$133
EN05	Sr. Design Engineer	\$126	\$151
EN06	Video Network Engineer	\$126	\$151
EN07	Sr. Video Network Engineer	\$151	\$181
PR00	PROGRAMMING		
PR01	Programmer Level I	\$86	\$103
PR02	Programmer Level II	\$126	\$151
PR03	Programmer Level III	\$151	\$181
PR04	Technical Programmer (CAD)	\$76	\$91
PM00	PROJECT MANAGEMENT		
PM01	Project Manager/Engineer	\$76	\$91
PM02	Sr. Project Manager/Engineer	\$96	\$115
PM03	Program Manager	\$126	\$126
IN00	INSTALLATION		
IN01	Installation Technician Level I	\$50	\$60
IN02	Installation Technician Level II	\$71	\$85
IN03	Installation Technician Level III	\$91	\$109
SE00	SERVICE		
SE01	Service Engineer/Manager	\$126	\$126
SE02	Service Technician	\$81	\$81
SE03	Bench Technician	\$76	\$76

Audio Visual Innovations Off-Site (AVI-Site)

CLIN	Labor Category	
G-AD00	ADMIN/TRAINING SUPPORT	
G-AD01	Technical Admin Support	\$32
G-AD02	A/V Instructor	\$82
G-SA00	CONSULTING	
G-SA04	Technical Specialist	\$69
G-SA05	Sr. Technical Specialist	\$92
G-EN00	ENGINEERING	
G-EN01	Design Engineer	\$101
G-EN02	Sr. Design Engineer	\$114
G-EN07	Video Network Engineer	\$92
G-EN08	Sr. Video Network Engineer	\$114
G-PR00	PROGRAMMING	
G-PR01	Programmer Level I	\$78
G-PR02	Programmer Level II	\$114
G-PR03	Programmer Level III	\$137
G-PR04	Technical Programmer	\$69
G-PM00	PROJECT MANAGEMENT	
G-IN01	Project Manager/Engineer	\$69
G-IN02	Sr. Project Manager/Engineer	\$87
G-IN00	INSTALLATION	
G-IN03	Installation Technician Level I	\$46
G-IN04	Installation Technician Level II	\$64
G-IN05	Installation Technician Level III	\$82
G-SE00	SERVICE	
G-SE01	Service Engineer/Manager	\$114
G-SE02	Service Technician	\$78