

STATE OF OHIO  
DEPARTMENT OF ADMINISTRATIVE SERVICES  
GENERAL SERVICES DIVISION  
OFFICE OF PROCUREMENT SERVICES  
4200 SURFACE ROAD, COLUMBUS, OH 43228-1395

S & L GOVERNMENT PRICING SCHEDULE

SCHEDULE NUMBER: 800092

EFFECTIVE DATES: 12/01/2009 TO 11/30/2013  
Renewal through 11/30/2015

The Department of Administrative Services has completed the evaluation and analysis of the State Term Schedule (STS) offering submitted by the Contractor as listed herein. The Contractor listed herein has been determined to provide competitive, economical and reasonable pricing for the items contained in their offer. The respective offer, including the Standard Contract Terms & Conditions, any proposal amendment, special contract terms & conditions, specifications, pricing schedules and any attachments incorporated by reference and accepted by DAS become a part of this State Term Schedule.

This State Term Schedule is effective beginning and ending on the dates noted above unless, prior to the expiration date, the Schedule is renewed, terminated, or cancelled in accordance with the Standard Contract Terms and Conditions.

This State Term Schedule is available to all state agencies, state institutions of higher education and political subdivisions properly registered as members of the Cooperative Purchasing Program of the Department of Administration Services, as applicable.

Agencies are eligible to make purchases of the supplies and/or services in any amount and at any time as determined by the agency (see maximum order limit). The State makes no representation or guarantee that agencies will purchase the supplies and/or services approved in the State Term Schedule.

State agencies may make purchases under this State Term Schedule up to \$2500.00 using the state of Ohio payment card. Any purchases that exceed \$2500.00 will be made using the official state of Ohio purchase order (ADM-0523). Any non-state agency, institution of higher education or Cooperative Purchasing member will use forms applicable to their respective agency.

This State Term Schedule and any Amendments thereto are available from the DAS website at the following address: <http://procure.ohio.gov>.

**Sound Com Corporation**

**STATE TERM SCHEDULE**

**Index No:** STS581  
**Eff. Date:** 11/30/2015

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**CONTRACTOR, PRICES, TERM SCHEDULE, ETC.**

**Send Purchase Orders To:**

**Remit To:**

**OAKS Contract ID:**

0000075046  
Sound Com Corporation  
227 Depot St  
Berea, OH 44017-1899

Same

800092

**Contractor Contacts:**

Mr. Jeffrey Rollins                      440-234-2604, ext. 2401      Fax:440-234-2604      Sales Contact                      jrollins@soundcom.net

**Delivery:**

45 Days A.R.O. -F.O.B. Destination

**Terms:**

2% - 5, Net 30 Days

**Basic Order Limitations** (Agencies should contact Procurement Services when they expect to exceed the Maximum Order Limitation.)

Minimum: \$1,000.00

Maximum: \$100,000.00

**APPROVED PRODUCTS/SERVICES:** Only those vendors, products, or services as listed in the price pages, approved by the Office of Procurement Services, may be purchased from this State Term Schedule. Any vendors, prices, terms, conditions, products or services not listed in the approve price sheets are outside the scope of this schedule.

**MANDATORY USE CONTRACTS:** All General Distribution Contracts (GDC), Limited Distribution Contracts (LDC), Multiple Award Contracts (MAC), and Request for Proposals (RFP) take precedence over this State Term Schedule (STS). This STS is only for governmental entities without a mandatory use contract.

**EXCLUDED ITEMS:** (State Agencies Only) in accordance with the Ohio Revised Code Section 5147.07, 125.60, through 125.6012, 5119.16 and 3304.28 through 3304.33 state agencies are required to purchase through Ohio Penal Industries (OPI); Community Rehabilitation Programs (CRP); Department of Mental Health (DMH) Office of Support Services (Central Warehouse, and Pharmacy Services); and Rehabilitation Services Commission (RSC). State agencies must obtain a waiver from OPI, CRP, DMH Central Warehouse or Pharmacy Services, and/or RSC to procure from this schedule.

**SPECIAL NOTE:** The state of Ohio including but not limited to its agencies, boards, commissions, departments, state universities, state vocational schools, state community colleges of Ohio, and any entity authorized by law to use this State Term Schedule (STS) is not obligated to procure any products or services from this STS. This STS shall not be construed to prevent the state from purchasing products or services using other procurement methods as authorized by law.

**NOTICE TO CONTRACTOR/VENDOR:** It is the responsibility of the contractor's contact to maintain this State Term Schedule with current information. All updates i.e., telephone numbers, contact names, email addresses, tax identification number, prices, and catalogs etc., are required to be processed through the formal amendment authorization process which is initiated by way of a written request from the contractor's contact.

**UNSPSC CODES (OAKS Category ID) and Item Descriptions:**

All purchase orders placed against this contract shall use the following UNSPSC Codes when completing requisitions.

52161600 - Audio visual equipment accessories

**NOTES:**

Current Price List dated November 23, 2009.

Please Note: Unless expressly stated within the body of the Contract, all Contract Terms and Conditions shall prevail over any terms stated in the contractor catalogs and pricelists.

This contract services all 88 Ohio counties.

Line	% Discount
AMX	28.7%
Atlas Sound	33.7%
Audio Technica	36.8%
BenQ	15.4%
Biamp	32.5%
Bosch	25.9%
BrightSign	19.5%
BSS	27.2%
BTX	18.7%
C2G	25.5%
Canon	27.1%
Casio	15.4%
Chief Manf.	34.6%
Christie	16.6%
Cisco	26.2%
Community	25.0%
Crestron	35.0%
Crown	29.7%
Denon	15.9%
Digital Projection	16.0%
Display Devices	16.0%
Draper	28.8%
Eastern Acoustic Works	25.0%
ELMO	20.5%
Epson	16.0%
Extron	35.0%
FSR	18.8%
Furman	29.5%
Infocus	10.0%
JBL	25.0%
LG	20.9%
Lifesize	22.5%
Listen Technologies	18.7%

Lowell	35.5%
Mackie	24.8%
Middle Atlantic	32.5%
NEC	17.3%
Optoma	18.4%
Panasonic	15.9%
Peavey	37.6%
Peerless Ind.	25.2%
Pelco	24.6%
Planar	10.8%
PolyCom	21.3%
Primex	10.0%
ProCo (Rapco Horizon)	46.7%
QSC	22.6%
Radio Design Labs	20.9%
Rane	20.3%
Rauland Education	38.0%
Renkus Heinz	24.3%
Samsung	17.9%
Sennheiser	21.4%
Sharp • Commercial	26.8%
Sharp • Consumer	14.9%
Shure	25.5%
SnapAV	34.8%
Sony	16.6%
Surgex	14.5%
Symetrix	22.4%
Tascam	29.9%
Teach Logic	25.0%
TOA	16.7%
Vaddio	22.3%
VFI	38.8%
Visix	16.0%
West Penn	22.8%

Williams	31.3%
Zenitel	25.0%

## SUMMARY OF AMENDMENTS

<b>Amendment Number</b>	<b>Revision Date</b>	<b>Description</b>
4	11/30/2015	This amendment is issued to advise that this contract will expire on 11/30/2015 and will not be renewed. Thereafter, agencies shall procure their needs for these supplies/services in accordance with Ohio Revised Code Section 125.05.
3	12/01/2014	This amendment is issued to mutually renew the contract for an additional twelve (12) months, effective 12/01/2014 through 11/30/2015. Contract Source Inc. has been removed from authorized dealer list. Pricelist, now dated November 14, 2014, has been updated. Discount Structure has been added. Agency contact has been updated.
2	12/01/2013	This amendment is issued to change the name of the contract holder from the DBA name to the company legal name of Sound Com Corporation. It is also issued to update the Contractor's contact. Also issued to mutually extend the contract for a period of twelve (12) months effective December 1, 2013 through November 30, 2014.
1	09/24/2010	This amendment is issued to add non-pay-direct dealer Contract Source, effective with all orders issued on or after September 24, 2010.