

Comprehensive AV Product/Service Catalog Discount Price List

Brand/OEM/Category Fields			Current Government Discount		Current Academic Discount	2024 Renewal Discount
Brand	OEM/Manufacturer	Product Category	from Index Price		from Index Price	
Acuity Custom	Acuity Audio Visual	Custom Fabric walls and soundproofing	50.00%		50.00%	50.00%
Acuity Custom	Acuity Audio Visual	Custom mounting solutions and fabrication	50.00%		50.00%	50.00%
AKG	Harman	Pro Microphones, Wireless, Integrated systems	25.00%		25.00%	25.00%
Allen and Heath	Jam Industries	AV Mixing boards	35.00%		35.00%	35.00%
AMX	Harman	Control systems, Network AV, Switchers,	35.00%		35.00%	35.00%
Analog Way	Analog Way	Video wall and projector Processors and switchers	10.00%		10.00%	10.00%
Atlas Sound	Atlas Sound	AV Amplifiers, Horns, Speakers, Microphones, Cables and Accessories	30.00%		30.00%	30.00%
Atlona	Atlona	AV control Signal Extenders Video Switches	26.00%		26.00%	26.00%
Audinate	Audinate	All Products	5.00%		5.00%	5.00%
Audio Technica	Audio Technica	Wired and Wireless Microphones Pro Conferencing Discussion systems. Mixers	15.00%		15.00%	10.00%
Audio Video Furniture International	Audio Video Furniture International	AV Furniture (Desks, Lecterns, Podiums, Carts, Mounts and Accessories)	15.00%		15.00%	15.00%
Audix	Audix	Pro Microphones	20.00%		20.00%	20.00%
Axis	Axis	AV Security Cameras and Accessories	5.00%		2.00%	2.00%
Axis	Axis	Maintenance, Warranty, and Support Agreements	5.00%		2.00%	2.00%
Barco	Barco	Clickshare	8.00%		8.00%	6.00%
Barco	Barco	Installation projectors and Lenses F50 F70 F80 F90 G100	15.00%		15.00%	15.00%

Beyer Dynamics	Beyer Dynamics	Headphones/Mics/Accessories	25.00%	25.00%	25.00%
Biamp	Biamp	AV Audio, Collaboration, Mobile Control, Signal Processors, Amplifiers, Microphones and Accessories	35.00%	38.00%	38.00%
Black Magic	Black Magic Design	AV Cameras, Switchers, Recorders, Storage, Scanning, Displays, Test Equipment, Encoders, and Accessories	5.00%	5.00%	3.00%
BlackBox	BlackBox	Audio Video, KVM, Cables, Connectivity	12.00%	12.00%	12.00%
Bluesound Professional	Bluesound Professional	Commercial AV	12.00%	12.00%	12.00%
Bose	Bose	Bose Professional	28.00%	28.00%	28.00%
Brightsign	Brightsign	Digital Signage Players	8.00%	8.00%	5.00%
BSS Audio	Harman	Pro Audio Mixing	35.00%	35.00%	35.00%
C2G	Legrand	Cables & Connectors			35.00%
Canon	Canon	Projectors and Lenses	15.00%	15.00%	15.00%
Canon	Canon	Retail Digital cameras	5.00%	15.00%	5.00%
CaseCracker	CaseCracker	Law Enforcement Interview room hardware and software	12.00%	12.00%	12.00%
Chavet	Chavet Professional	Pro Lighting	10.00%	10.00%	0.00%
Chief	Legrand	Projector and Display mounting solutions	25.00%	25.00%	25.00%
Christie	Christie	1 Chip DLP Projectors	25.00%	28.00%	28.00%
Christie	Christie	3 Chip DLP Projectors	20.00%	10.00%	10.00%
Christie	Christie	Accessories	7.00%	7.00%	7.00%
Christie	Christie	LCD Displays	17.00%	17.00%	17.00%

Christie	Christie	LCD Projectors	32.00%	32.00%	32.00%
Christie	Christie	LED Video Walls	5.00%	5.00%	5.00%
Cisco	Cisco	Maintenance/Support & Accessories	10.00%	10.00%	10.00%
Cisco	Cisco	Video Conferencing & Cameras	10.00%	10.00%	10.00%
ClearOne	ClearOne	Cloud Collaboration			2.00%
ClearOne	ClearOne	Professional Audio, Network Media Streaming			10.00%
ClearOne	ClearOne	UC Solutions, Video Collaboration			3.00%
Comprehensive Cable	Comprehensive Cable	AV - Integration Devices	15.00%	15.00%	15.00%
Connectrac	Legrand	Cable Raceways and Cable Management Systems			3.00%
Creston	Creston	Pro AV control, switchers, AV over IP, Audio and Management solutions	38.00%	38.00%	35.00%
Creston	FLEX	Crestron FLEX Unified Communications	3.00%	3.00%	3.00%
Crown	Harman	Pro Audio Amplifiers	35.00%	35.00%	35.00%
Da Lite	Legrand	Projection Screens, AV furniture, Projector Lifts,	22.00%	22.00%	22.00%
Dbx Pro	Harman	Pro Audio Control	25.00%	25.00%	25.00%
Digital Projection	Digital Projection	All Accessories (Lamps/Lenses/Etc.)	15.00%	15.00%	15.00%
Digital Projection	Digital Projection	All Other Projectors	10.00%	10.00%	10.00%
Digital Projection	Digital Projection	Mercury & Titan Series Projectors	15.00%	15.00%	15.00%
DigitalLinx	Liberty AV	All Products	20.00%	20.00%	20.00%

Draper	Draper	AV Projection Screens and Accessories	25.00%	25.00%	25.00%
ELO Touch	ELO Touch	All Products	4.00%	4.00%	4.00%
Elmo	ELMO USA	DOC cameras, Classroom Carts, huddle space	7.00%	7.00%	7.00%
Epson	Epson	Pro L Series Projectors	24.00%	24.00%	24.00%
Exact Furniture	Exact Furniture	Audio Visual Furniture	30.00%	30.00%	30.00%
Extron	Extron	All Products	35.00%	35.00%	35.00%
Fibertron	Liberty AV	Fiber Optic cables connectors and tools	20.00%	20.00%	20.00%
FSR	FSR	AV Mounts, Cables, Amplifiers & Accessories	10.00%	10.00%	10.00%
Furman	Norek Control	Power Supply and Surge Protectors	25.00%	25.00%	25.00%
Gator Cases	Gator	Rugged cases and racks for AV equipment	25.00%	25.00%	25.00%
GlenSound	GlenSound	DANTE audio products	10.00%	10.00%	10.00%
GPO	GPO Display	OLED Video walls, transparent OLED displays, custom Kiosks	10.00%	10.00%	10.00%
Grainger	Grainger	AV Related Products	0.00%	0.00%	0.00%
Hall Research	Hall Research	AV Converters, Matrix Switchers, Fiber Extenders, Twister Pair Extenders, Cables & Accessories	15.00%	15.00%	15.00%
Haivision	Haivision	Video Distribution Systems			3.00%
Heckler Designs	Heckler Designs	AV Mounts, AV Furniture			5.00%
Industry Weapon	Spectrio	Digital Signage Content Management			20.00%
Inogeni	Inogeni	All Products	5.00%	5.00%	5.00%

Intelix	Liberty AV	AV control Signal Extenders Video Switches	20.00%	20.00%	20.00%
IPOINT	IPOINT	Products for IPAD deployment	10.00%	10.00%	10.00%
Iron Bow	Iron Bow	Telehealth	4.00%	4.00%	4.00%
IVS	Intelligent Video Solutions (IVS)	Video Evaluation	28.00%	28.00%	25.00%
IVS	Intelligent Video Solutions (IVS)	License Renewal			3.00%
James Loudspeaker	James Loudspeaker	high-performance commercial speaker solutions for indoor, outdoor, and marine applications.	25.00%	25.00%	25.00%
JBL	Harman	JBL Professional, Installed Sound	20.00%	20.00%	20.00%
Lab Gruppen	Lab Gruppen	Installed Sound Amplifiers and Mixers	15.00%	15.00%	15.00%
LG	LG	AV Accessories	10.00%	10.00%	10.00%
LG	LG	Maintenance, Warranty, and Support Agreements	5.00%	10.00%	10.00%
LG	LG Business	OLED Video walls, Digital Signage, LED displays	10.00%	10.00%	10.00%
Liberty AV	Liberty AV	Cabling, AV network, Adapters, Signal Extension	20.00%	20.00%	20.00%
Listen Technologies	Listen Technologies	AV RF Systems & Accessories	20.00%	20.00%	20.00%
Logitech	Logitech	AV Video Conferencing, Input Devices, Presentation Equipment, Speakers, Headphones, Remotes, and Accessories	8.00%	8.00%	4.00%
Lumens	Lumens Integration Inc	PTZ Cameras, Doc Cameras, wireless Presentation	20.00%	20.00%	20.00%
Luxul	Legrand	AV Networking	18.00%	18.00%	18.00%
Marshal Furniture	Marshal Furniture	Video Conference & Collaboration Furniture Custom Tables, Lecterns, Desks and Credenzas	12.00%	12.00%	12.00%
Marshall Electronics	Marshall Electronics	AV Broadcast Equipment: Racks, Displays, Transmitter/Receivers, Converters and Accessories	18.00%	18.00%	18.00%

Marshall Electronics	Marshall Electronics	AV IPTV Products and Accessories	15.00%	15.00%	15.00%
Marshall Electronics	Marshall Electronics	AV Pro-Series Cameras and Accessories	15.00%	15.00%	15.00%
Martin Audio	Martin	Pro Loud Speakers Installed sound	12.00%	12.00%	12.00%
Martin Lighting	Harman	Pro AV lighting	15.00%	15.00%	15.00%
MaxHub	MaxHub	UC Solutions, DV LED, Commercial Displays, IFP, PC Modules			20.00%
MaxHub	MaxHub	MTR Solutions			2.00%
Middle Atlantic	Legrand	AV racks, Accessories, Power Products	35.00%	35.00%	35.00%
NEC	NEC	AV Commercial Displays	15.00%	15.00%	15.00%
NEC	NEC	AV Projectors	15.00%	15.00%	15.00%
NEC	NEC	Maintenance, Warranty, and Support Agreements	10.00%	10.00%	10.00%
NEC	NEC	Projector accessories	5.00%	5.00%	5.00%
Netgear	Netgear	Network AV Switches and Accessories	15.00%	15.00%	15.00%
Niveo Professional	Niveo Professional	Network AV Switches and Accessories	15.00%	15.00%	15.00%
Optisigns	Optisigns	Media Players			2.00%
Optisigns	Optisigns	Digital Signage CMS			8.00%
Optoma	Optoma	Maintenance, Warranty, and Support Agreements	35.00%	35.00%	35.00%
Optoma	Optoma LED systems	130" LED and 163" Direct View LED display's	20.00%	20.00%	20.00%
Panamax	Norek Control	All Products	20.00%	20.00%	20.00%

Panasonic	Panasonic	Maintenance, Warranty, and Support Agreements	5.00%	5.00%	5.00%
Panasonic	Panasonic	Projectors	35.00%	35.00%	35.00%
Panasonic	Panasonic	Commercial Displays			15.00%
Panasonic	Panasonic	Imaging, Cameras			10.00%
Panasonic	Panasonic	Professional Audio			20.00%
PanelCrafters	Liberty AV	Custom Faceplates	20.00%	20.00%	20.00%
Peerless Industries	Peerless Industries	Kiosks	7.00%	7.00%	7.00%
Peerless Industries	Peerless Industries	Mounts & Accessories	40.00%	40.00%	40.00%
Peerless Industries	Peerless Industries	Outdoor Display Products	15.00%	15.00%	15.00%
Planar	Leyard	Pro Displays, Video walls, Direct View LED walls	6.00%	6.00%	6.00%
Planar	Planar	Maintenance, Warranty, and Support Agreements	2.00%	2.00%	2.00%
Poly	Polycom	Conference Phones	10.00%	10.00%	10.00%
Poly	Polycom	PC Poly+, Poly Care Poly+	6.00%	6.00%	6.00%
Poly	Polycom	Poly Accessories	4.00%	4.00%	4.00%
Poly	Polycom	RealPresence Debut Systems	4.00%	4.00%	4.00%
Poly	Polycom	RealPresence Group 500	15.00%	15.00%	15.00%
Poly	Polycom	RealPresence Group 700	15.00%	15.00%	15.00%
Poly	Polycom	RealPresence Group Convene 310	4.00%	4.00%	4.00%

Poly	Polycom	RealPresence Group Convene 500	15.00%	15.00%	15.00%
Poly	Polycom	RealPresence Total Coverage Maintenance	10.00%	10.00%	10.00%
Poly	Polycom	Studio X and G Series Conferencing Systems	12.00%	12.00%	12.00%
Premier Mounts	Premier Mounts	AV Mounts, Carts, Stands, Audio Solutions, GearBox, and Accessories	20.00%	20.00%	20.00%
Presonus	Fender	Pro Audio Mixing, Network Audio, Speakers, Microphones			10.00%
PTZ Optics	PTZ Optics	All Products	12.00%	12.00%	5.00%
QSC	QSC	All Products	26.00%	26.00%	26.00%
RCF	RCF	Installed Sound, Business Music, Commercial Audio	25.00%	25.00%	25.00%
Samsung	Samsung	Commercial Displays	20.00%	20.00%	20.00%
Samsung	Samsung	Consumer Displays	14.00%	14.00%	14.00%
Samsung	Samsung	Maintenance, Warranty, and Support Agreements	5.00%	5.00%	5.00%
Screen Innovations	Screen Innovations	Indoor and Outdoor motorized shades, Projection Screens	20.00%	20.00%	20.00%
ScreenBeam	ScreenBeam	Wireless AV products	10.00%	10.00%	10.00%
Sennheiser	Sennheiser	All Products	15.00%	15.00%	15.00%
Sharp	Sharp	AV Commercial Displays	15.00%	15.00%	10.00%
Sharp	Sharp	Maintenance, Warranty, and Support Agreements	5.00%	5.00%	5.00%
Shure	Shure	All Products	18.00%	18.00%	18.00%
Sony	Sony	PTZ cameras	10.00%	10.00%	10.00%

Sony	Sony	Commercial Displays			5.00%
Sony	Sony	Projectors			20.00%
Sony	Sony	Fixed and Broadcast Cameras			5.00%
Sound Control	Sound Control	VTC Camera mounts and Extenders	20.00%	20.00%	20.00%
Soundcraft	Harman	Pro Audio Mixers	20.00%	20.00%	20.00%
Spectrum Furniture	Spectrum Furniture	AV Carts, Racks, tables, seating, charging carts	30.00%	30.00%	30.00%
Stewart Audio	Stewart Audio	AV Amplifiers, Digital Signal Processors, and Accessories	20.00%	20.00%	20.00%
SunBrite	SunbriteTV	Outdoor Display Products	10.00%	10.00%	10.00%
SurgeX	SurgeX	AV Advanced Power, Intelligent Diagnostics, System Management, Battery Backup, and Accessories	14.00%	14.00%	14.00%
Tannoy	Tannoy	Pro Loudspeakers, Installed Sound Cinema Sound	15.00%	15.00%	15.00%
Total Channel	Total Channel	Digital Signage Video walls IPTV	10.00%	10.00%	10.00%
Tripp Lite	Tripp Lite	AV Power Protection, Racks, Cables, and Accessories	20.00%	20.00%	20.00%
TV One	TV One	AV Scalers, Commercial Displays and Accessories	10.00%	10.00%	10.00%
Vaddio	Legrand	Accessories and cable	15.00%	15.00%	15.00%
Vaddio	Legrand	PTZ cameras, Mixers, USB to AV Encoders for streaming	15.00%	15.00%	15.00%
Vanguard LED	Vanguard LED	Direct View LED displays	5.00%	5.00%	5.00%
Vertiv	Vertiv	KVM Switching, Racks and Rack Accessories	15.00%	15.00%	15.00%
Viewsonic	Viewsonic	All Products	12.00%	12.00%	12.00%

Vivitek	Vivitek USA	Video Projectors, NOVO wireless	25.00%	25.00%	25.00%
VuWall	VuWall	Video wall and projector Processors and switchers			2.00%
Whirlwind USA	Whirlwind USA	Audio Cabling, Fiber Optic cabling Mixers, cases Custom solutions	27.00%	27.00%	27.00%
Williams AV	Williams AV	All Products	12.00%	12.00%	12.00%
Wiremold	Legrand	Cabling accessories	25.00%	25.00%	25.00%
Wolfvision	Wolvision	Collaboration, Document Cameras	5.00%	5.00%	5.00%
WyreStorm	Wyrestorm	AV control, AV over IP	25.00%	25.00%	25.00%
Xantech	Norek Control	All Products	20.00%	20.00%	20.00%
ZBAND	Zband	Enterprise Video Distribution, IPTV, Broadcast	15.00%	15.00%	15.00%