

Brand/OEM/Category Fields			Government Discount	Academic Discount
Brand	OEM/Manufacturer	Product Category	from Index Price	from Index Price
Aja	Aja	All Products	7.00%	7.00%
AKG Acoustics	AKG Acoustics	All Products	31.00%	31.00%
Allen & Heath	Allen & Heath	All Products Other than AH-QU-32C	37.00%	37.00%
Allen & Heath	Allen & Heath	32 Channel Mixer (AH-QU-32C)	28.00%	28.00%
Altinex	Altinex	All Products	12.00%	12.00%
Altman	Altman	All Products	26.00%	26.00%
AMX	AMX	All Products	38.00%	38.00%
Analog Way	Analog Way	All Products	9.00%	9.00%
Anchor Audio	Anchor Audio	All Products Other than Accessories	19.00%	19.00%
Anchor Audio	Anchor Audio	Accessories	17.00%	17.00%
APC	APC	All Products	2.00%	2.00%
Atlas Sound	Atlas Sound	All Products	29.00%	29.00%
Atlona	Atlona	All Products	26.00%	26.00%
Audio Technica	Audio Technica	All Products Other Than 50 Series Mics	30.00%	30.00%
Audio Technica	Audio Technica	50 Series Mics	4.00%	4.00%
AVFI	AVFI	All Products	33.00%	33.00%
Barco	Barco	All Other Warranty Services	14.00%	14.00%
Barco	Barco	HDQ All Other / Encore / ScreenPro	18.00%	18.00%
Barco	Barco	HDQ Lenses	2.00%	2.00%
Barco	Barco	RLS / RLM / HDX / HDF	26.00%	26.00%
Barco	Barco	All Other Products	15.00%	15.00%
Barco	Barco	Non-3D F30 Projectors	14.00%	14.00%
Barco	Barco	F50 Lenses and Lamps	26.00%	26.00%
Barco	Barco	Present C / Present P Extended Warranty and Services	13.00%	13.00%
Barco	Barco	Present C / Present P All Other	26.00%	26.00%
Behringer	Behringer	All Products	42.00%	42.00%
Biamp	Biamp	All Products	38.00%	38.00%
Blackbox	Blackbox	All Products	11.00%	11.00%
Bogen	Bogen	All Products	24.00%	24.00%
Bose Professional	Bose Professional	All Products	39.00%	39.00%
BrightSign	BrightSign	All Products	6.00%	6.00%
BSS Professional Audio	BSS Professional Audio	All Products	9.00%	9.00%
Cables to Go	Cables to Go	All Products	12.00%	12.00%
Canon USA	Canon USA	Projectors under 4100 lumens	3.00%	3.00%
Canon USA	Canon USA	Projector over 4100 lumens	26.00%	26.00%
Canon USA	Canon USA	Rebel Series DSLR Cameras	10.00%	10.00%
Chauvet Lighting	Chauvet Lighting	All Products	30.00%	30.00%
Chief	Chief	All Products	36.00%	36.00%
Christie	Christie	Accessories	7.00%	7.00%
Christie	Christie	Brio	7.00%	7.00%
Christie	Christie	LED Video Walls	5.00%	5.00%
Christie	Christie	LCD Displays	17.00%	17.00%
Christie	Christie	3 Chip DLP Projectors	10.00%	10.00%
Christie	Christie	1 Chip DLP Projectors	28.00%	28.00%
Christie	Christie	LCD Projectors	32.00%	32.00%
Cisco	Cisco	Network Switches	25.00%	25.00%
Cisco	Cisco	Video Conferencing Hardware	36.00%	36.00%
Cisco	Cisco	Video Conferencing Service Contracts	9.00%	9.00%
ClearOne	ClearOne	Spontania Products	19.00%	19.00%
ClearOne	ClearOne	Hardware Products (Non-Spontania)	7.00%	7.00%
ClearOne	ClearOne	Complete Care Services (Service Contracts/Extended Warranties)	5.00%	5.00%
Clear Touch	Clear Touch	6000U Series Panels	13.00%	13.00%
Clear Touch	Clear Touch	6000 Series Panacast Cameras/Accessories/Warranties	1.00%	1.00%
Clear Touch	Clear Touch	6000 Series Extended Warranties	21.00%	21.00%
Clear Touch	Clear Touch	All Other Clear Touch Products	6.00%	6.00%
Community Professional	Community Professional	All Products	25.00%	25.00%
Comprehensive Cables	Comprehensive Cables	All Products	15.00%	15.00%
Contemporary Research	Contemporary Research	All Products	17.00%	17.00%
Countryman	Countryman	All Products	25.00%	25.00%
Creston	Creston	All Products	38.00%	38.00%
Crown	Crown	All Products	38.00%	38.00%
Da-Lite Screen Company	Da-Lite Screen Company	All Products	22.00%	22.00%
DAS	DAS	All Products	38.00%	38.00%
Dbx Pro	Dbx Pro	All Products	26.00%	26.00%
Denon Professional	Denon Professional	All Products	14.00%	14.00%
Digital Projection	Digital Projection	Mercury & Titan Series Projectors	11.00%	11.00%
Digital Projection	Digital Projection	All Other Projectors	13.00%	13.00%
Digital Projection	Digital Projection	All Accessories (Lamps/Lenses/Etc.)	3.00%	3.00%
Draper Projection Screens	Draper Projection Screens	All Products	23.00%	23.00%
Earthworks	Earthworks	All Products	10.00%	10.00%
EAW	EAW	All Products	25.00%	25.00%
Eiki	Eiki	All Products	11.00%	11.00%
Elmo	Elmo	All Products	7.00%	7.00%
Epson	Epson	Projectors Under 3000 Lumens	2.00%	2.00%
Epson	Epson	Projectors Over 3000 Lumens Excluding BrightLink, Pro G and Pro Z Series	11.00%	11.00%
Epson	Epson	Brightlink Series Projectors	13.00%	13.00%
Epson	Epson	Pro G Series Projectors	24.00%	24.00%
Epson	Epson	Pro Z Series Projectors	45.00%	45.00%
Epson	Epson	Accessories	2.00%	2.00%
Exact Furniture	Exact Furniture	All Products	33.00%	33.00%
Extron	Extron	All Products	38.00%	38.00%
FSR	FSR	All Products	11.00%	11.00%
Furman	Furman	All Products	25.00%	25.00%
Galaxy Audio	Galaxy Audio	All Products	16.00%	16.00%
Gator	Gator	All Products	26.00%	26.00%
Genelec	Genelec	Analog Systems/AV Install/SAM Series	18.00%	18.00%
Genelec	Genelec	All Accessories and Options	6.00%	6.00%
Grass Valley	Grass Valley	All Products	7.00%	7.00%
HikVision	HikVision	Security Camera	61.00%	61.00%
Hitachi Projectors	Hitachi Projectors	Collegiate Series Projectors	22.00%	22.00%
Hitachi Projectors	Hitachi Projectors	All Other Products	27.00%	27.00%
JBL Professional	JBL Professional	All Products	23.00%	23.00%
JRM Cabinets	JRM Cabinets	All Products	38.00%	38.00%
Juice Goose	Juice Goose	All Products	28.00%	28.00%
JVC Professional	JVC Professional	All Products	3.00%	3.00%
Klipsch	Klipsch	All Products Excluding Reference Sound Bars	27.00%	27.00%
Klipsch	Klipsch	Reference Sound Bars	17.00%	17.00%
Kramer	Kramer	All Products	31.00%	31.00%
Lab Gruppen	Lab Gruppen	Tannoy Speakers	28.00%	28.00%
Lab Gruppen	Lab Gruppen	Amplifiers	32.00%	32.00%
Leviton	Leviton	Entertainment Products	13.00%	13.00%
Lexicon Pro	Lexicon Pro	All Products	26.00%	26.00%
LG Professional	LG Professional	All LCD Displays	3.00%	3.00%
Liberty AV	Liberty AV	All Products	12.00%	12.00%
Listen Technologies	Listen Technologies	All Products	19.00%	19.00%
Lowell Manufacturing Corp.	Lowell Manufacturing Corp.	All Products	39.00%	39.00%
Mackie	Mackie	All Products	21.00%	21.00%
MakerBot	MakerBot	All Products	10.00%	10.00%
Marantz Professional	Marantz Professional	All Products	11.00%	11.00%
Marshall Electronics	Marshall Electronics	All Products Excluding Format Convertors	14.00%	14.00%
Marshall Furniture	Marshall Furniture	All Products	12.00%	12.00%

Martin Lighting	Martin Lighting	Rush Series Lights	13.00%	13.00%
Martin Lighting	Martin Lighting	All Products Excluding Rush Series Lights	23.00%	23.00%
Mersive Technologies	Mersive Technologies	All Products	7.00%	7.00%
Middle Atlantic	Middle Atlantic	All Products	34.00%	34.00%
NCast	NCast	All Products	13.00%	13.00%
NEC	NEC	All Products	3.00%	3.00%
Netgear	Netgear	All Products	10.00%	10.00%
Nexo	Nexo	All Products	14.00%	14.00%
Panasonic	Panasonic	Professional Displays	4.00%	4.00%
Panasonic	Panasonic	Projectors	29.00%	29.00%
Panasonic	Panasonic	Projector Accessories	1.00%	1.00%
Panasonic	Panasonic	Electronic White Boards With Attached Printers	40.00%	40.00%
Peerless Industries	Peerless Industries	Mounts & Accessories	17.00%	17.00%
Peerless Industries	Peerless Industries	Kiosks	7.00%	7.00%
Peerless Industries	Peerless Industries	Outdoor Display Products	15.00%	15.00%
Perdue Acoustics	Perdue Acoustics	All Products	38.00%	38.00%
Planar	Planar	Display	6.00%	6.00%
Planar	Planar	Video wall LCD	5.00%	5.00%
Polycom	Polycom	Video Conferencing Accessories	3.00%	3.00%
Polycom	Polycom	Total Coverage + Partner Premier Service Contracts/Warranties	1.00%	1.00%
Polycom	Polycom	CX8000 Series Products	4.00%	4.00%
Polycom	Polycom	Realpresence Desktop Software	11.00%	11.00%
Polycom	Polycom	RealPresence Group 500 + 700 Series Codecs, HDX Series Codecs	22.00%	22.00%
Polycom	Polycom	Soundstation Series Phones	22.00%	22.00%
Polycom	Polycom	Soundstation Series Accessories	1.00%	1.00%
Premier Mounts	Premier Mounts	All Products	24.00%	24.00%
Primacoustic	Primacoustic	All Products	10.00%	10.00%
QSC LLC	QSC LLC	All Products	24.00%	24.00%
R.T. Hogg	R.T. Hogg	All Products	34.00%	34.00%
Rane Corporation	Rane Corporation	All Products	21.00%	21.00%
RCF	RCF	All Products	22.00%	22.00%
Renkus-Heinz	Renkus-Heinz	All Products	22.00%	22.00%
Revolabs	Revolabs	All Products	11.00%	11.00%
Roland	Roland	Pro Audio High Speed Interface for REAC Recording	34.00%	34.00%
Roland	Roland	All Other	7.00%	7.00%
Roland	Roland	Pro Audio Hard Drive/Solid State Drive/USB Drive	2.00%	2.00%
Samsung	Samsung	Commercial Displays	16.00%	16.00%
Samsung	Samsung	Consumer Displays	14.00%	14.00%
Sanus	Sanus	Mounts + Accessories	32.00%	32.00%
Sanus	Sanus	Furniture	23.00%	23.00%
Sennheiser	Sennheiser	All Products	21.00%	21.00%
Sharp	Sharp	Digital Signage Software	38.00%	38.00%
Sharp	Sharp	Professional Displays	14.00%	14.00%
Shure Incorporated	Shure Incorporated	All Products	26.00%	26.00%
SKB Cases	SKB Cases	All Product	28.00%	28.00%
SMART	SMART	Software Products	2.00%	2.00%
SMART	SMART	Extended Warranties	3.00%	3.00%
SMART	SMART	Interactive Flat Panels/Symposium Displays	16.00%	16.00%
SMART	SMART	Interactive Whiteboards	10.00%	10.00%
SMART	SMART	Accessories	6.00%	6.00%
Sony Electronics	Sony Electronics	Video/Data Projectors	10.00%	10.00%
Sony Electronics	Sony Electronics	50" And Larger Consumer Televisions	7.00%	7.00%
Sony Electronics	Sony Electronics	Commercial Televisions	8.00%	8.00%
Sony Electronics	Sony Electronics	3D Blu-Ray/DVD Players	1.00%	1.00%
Sony Electronics	Sony Electronics	PTZ Cameras	20.00%	20.00%
Soundcraft	Soundcraft	Products	20.00%	20.00%
Soundcraft	Soundcraft	Accessories	2.00%	2.00%
Spectrum Furniture	Spectrum Furniture	All Products	45.00%	45.00%
Stewart Film Screen	Stewart Film Screen	All Products	13.00%	13.00%
SunBrite	SunBrite	Televisions	7.00%	7.00%
SunBrite	SunBrite	Accessories/Extended Warranties	7.00%	7.00%
SurgeX	SurgeX	All Products	14.00%	14.00%
Switchcraft, Inc.	Switchcraft, Inc.	All Products	23.00%	23.00%
Symetrix	Symetrix	All Products	18.00%	18.00%
TAG Global Systems	TAG Global Systems	All Products	10.00%	10.00%
Tascam	Tascam	All Products	13.00%	13.00%
TCL	TCL	Televisions	4.00%	4.00%
Tightrope Media	Tightrope Media	Loose Hardware/Software	3.00%	3.00%
Tightrope Media	Tightrope Media	Quick Configurations	6.00%	6.00%
TrippLite	TrippLite	All Products	22.00%	22.00%
Vaddio	Vaddio	Vaddio Cameras & Camera Controllers	16.00%	16.00%
Vaddio	Vaddio	OEM Cameras & Systems	2.00%	2.00%
Vaddio	Vaddio	Accessories	12.00%	12.00%
Vaddio	Vaddio	Audio Products	14.00%	14.00%
Vaddio	Vaddio	Camera Mounting Hardware	25.00%	25.00%
Vaddio	Vaddio	Camera Tracking Accessories	21.00%	21.00%
Vaddio	Vaddio	Camera Extension Kits	19.00%	19.00%
Vaddio	Vaddio	Monitors	16.00%	16.00%
Vaddio	Vaddio	AppStations	13.00%	13.00%
Vaddio	Vaddio	AV Bridge Family	16.00%	16.00%
Viewsonic	Viewsonic	Computer Monitors	15.00%	15.00%
Viewsonic	Viewsonic	Projectors	10.00%	10.00%
Visix	Visix	Content Managers/Media Players/Content Publishers	8.00%	8.00%
Visix	Visix	Content Manager & Media Player Options	7.00%	7.00%
Visix	Visix	Subscriptions	1.00%	1.00%
Visix	Visix	MeetingMinder Touchscreens	3.00%	3.00%
Visix	Visix	MeetingMinder Electronic Paper Screens	7.00%	7.00%
Visix	Visix	MeetingMinder Electronic Paper Screens Accessories	2.00%	2.00%
Visix	Visix	Modules for Social Media Content	2.00%	2.00%
Visix	Visix	Software Maintenance Agreements/Upgrades	2.00%	2.00%
Visix	Visix	Training	2.00%	2.00%
West Penn Wire	West Penn Wire	Audio/Broadcast/Coax/Fiber Alarm/Networking Wire	11.00%	11.00%
West Penn Wire	West Penn Wire	Communication/Data Grade Wire	23.00%	23.00%
Whirlwind USA	Whirlwind USA	All Products	27.00%	27.00%
WolfVision	WolfVision	Cynap	5.00%	5.00%
WolfVision	WolfVision	Cynap Accessories/Warranty	7.00%	7.00%
WolfVision	WolfVision	Visualizers	13.00%	13.00%
WolfVision	WolfVision	Visualizer Accessories	7.00%	7.00%
Yamaha Commercial	Yamaha Commercial	Digital Consoles (Excluding TF and M7 and LS9 Series Consoles)	13.00%	13.00%
Yamaha Commercial	Yamaha Commercial	TF and M7 and LS9 Series Consoles	26.00%	26.00%
Yamaha Commercial	Yamaha Commercial	Analog Consoles	29.00%	29.00%
Yamaha Commercial	Yamaha Commercial	Powered Mixers/Portable PA Systems	29.00%	29.00%
Yamaha Commercial	Yamaha Commercial	Audio DSPs	13.00%	13.00%
Yamaha Commercial	Yamaha Commercial	Power Amplifiers	13.00%	13.00%
Yamaha Commercial	Yamaha Commercial	Passive Loudspeakers	26.00%	26.00%
Yamaha Commercial	Yamaha Commercial	Powered Loudspeakers	17.00%	17.00%
Yamaha Commercial	Yamaha Commercial	CD Players	26.00%	26.00%
Yamaha Commercial	Yamaha Commercial	Headphones	38.00%	38.00%
Yamaha Commercial	Yamaha Commercial	Accessories	4.00%	4.00%
ZeeVee	ZeeVee	ZvPro Series	20.00%	20.00%
ZeeVee	ZeeVee	ZvPro Accessories	9.00%	9.00%
ZeeVee	ZeeVee	HDBridge 2000 Series	17.00%	17.00%
ZeeVee	ZeeVee	Digital TV Tuners	7.00%	7.00%

ZeeVee	ZeeVee	Cable Accessories	13.00%	13.00%
Lee Hartman & Sons	Lee Hartman & Sons	Extended Service Contracts	7% of Purchase/Year	7% of Purchase/Year
Lee Hartman & Sons	Lee Hartman & Sons	Extended Warranty - Year 2	13% of Purchase/Year	13% of Purchase/Year
Lee Hartman & Sons	Lee Hartman & Sons	Extended Warranty - Year 3	17% of Purchase/Year	17% of Purchase/Year
Lee Hartman & Sons	Lee Hartman & Sons	Extended Warranty - Year 4	24% of Purchase/Year	24% of Purchase/Year
Lee Hartman & Sons	Lee Hartman & Sons	Extended Warranty - Year 5	31% of Purchase/Year	31% of Purchase/Year
Lee Hartman & Sons	Lee Hartman & Sons	Preventative Maintenance - 1 Day/Year	\$600.00/Year	\$600.00/Year
Lee Hartman & Sons	Lee Hartman & Sons	Preventative Maintenance - 2 Days/Year	\$1150.00/Year	\$1150.00/Year
Lee Hartman & Sons	Lee Hartman & Sons	Preventative Maintenance - 3 Days/Year	\$1700.00/Year	\$1700.00/Year
Lee Hartman & Sons	Lee Hartman & Sons	Preventative Maintenance - 4 Days/Year	\$2200.00/Year	\$2200.00/Year
Lee Hartman & Sons	Lee Hartman & Sons	Preventative Maintenance - 6 Days/Year	\$3200.00/Year	\$3200.00/Year
Lee Hartman & Sons	Lee Hartman & Sons	Preventative Maintenance - 12 Days/Year	\$6000.00/Year	\$6000.00/Year
Lee Hartman & Sons	Lee Hartman & Sons	Project Engineer	\$85.00/Hour	\$85.00/Hour
Lee Hartman & Sons	Lee Hartman & Sons	Project Manager	\$85.00/Hour	\$85.00/Hour
Lee Hartman & Sons	Lee Hartman & Sons	Programmer	\$95.00/Hour	\$95.00/Hour
Lee Hartman & Sons	Lee Hartman & Sons	Comissioning Agent	\$95.00/Hour	\$95.00/Hour
Lee Hartman & Sons	Lee Hartman & Sons	Trainer	\$95.00/Hour	\$95.00/Hour
Lee Hartman & Sons	Lee Hartman & Sons	Installation Technician	\$75.00/Hour	\$75.00/Hour
Lee Hartman & Sons	Lee Hartman & Sons	After Hours Installation Tech	\$110.00/Hour	\$110.00/Hour
Lee Hartman & Sons	Lee Hartman & Sons	CAD Drawing	\$85.00/Hour	\$85.00/Hour
Lee Hartman & Sons	Lee Hartman & Sons	Consulting	\$120.00/Hour	\$120.00/Hour
Lee Hartman & Sons	Lee Hartman & Sons	Out of Warranty Service	\$85.00/Hour	\$85.00/Hour
Lee Hartman & Sons	Lee Hartman & Sons	After Hours Out of Warranty Service	\$120/Hour	\$120/Hour