

University of Central Florida BID/PROPOSAL TABULATION

TITLE: Multimedia Equipment – Office of Instructional Resources
NUMBER: 1801MCA **AGENT/COORDINATOR:** B.Sargent
OPENING DATE: TIME: 09/18/18; 3:00PM
POSTING TIME / DATE:
FROM - ~~10/11/18; 2:55PM~~; 10/12/18; 10:36AM
TO - ~~10/16/18; 2:55PM~~; 10/17/18; 10:36AM

Bid/Proposal tabulations with intended award(s) will be posted for review by interested parties at the location where the proposals were opened and will remain posted for a period of 72 hours. "Failure to file a protest in accordance with BOG regulation 18.002, or failure to post the bond or other security as required in BOG regulation 18.003, shall constitute a waiver of protest proceedings."

REVISED INTENDED AWARD, CORRECTION TO VADDIO AWARD, SEE PAGE 5.

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<u>Bidders/Proposers</u>									
Audio Fidelity									
AVI-SPL									
ELB Prowise									
Howard Tech Solut.									
Pro Sound, Inc.									
Smiley's AV									
Troxell Comm.									

REMARKS: See page 2 – 5 for primary and secondary intended awardees by manufacturer. There was a mistake in the award for Vaddio. Smileys AV bid an average discount of 33.28% and should be the primary awardee. AVI-SPL bid of 29.50% will now be the secondary award.

ITB 1801MCA - REVISED, see Vaddio below for awardee revision

Summary of Awards

	Category	Primary Awardee	Discount %	Secondary Awardee	Discount %
APC	Power	AVI-SPL	35.00%	Smileys AV	25.00%
AtteroTech	Audio Equipment	Smileys AV	34.00%	AVI-SPL	30.00%
Avermedia	Lecture Capture	Troxell	35.00%	Howard	15.00%
Audio Technica	Microphones	Pro Sound	29.00%	AVI-SPL	23.00%
	Microphone Accessories	Pro Sound	28.00%	AVI-SPL	23.00%
Barco	Video Equipment	Pro Sound	26.00%	AVI-SPL	13.00%
	BYOD Solutions	Pro Sound	25.00%	AVI-SPL	26.00%
Belden	Bulk Cable	Pro Sound	26.90%	Howard	15.00%
BlackMagic Design	Video Equipment	Howard	15.50%	Troxell	12.00%
BSS	DSP	AVI-SPL	51.00%	Pro Sound	48.00%
Biamp	DSP	Smileys AV	46.00%	AVI-SPL	43.00%
Catchbox	Microphones	Smileys AV	50.00%	ELB US INC	27.00%
Christie	Projectors	Pro Sound	40.00%	Smileys AV	34.00%
	Projector Lenses	Pro Sound	17.00%	Smileys AV	20.00%
Chief	Mounts	Smileys AV	43.20%	Troxell	45.00%
Cisco	Network Switches				
ClearOne	Microphones	AVI-SPL	28.00%	Smileys AV	24.00%
	Microphone Accessories	AVI-SPL	28.00%	Smileys AV	24.00%
Comprotec Corporation	Anti-Theft Equipment	Howard	15.00%	ELB US INC	7.00%
Crestron	Switchers	Smileys AV	53.00%	Pro Sound	52.50%
	Video Distribution	Smileys AV	53.70%	Pro Sound	52.50%
	Network Switches	Smileys AV	53.70%	Pro Sound	52.50%
	Control Processors	Smileys AV	53.70%	Pro Sound	52.50%
	DSP	Smileys AV	53.70%	Pro Sound	52.50%
	Amplifiers	Smileys AV	53.70%	Pro Sound	52.50%
	Lighting	Smileys AV	53.70%	Pro Sound	52.50%
	Cabling/ Pre-Made Cables	Smileys AV	53.70%	Pro Sound	52.50%
	Control Panels	Smileys AV	53.70%	Pro Sound	52.50%
Crown	Amplifiers	Smileys AV	42.00%	Pro Sound	42.00%
DaLite	Manual Projection Screens	Smileys AV	36.50%	Troxell	37.00%
	Electric Projection Screens	Smileys AV	38.20%	Troxell	37.00%

Dell	Computer Accessories				
Digital Projection	Projectors	Pro Sound	26.50%	Howard	15.00%
	Projector Lenses	Pro Sound	23.90%	Howard	15.00%
Draper	Manual Projection Screens	Smileys AV	36.00%	AVI-SPL	38.00%
	Electric Projection Screens	Smileys AV	44.00%	AVI-SPL	38.00%
Elite Screens	Manual Projection Screens	Smileys AV	32.00%	Troxell	17.00%
	Electric Projection Screens	Smileys AV	38.00%	Troxell	17.00%
Elmo	Document Cameras	Smileys AV	41.00%	Pro Sound	25.00%
Epson	Projectors	Audio Fidelity	53.00%	ELB US INC	20.00%
	Projector Lamps	Audio Fidelity	25.00%	ELB US INC	20.00%
Extreme	Network Switches				
Extron	Switchers	Audio Fidelity	50.00%	Pro Sound	42.10%
	Video Distribution	Audio Fidelity	50.00%	Pro Sound	42.10%
	Control Processors	Audio Fidelity	50.00%	Pro Sound	42.10%
FSR	AV BackBoxes	ELB US INC	28.00%	Pro Sound	23.00%
Gefen	Extenders	Pro Sound	29.50%	Smileys AV	26.00%
Holosonics	Audio Equipment	Howard	15.00%	Smileys AV	10.00%
Hover Cam	Document Cameras	Troxell	20.00%	Howard	15.00%
	Document Camera Accessories	Troxell	4.00%	Howard	15.00%
Intel	BYOD Solutions	Smileys AV	20.00%	Howard	15.00%
JBL	Speakers	AVI-SPL	41.00%	Troxell	40.00%
Kensington	Anti-Theft Equipment	Pro Sound	35.50%	Troxell	18.00%
Kramer	BYOD Solutions	Smileys AV	44.00%	Troxell	43.00%
	Extenders	Smileys AV	44.00%	Troxell	43.00%
LG	Flat Screen Displays	Troxell	20.00%	Smileys AV	17.00%
Liberty	Cables/ Pre-Made Cables	Troxell	42.00%	Pro Sound	26.00%
	Bulk Cables	Troxell	42.00%	Pro Sound	25.00%
Listen Technologies	ADA Equipment	Smileys AV	29.00%	AVI-SPL	28.00%
Logitech	Computer Accessories	Audio Fidelity	18.00%	Howard	15.00%
	Cameras	Audio Fidelity	18.00%	Howard	15.00%
Mediavision	ADA Equipment	AVI-SPL	20.00%	Howard	15.00%
Mersive	BYOD Solutions	Smileys AV	28.50%	AVI-SPL	20.00%
Microsoft	Computer Accessories				
Middle Atlantic	Racks	AVI-SPL	48.00%	Pro Sound	45.00%
	Rack Accessories	AVI-SPL	47.00%	Pro Sound	45.00%

Miller Millworks	Teaching Consoles	Smileys AV	15.00%	Howard	15.00%
Mitsubishi	Projector Lamps	Troxell	31.00%	Howard	15.00%
NEC	Flat Screen Displays	AVI-SPL	30.00%	Smileys AV	29.00%
Newline	Interactive Displays	Smileys AV	30.00%	Pro Sound	34.50%
	Interactive Display Accessories	Smileys AV	20.00%	Pro Sound	12.00%
Panasonic	Flat Screen Displays	Pro Sound	22.00%	Smileys AV	27.00%
	Projectors	Pro Sound	55.00%	Smileys AV	46.00%
Peerless	Mounts	Troxell	48.00%	Smileys AV	43.50%
	Ceiling Plates	Troxell	48.00%	Smileys AV	43.50%
Planar	Video Displays	AVI-SPL	22.00%	Smileys AV	21.50%
	Video Walls	AVI-SPL	22.00%	Smileys AV	21.50%
	Computer Monitors	AVI-SPL	22.00%	Smileys AV	21.50%
Prowise	Interactive Displays	ELB US INC	33.25%	Howard	15.00%
	Interactive Display Accessories	ELB US INC	33.25%	Howard	15.00%
QSC	DSP	Pro Sound	38.10%	AVI-SPL	38.00%
	Amplifiers	Pro Sound	38.10%	AVI-SPL	32.00%
RDL	Audio and AV Interface Products	AVI-SPL	38.00%	Pro Sound	33.00%
Revolabs	Microphone Systems	Smileys AV	31.00%	AVI-SPL	25.00%
	Microphones	Smileys AV	31.00%	AVI-SPL	30.00%
	Adapters	Smileys AV	31.00%	AVI-SPL	30.00%
	Receivers	Smileys AV	31.00%	AVI-SPL	30.00%
Samsung	Flat Screen Displays	Smileys AV	29.00%	Audio Fidelity	27.00%
Sanus	Mounts	Pro Sound	37.00%	Troxell	25.00%
Sennheiser	Microphones	Pro Sound	35.50%	Smileys AV	35.00%
	Microphone Accessories	Pro Sound	35.50%	Smileys AV	20.00%
Sharp	Flat Screen Displays	Smileys AV	40.00%	Audio Fidelity	33.00%
Shure	Microphone Systems	Pro Sound	36.50%	AVI-SPL	33.00%
	Microphones	Pro Sound	35.00%	AVI-SPL	31.00%
	Adapters	Pro Sound	30.00%	AVI-SPL	25.00%
	Receivers	Pro Sound	34.90%	AVI-SPL	33.00%
SnapAV	Racks	Pro Sound	39.00%	Howard	15.00%
	Rack Accessories	Pro Sound	39.00%	Howard	15.00%
Sony	Flat Screen Displays	AVI-SPL	31.00%	Smileys AV	29.60%
	Projectors	AVI-SPL	53.00%	Smileys AV	60.00%
	Projector Lenses	AVI-SPL	20.00%	Smileys AV	23.00%

	Cameras	AVI-SPL	34.00%	Smileys AV	37.00%
	Camera Mounts	AVI-SPL	27.00%	Smileys AV	15.00%
Spectrum	Teaching Consoles/ Lecterns	Smileys AV	51.00%	Pro Sound	49.00%
	Collaborative Furniture	Smileys AV	51.00%	Pro Sound	49.00%
	Chairs	Smileys AV	51.00%	Pro Sound	49.00%
	Accessories	Smileys AV	51.00%	Pro Sound	49.00%
T1V	BYOD Solutions	Howard	15.00%	ELB US Inc	15.00%
	Video Walls	Howard	15.00%	ELB US Inc	15.00%
Triplite	Power Solutions	Smileys AV	30.00%	AVI-SPL	30.00%
Vaddio	Cameras	Smileys AV	27.20%	AVI-SPL	23.00%
	Camera Mounts	Smileys AV	39.10%	AVI-SPL	35.00%
	Camera Controller	Smileys AV	34.40%	AVI-SPL	30.00%
	Camera systems	Smileys AV	32.40%	AVI-SPL	30.00%
West Penn Wire	Bulk Cables	Pro Sound	34.50%	Troxell	15.00%
Wolfvision	Document Cameras	Smileys AV	28.70%	Howard	20.00%
	Document Camera Accessories	Smileys AV	17.00%	Howard	20.00%

DISCOUNTED PERCENTAGE RATE

		In-State of Florida Bidders Discounts			Non-Florida Bidders Discount Adjusted for the 5% Florida Preference, (for evaluation purposes only). See actual discounts in columns M-Q					Non-Florida Bidders Actual Bid Discounts					
MANUFACTURER	CATEGORY	Discount Rate									AUDIO VIDELITY Non-Florida	B&H Foto Non-Florida	ELB US INC Non-Florida	HOWARD Non-Florida	TROXELL Non-Florida
		AVI-SPL	PRO SOUND	SMILEYS	AUDIO VIDELITY	B&H Foto	ELB US INC	HOWARD	TROXELL						
APC	Power	35.00%	15.00%	25.00%	35.15%	6.65%	14.25%	19.00%				37.00%	7.00%	15.00%	20.00%
AtteroTech	Audio Equipment	30.00%		34.00%			6.65%	14.25%	9.50%				7.00%	15.00%	10.00%
Avermedia	Lecture Capture			4.00%			6.65%	14.25%	33.25%				7.00%	15.00%	35.00%
Audio Technica	Microphones	23.00%	29.00%	28.00%			6.65%	14.25%	23.75%				7.00%	15.00%	25.00%
	Microphone Accessories	23.00%	28.00%	10.00%			6.65%	14.25%	14.25%				7.00%	15.00%	15.00%
		23.00%	28.50%	19.00%			6.65%	14.25%	19.00%						
Barco	Video Equipment	13.00%	26.00%	19.00%	19.95%	18.05%	14.25%	#VALUE!			21.00%	19.00%	15.00%	10%-25%	
	BYOD Solutions	26.00%	25.00%	17.00%	19.95%	18.05%	14.25%	0.00%			21.00%	19.00%	15.00%		
		19.50%	25.50%	18.00%	19.95%	18.05%	14.25%	#VALUE!							
Belden	Bulk Cable	5.00%	26.90%	8.00%			6.65%	14.25%	9.50%				7.00%	15.00%	10.00%
BlackMagic Design	Video Equipment	11.00%	11.10%	11.20%	14.73%	6.65%	14.25%	11.40%			15-50%	7.00%	15.00%	12.00%	
BSS	DSP	51.00%	48.00%				6.65%	14.25%	19.00%				7.00%	15.00%	20.00%
Biamp	DSP	43.00%	38.40%	46.00%	39.90%		6.65%	14.25%	14.25%		42.00%		7.00%	15.00%	15.00%
Catchbox	Microphones	12.00%		50.00%			25.65%	14.25%	9.50%				27.00%	15.00%	10.00%
Christie	Projectors	17.00%	40.00%	34.00%	28.50%		6.65%	14.25%	8.55%		30.00%	7.00%	15.00%	9.00%	
	Projector Lenses	16.00%	17.00%	20.00%	14.25%		6.65%	14.25%	8.55%		15.00%	7.00%	15.00%	9.00%	
		16.50%	28.50%	27.00%	21.38%		6.65%	14.25%	8.55%						
Chief	Mounts	40.00%	38.40%	43.20%	36.10%		23.75%	38.00%	42.75%		38.00%		25.00%	40.00%	45.00%
Cisco	Network Switches														
ClearOne	Microphones	28.00%	28.00%	24.00%	33.73%	7.60%	14.25%	4.75%			35.50%	8.00%	15.00%	5.00%	
	Microphone Accessories	28.00%	9.00%	24.00%			7.60%	14.25%	4.75%			8.00%	15.00%	5.00%	
		28.00%	18.50%	24.00%	NA	7.60%	14.25%	4.75%							
Comprotec Corporation	Anti-Theft Equipment		4.00%	2.00%			6.65%	14.25%					7.00%	15.00%	
Crestron	Switchers	48.00%	52.50%	53.00%	47.50%		37.05%	45.60%	42.75%		50.00%	39.00%	48.00%	45.00%	
	Video Distribution	48.00%	52.50%	53.70%	47.50%		37.05%	45.60%	42.75%		50.00%	39.00%	48.00%	45.00%	
	Network Switches	48.00%	52.50%	53.70%	47.50%		37.05%	45.60%	42.75%		50.00%	39.00%	48.00%	45.00%	
	Control Processors	48.00%	52.50%	53.70%	47.50%		37.05%	45.60%	42.75%		50.00%	39.00%	48.00%	45.00%	
	DSP	48.00%	52.50%	53.70%	47.50%		37.05%	45.60%	42.75%		50.00%	39.00%	48.00%	45.00%	
	Amplifiers	48.00%	52.50%	53.70%	47.50%		37.05%	45.60%	42.75%		50.00%	39.00%	48.00%	45.00%	
	Lighting	48.00%	52.50%	53.70%	47.50%		37.05%	45.60%	42.75%		50.00%	39.00%	48.00%	45.00%	
	Cabling/ Pre-Made Cables	48.00%	52.50%	53.70%	47.50%		37.05%	45.60%	42.75%		50.00%	39.00%	48.00%	45.00%	
	Control Panels	48.00%	52.50%	53.70%	47.50%		37.05%	45.60%	42.75%		50.00%	39.00%	48.00%	45.00%	
		48.00%	52.50%	53.62%	47.50%		37.05%	45.60%	42.75%						
Crown	Amplifiers	25.00%	42.00%	42.00%			6.65%	14.25%	34.20%				7.00%	15.00%	36.00%
DaLite	Manual Projection Screens	35.00%	32.10%	36.50%	31.35%	38.00%	19.00%	28.50%	35.15%		33.00%	40.00%	20.00%	30.00%	37.00%

	<i>Electric Projection Screens</i>	35.00%	33.10%	38.20%	31.35%	38.00%	19.00%	28.50%	35.15%	33.00%	40.00%	20.00%	30.00%	37.00%
		35.00%	32.60%	37.35%	31.35%	38.00%	19.00%	28.50%	35.15%					
Dell	<i>Computer Accessories</i>													
Digital Projection	<i>Projectors</i>		26.50%				6.65%	14.25%			7.00%	15.00%		
	<i>Projector Lenses</i>		23.90%				6.65%	14.25%			7.00%	15.00%		
			25.20%				6.65%	14.25%						
Draper	<i>Manual Projection Screens</i>	38.00%	34.00%	36.00%	32.30%		23.75%	14.25%	10.45%	34.00%		25.00%	15.00%	11.00%
	<i>Electric Projection Screens</i>	38.00%	41.50%	44.00%	39.90%		23.75%	14.25%	10.45%	42.00%		25.00%	15.00%	11.00%
		38.00%	37.75%	40.00%	36.10%		23.75%	14.25%	10.45%					
Elite Screens	<i>Manual Projection Screens</i>			32.00%			14.25%	14.25%	16.15%			15.00%	15.00%	17.00%
	<i>Electric Projection Screens</i>			38.00%			14.25%	14.25%	16.15%			15.00%	15.00%	17.00%
				35.00%			14.25%	14.25%	16.15%					
Elmo	<i>Document Cameras</i>		25.00%	41.00%		18.91%	6.65%	14.25%	14.25%		19.90%	7.00%	15.00%	15.00%
Epson	<i>Projectors</i>			2.00%	50.35%	8.84%	19.00%	14.25%		53.00%	9.30%	20.00%	15.00%	
	<i>Projector Lamps</i>			2.00%	23.75%		19.00%	14.25%	#VALUE!	25.00%		20.00%	15.00%	20%-60%
				2.00%	37.05%	NA	19.00%	14.25%	NA					
Extreme	<i>Network Switches</i>													
Extron	<i>Switchers</i>	41.00%	42.10%	25.00%	47.50%		33.25%	28.50%		50.00%		35.00%	30.00%	
	<i>Video Distribution</i>	41.00%	42.10%	25.00%	47.50%		33.25%	28.50%		50.00%		35.00%	30.00%	
	<i>Control Processors</i>	41.00%	42.10%	25.00%	47.50%		33.25%	28.50%		50.00%		35.00%	30.00%	
		41.00%	42.10%	25.00%	47.50%		33.25%	28.50%						
FSR	<i>AV BackBoxes</i>	17.00%	23.00%	20.00%		18.53%	26.60%	14.25%	18.05%		19.50%	28.00%	15.00%	19.00%
Gefen	<i>Extenders</i>	25.00%	29.50%	26.00%		40.00%	6.65%	14.25%	24.70%		42.10%	7.00%	15.00%	26.00%
Holosonics	<i>Audio Equipment</i>			10.00%			6.65%	14.25%				7.00%	15.00%	
Hover Cam	<i>Document Cameras</i>			12.00%			6.65%	14.25%	19.00%			7.00%	15.00%	20.00%
	<i>Document Camera Accessories</i>			7.00%			6.65%	14.25%	3.80%			7.00%	15.00%	4.00%
				9.50%	Smiley's primary award		6.65%	-14.25%	-11.40%					
Intel	<i>BYOD Solutions</i>			20.00%			6.65%	14.25%	#VALUE!			7.00%	15.00%	1-70%
JBL	<i>Speakers</i>	41.00%	35.50%	12.00%	30.40%	40.85%	33.25%	14.25%	38.00%	32.00%	43.00%	35.00%	15.00%	40.00%
Kensington	<i>Anti-Theft Equipment</i>		35.50%	2.00%		27.55%	6.65%	14.25%	17.10%		29.00%	7.00%	15.00%	18.00%
Kramer	<i>BYOD Solutions</i>	36.00%	33.10%	44.00%		42.37%	23.75%	14.25%	40.85%		44.60%	25.00%	15.00%	43.00%
	<i>Extenders</i>	36.00%	33.10%	44.00%		42.37%	23.75%	14.25%	40.85%		44.60%	25.00%	15.00%	43.00%
		36.00%	33.10%	44.00%		42.37%	23.75%	14.25%	40.85%					
LG	<i>Flat Screen Displays</i>	15.00%	10.00%	17.00%	9.50%	11.40%	9.50%	14.25%	19.00%	10.00%	12.00%	10.00%	15.00%	20.00%
Liberty	<i>Cables/ Pre-Made Cables</i>	20.00%	26.00%	5.00%			19.00%	14.25%	39.90%			20.00%	15.00%	42.00%
	<i>Bulk Cables</i>	20.00%	25.00%	5.00%			6.65%	14.25%	39.90%			7.00%	15.00%	42.00%
		20.00%	25.50%	5.00%			12.83%	14.25%	39.90%					
Listen Technologies	<i>ADA Equipment</i>	28.00%	25.90%	29.00%		32.30%	23.75%	14.25%	11.40%		34.00%	25.00%	15.00%	12.00%
Logitech	<i>Computer Accessories</i>		5.00%	1.00%	17.10%		6.65%	14.25%	#VALUE!	18.00%		7.00%	15.00%	5-50%

	Cameras	5.00%	1.00%	17.10%		6.65%	14.25%	#VALUE!	18.00%	7.00%	15.00%	5-50%		
		5.00%	1.00%	17.10%		6.65%	14.25%	NA						
Mediavision	ADA Equipment	20.00%				6.65%	14.25%			7.00%	15.00%			
Mersive	BYOD Solutions	22.50%	28.50%	19.95%		19.00%	14.25%		21.00%	20.00%	15.00%			
Microsoft	Computer Accessories										15.00%			
Middle Atlantic	Racks	48.00%	45.00%	41.50%	42.75%	40.85%	4.75%	14.25%	28.50%	45.00%	43.00%	5.00%	15.00%	30.00%
	Rack Accessories	47.00%	45.00%	41.50%	42.75%	40.85%	4.75%	14.25%	14.25%	45.00%	43.00%	5.00%	15.00%	15.00%
		47.50%	45.00%	41.50%	42.75%	40.85%	4.75%	14.25%	21.38%					
Miller Millworks	Teaching Consoles			15.00%			6.65%	14.25%			7.00%	15.00%		
Mitsubishi	Projector Lamps	5.00%		1.00%			6.65%	14.25%	29.45%		7.00%	15.00%	31.00%	
NEC	Flat Screen Displays	30.00%	10.00%	29.00%	28.50%	10.83%	16.15%	14.25%	20.90%	30.00%	11.40%	17.00%	15.00%	22.00%
Newline	Interactive Displays	25.00%	34.50%	30.00%	19.00%			14.25%	19.95%	20.00%			15.00%	21.00%
	Interactive Display Accessories	20.00%	12.00%	20.00%	12.35%			14.25%	4.75%	13.00%			15.00%	5.00%
		22.50%	23.25%	25.00%	15.68%			14.25%	12.35%					
Panasonic	Flat Screen Displays	22.00%	22.00%	27.00%	15.20%	23.75%	11.40%	14.25%	4.75%	16.00%	25.00%	12.00%	15.00%	5.00%
	Projectors	38.00%	55.50%	46.00%	29.45%	45.89%	11.40%	14.25%	19.00%	31.00%	48.30%	12.00%	15.00%	20.00%
		30.00%	38.75%	36.50%	22.33%	34.82%	11.40%	14.25%	11.88%					
Peerless	Mounts	37.00%	40.00%	43.50%	36.10%	36.10%	20.90%	14.25%	45.60%	38.00%	38.00%	22.00%	15.00%	48.00%
	Ceiling Plates	37.00%	40.00%	43.50%	36.10%		20.90%	14.25%	45.60%	38.00%		22.00%	15.00%	48.00%
		37.00%	40.00%	43.50%	36.10%	NA	20.90%	14.25%	45.60%					
Planar	Video Displays	22.00%	21.00%	21.50%	19.95%			14.25%	14.25%	21.00%		15.00%	15.00%	9.00%
	Video Walls	22.00%	18.00%	21.50%	19.95%			14.25%	14.25%	21.00%		15.00%	15.00%	9.00%
	Computer Monitors	22.00%	20.00%	21.50%	19.95%			14.25%	14.25%	21.00%		15.00%	15.00%	9.00%
		22.00%	19.67%	21.50%	19.95%			14.25%	14.25%					
Prowise	Interactive Displays							33.25%	14.25%			35.00%	15.00%	
	Interactive Display Accessories							33.25%	14.25%			35.00%	15.00%	
								33.25%	14.25%					
QSC	DSP	38.00%	38.10%	20.00%	28.50%	39.90%	14.25%	14.25%	19.00%	30.00%	42.00%	15.00%	15.00%	20.00%
	Amplifiers	32.00%	38.10%	20.00%	28.50%	38.95%	14.25%	14.25%	23.75%	30.00%	41.00%	15.00%	15.00%	25.00%
		35.00%	38.10%	20.00%	28.50%	39.43%	14.25%	14.25%	21.38%					
RDL	Audio and AV Interface Products	38.00%	33.00%	30.00%		43.04%	14.25%	14.25%	19.00%		45.30%	15.00%	15.00%	20.00%
Revolabs	Microphone Systems	25.00%		31.00%		33.25%	19.00%	14.25%	14.25%		35.00%	20.00%	15.00%	15.00%
	Microphones	30.00%		31.00%		33.25%	19.00%	14.25%	9.50%		35.00%	20.00%	15.00%	10.00%
	Adapters	30.00%		31.00%		33.25%	19.00%	14.25%	9.50%		35.00%	20.00%	15.00%	10.00%
	Receivers	30.00%		31.00%		33.25%	19.00%	14.25%	9.50%		35.00%	20.00%	15.00%	10.00%
		28.75%		31.00%		33.25%	19.00%	14.25%	10.69%					
Samsung	Flat Screen Displays	25.50%	29.00%	25.65%	6.94%		16.15%	14.25%	8.55%	27.00%	7.30%	17.00%	15.00%	9.00%
Sanus	Mounts		37.00%	1.00%			6.65%	14.25%	23.75%			7.00%	15.00%	25.00%
Sennheiser	Microphones	4.00%	35.50%	35.00%	19.00%	42.75%	19.00%	14.25%	28.50%	20.00%	45.00%	20.00%	15.00%	30.00%
	Microphone Accessories	4.00%	35.50%	20.00%	19.00%	42.75%	19.00%	14.25%	9.50%	20.00%	45.00%	20.00%	15.00%	10.00%
		4.00%	35.50%	27.50%	19.00%	42.75%	19.00%	14.25%	19.00%					

Sharp	<i>Flat Screen Displays</i>	25.00%	22.00%	40.00%	31.35%	26.32%	10.45%	14.25%	NA	33.00%	27.70%	11.00%	15.00%	25-36%
Shure	<i>Microphone Systems</i>	33.00%	36.50%	28.00%	28.50%	32.30%	23.75%	14.25%	22.80%	30.00%	34.00%	25.00%	15.00%	24.00%
	<i>Microphones</i>	31.00%	35.00%	28.00%	28.50%	32.30%	23.75%	14.25%	19.00%	30.00%	34.00%	25.00%	15.00%	20.00%
	<i>Adapters</i>	25.00%	30.00%	28.00%	28.50%	32.30%	23.75%	14.25%	9.50%	30.00%	34.00%	25.00%	15.00%	10.00%
	<i>Receivers</i>	33.00%	34.90%	28.00%	28.50%	32.30%	23.75%	14.25%	19.00%	30.00%	34.00%	25.00%	15.00%	20.00%
		30.50%	34.10%	28.00%	28.50%	32.30%	23.75%	14.25%	17.58%					
SnapAV	<i>Racks</i>		39.00%	1.00%			6.65%	14.25%				7.00%	15.00%	
	<i>Rack Accessories</i>		39.00%	1.00%			6.65%	14.25%				7.00%	15.00%	
			39.00%	1.00%			6.65%	14.25%						
Sony	<i>Flat Screen Displays</i>	31.00%	29.00%	29.60%	27.55%	10.55%	23.75%	14.25%	6.65%	29.00%	11.10%	25.00%	15.00%	7.00%
	<i>Projectors</i>	53.00%	20%/55%	60.00%	44.65%	17.39%	23.75%	14.25%	14.25%	47.00%	18.30%	25.00%	15.00%	15.00%
	<i>Projector Lenses</i>	20.00%	22.00%	23.00%	15.20%	14.25%	23.75%	14.25%	0.95%	16.00%	15.00%	25.00%	15.00%	1.00%
	<i>Cameras</i>	34.00%	28.00%	37.00%	29.45%	10.64%	23.75%	14.25%	9.50%	31.00%	11.20%	25.00%	15.00%	10.00%
	<i>Camera Mounts</i>	27.00%	18.00%	15.00%	22.80%	10.64%	23.75%	14.25%	9.50%	24.00%	11.20%	25.00%	15.00%	10.00%
		33.00%	24.25%	32.92%	27.93%	12.69%	23.75%	14.25%	8.17%					
Spectrum	<i>Teaching Consoles/ Lecterns</i>		49.00%	51.00%	42.75%		6.65%	38.00%	38.00%	45.00%		7.00%	40.00%	40.00%
	<i>Collaborative Furniture</i>		49.00%	51.00%	42.75%		6.65%	38.00%	38.00%	45.00%		7.00%	40.00%	40.00%
	<i>Chairs</i>		49.00%	51.00%	42.75%		6.65%	38.00%	38.00%	45.00%		7.00%	40.00%	40.00%
	<i>Accessories</i>		49.00%	51.00%	42.75%		6.65%	38.00%	38.00%	45.00%		7.00%	40.00%	40.00%
			49.00%	51.00%	42.75%		6.65%	38.00%	38.00%					
T1V	<i>BYOD Solutions</i>			14.00%			14.25%	14.25%				15.00%	15.00%	
	<i>Video Walls</i>			9.00%			14.25%	14.25%				15.00%	15.00%	
				11.50%			14.25%	14.25%						
Triplite	<i>Power Solutions</i>	30.00%	24.00%	30.00%			19.00%	14.25%	14.25%			20.00%	15.00%	15.00%
Vaddio	<i>Cameras</i>	23.00%	22.90%	27.20%	19.95%	22.71%	11.40%	14.25%	10.45%	21.00%	23.90%	12.00%	15.00%	11.00%
	<i>Camera Mounts</i>	35.00%	32.00%	39.10%	19.95%	17.39%	11.40%	14.25%	10.45%	21.00%	18.30%	12.00%	15.00%	11.00%
	<i>Camera Controller</i>	30.00%	31.10%	34.40%	19.95%	17.39%	11.40%	14.25%	10.45%	21.00%	18.30%	12.00%	15.00%	11.00%
	<i>Camera systems</i>	30.00%	31.60%	32.40%	19.95%	17.39%	11.40%	14.25%	10.45%	21.00%	18.30%	12.00%	15.00%	11.00%
CORRECTION		29.50%	29.40%	33.28%	19.95%	18.72%	11.40%	14.25%	10.45%					
West Penn Wire	<i>Bulk Cables</i>	5.00%	34.50%	12.00%			6.65%	14.25%	14.25%			7.00%	15.00%	15.00%
Wolfvision	<i>Document Cameras</i>	18.00%		28.70%	19.95%		14.25%	19.00%	9.50%	21.00%		15.00%	20.00%	10.00%
	<i>Document Camera Accessories</i>	13.00%		17.00%	15.20%		14.25%	19.00%	4.75%	16.00%		15.00%	20.00%	5.00%
		15.50%		22.85%	17.58%		14.25%	19.00%	7.13%					