



ITB TITLE: MULTIMEDIA EQUIPMENT FY27

ITB NUMBER: 2025-13MCA

PROCUREMENT CONTACT: B. SARGENT

ITB OPENING DATE / TIME: 6/4/26 / 3:00PM

NOI POSTING TIME / DATE: 7/31/26

FROM: 7/31/26; 12:31 PM

TO: 8/3/26; 12:31PM

Page 1 of (multiple) Page(s)

NOTICE OF INTENT TO AWARD

Bid/Proposal tabulations with intended award(s) will be posted for review by interested parties on the Procurement Services solicitation webpage 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.

BIDDERS/PROPOSERS

Please see below page 4-5.

Remarks: Intended awardees are listed on page(s) 4-5.

Invitation to Bid 2025-13MCSA - Multimedia Equipment
Summary of Awards

Brand	Primary Awardee	Secondary Awardee	
AC Infinity	BH Foto	Bluum	
APC	Anuvision	AVI-SPL	
Hall Research/ Atlona	Smileys	Graybar	
Audiocodes	Church	Unicom	
Avermedia	ProMedia	Anuvision	***see below
AVFI Furniture	Ford AV	ProMedia	
Audio Technica	Smileys	Solotech	
Barco	Church	Anuvision	
Belden	Graybar	Anuvision	
BlackMagic Designs	AVI-SPL	Church	***see below
BSS	Anuvision	Solotech	
Biamp	Anuvision	Smileys	
Catchbox	Smileys	AVI-SPL	
C2G (by Legrand)	Smileys	Graybar	***see below
Christie Digital	Solotech	Church	
Chief (by Legrand)	AVI-SPL	Smileys	***see below
Cisco	AVI-SPL	Anuvision	***see below
ClearOne	AVI-SPL	Anuvision	***see below
Clear Touch	AVI-SPL	Forte-AVI Sys	
Connectrac (by Legrand)	ProMedia	Anuvision	
COVID	Anuvision	AVI-SPL	
Crestron	AVI-SPL	Smileys	
Crown	Anuvision	Smileys	***see below
DaLite	ProMedia	AVI	
Dell	Bluum	Ford-AV	
Digital Projections	Church	Solotech	
Draper	Ford-AV	Church	
Elite Screens	AVI-SPL	ProMedia	
Elmo	Smileys	Anuvision	

Remarks: Intended awardees are listed on page(s) 4-5.

Elo Touch Solutions	ProMedia	Church	***see below
Epiphan	AVI-SPL	Solotech	***see below
Epson	Smileys	Solotech	
Extreme Networks	Anuvision	AVI-SPL	***see below
Extron	Anuvision	AVI-SPL	
FSR	Solotech	AVI-SPL	
Garvin (by Southwire)	ProMedia	Church	***see below
Gefen	Anuvision	BH Foto	
Heckler	Anuvision	AVI-SPL	
Holosonics	Anuvision	ProMedia	***see below
Hovercam	Anuvision	Smileys	
HP	AVI-SPL	Unicom	
Hubbell	Church	Anuvision	
Huddlecum	BH Foto	Anuvision	
Huddly	Smileys	Unicom	
Intel	ProMedia	BH Foto	
JBL	Anuvision	Solotech	
Kensington	Anuvision	ProMedia	***see below
Kramer	Smileys	Anuvision	
LG	Anuvision	ProMedia	
Liberty	Anuvision	AVI-SPL	
Listen Technologies	Smileys	Solotech	
Netgear	Anuvision	Smileys	
Logitech	AVI-SPL	Anuvision	
Lowell Manufacturing	Ford AV	BH Foto	
Marshall Furniture	ProMedia	Ford - AV	
MaxHub	Church	ProMedia	
Mersive	Anuvision	AVI-SPL	
Microsoft	Church	ProMedia	***see below
Middle Atlantic	Anuvision	Graybar	***see below
Miller Millworks	ProMedia	AVI - SPL	
Newline	Smileys	AVI-SPL	***see below
Panasonic	Smileys	Solotech	

Remarks: Intended awardees are listed on page(s) 4-5.

Peerless	Anuvision	Bluum	
Planar	Anuvision	AVI-SPL	
Prowise	Promedia	Church	
PTZOptics	BH Foto	AVI-SPL	
Rode	AVI-SPL	Church	***see below
QSC	AVI-SPL	Promedia	***see below
RDL	AVI-SPL	Anuvision	
Samsung	Promedia	Anuvision	
Sanus	AVI-SPL	BH Foto	
Sennheiser	Anuvision	AVI-SPL	
Sharp/NEC	Church	Anuvision	
Shure	AVI-SPL	Anuvision	
Sonic Shock Corporation	Promedia	AVI-SPL	***see below
Sony	Smileys	Anuvision	
Sound Control Technologies	Smileys	Anuvision	***see below
Southwire	Church	Promedia	
Spectrum Industries	AVI-SPL	Anuvision	
T1V	Anuvision	AVI-SPL	
Triplite	Graybar	Anuvision	
Vaddio	Promedia	Smileys	
Viewsonic	AVI-SPL	Anuvision	***see below
Visionary Solutions	Bluum	Unicom	
Wacom	Anuvision	Promedia	
West Penn Wire	Anuvision	Solotech	
Wolfvision	Anuvision	AVI-SPL	***see below
Yamaha UC	Solotech	Church	***see below
Yealink	Promedia	Anuvision	***see below

Remarks: Intended awardees are listed on page(s) 4-5.

Note: Award determined by "coin toss" for suppliers who bid identical ties, per section 19 of the ITB document which reads, "19. IDENTICAL TIE BIDS: When multiple responses that are equal in all respects are received, the University will give preference to responses that include commodities manufactured in the state, Florida businesses, or foreign manufacturers located in the state to determine the contract award, or, if these conditions do not exist, will use a coin toss.

Tie Breakers

Avermedia	Tie for primary, Promedia wins coin flip
BlackMagic Designs	Tie for secondary, Church wins coin flip
Chief (by Legrand)	Tie for primary, AVI-SPL wins coin flip
Cisco	Tie for secondary, Anuvision wins, in-state
ClearOne	Tie for secondary, Anuvision wins coin flip
Crown	Tie for primary, Anuvision wins coin flip
Elo Touch Solutions	Tie for secondary, Church wins coin flip
Epiphan	3-way tie for secondary. Solotech wins (Anu:HH, Solo:TT, Promedia HT).
Extreme Networks	Tie for primary, Anuvision wins coin flip
Garvin (by Southwire)	Tie for primary, Promedia wins coin flip
Holosonics	Tie for primary, Anuvision wins coin flip
Kensington	Tie for primary, Anuvision wins coin flip
Microsoft	Tie for secondary, Promedia wins coin toss
Middle Atlantic	Tie for primary, Anuvision wins, in-state
Newline	Tie for primary, Smileys wins coin toss
Rode	Tie for primary, AVI-SPL wins coin toss
QSC	Tie for secondary, Promedia wins coin toss
Sonic Shock Corporation	Tie for secondary, AVI-SPL wins coin toss
Sound Control Technologies	Tie for primary, Smileys wins coin toss
Viewsonic	Tie for primary, AVI-SPL wins coin toss
Wolfvision	Tie for secondary, AVI-SPL wins coin toss
Yamaha UC	Tie for primary, Solotech wins coin toss
Yealink	Tie for primary, Promedia wins coin toss

Remarks: Intended awardees are listed on page(s) 4-5.

DISCOUNTED PERCENTAGE FROM MSRP - ITB 2025-13MCA

****Accessories not included in low bid tabulation. For documentation purposes only.**

Primary Award		In-State of Florida Bidders Discounts - In-state suppliers receive a 5% preference							Out-of-State Bidders Discounts					
Secondary Award														
Did not bid on all main categories														
BRAND	CATEGORY	Anuvision	Smileys	Solotech	Aligned Scope	S ProMedia	AVI-SPL	Church Interiors	Unicom Govt	Bluum USA	BH Foto	AVI Systems	Ford AV	Graybar
AC Infinity	All	0.00%	NB	13.00%		10.00%	NB	5.00%	NB	22.00%	25.00%	NB	NB	NB
		0.00%		13.65%		10.50%		5.25%	NB	22.00%	25.00%	NB	NB	NB
	**Accessories/Peripherals	0.00%	NB	13.00%		10.00%	NB	5.00%	NB	10.00%	25.00%	NB	NB	NB
APC	Power	35.00%	NB	24.00%		15.00%	30.00%	25.00%	15-45%	5.00%	10.00%	NB	6.00%	30.00%
	**Accessories/Peripherals	10.00%	NB	24.00%		15.00%	15.00%	25.00%	15-45%	10.00%	10.00%	NB	6.00%	30.00%
Hall Research/ Atlona	Control System	36.00%	41.00%	NB		15.00%	25.00%	30.00%	NB	30.00%	25.00%	NB	21.00%	37.00%
	Audio Equipment/Processors	36.00%	41.00%	NB		15.00%	25.00%	30.00%	NB	25.00%	25.00%	NB	21.00%	37.00%
	Switchers	36.00%	41.00%	NB		15.00%	25.00%	30.00%	NB	35.00%	25.00%	NB	21.00%	37.00%
	Signal Distribution	36.00%	41.00%	NB		15.00%	25.00%	30.00%	NB	30.00%	25.00%	NB	21.00%	37.00%
	Touch Panels	36.00%	41.00%	NB		15.00%	25.00%	30.00%	NB	30.00%	25.00%	NB	21.00%	37.00%
	Conferencing equipment	36.00%	41.00%	NB		15.00%	25.00%	30.00%	NB		25.00%	NB	21.00%	37.00%
	Monitoring Software	36.00%	41.00%	NB		15.00%	25.00%	30.00%	NB		25.00%	NB	21.00%	37.00%
	Cables/Connectors	10.00%	41.00%	NB		15.00%	25.00%	30.00%	NB		25.00%	NB	21.00%	37.00%
	Cameras	20.00%	41.00%	NB		15.00%	25.00%	30.00%	NB		25.00%	NB	21.00%	37.00%
	Wireless Content Sharing	20.00%	41.00%	NB		15.00%	25.00%	30.00%	NB	30.00%	25.00%	NB	21.00%	37.00%
		30.20%	41.00%	#DIV/0!	#DIV/0!	15.00%	25.00%	30.00%	#DIV/0!	30.00%	25.00%	#DIV/0!	21.00%	37.00%
	**Accessories/Peripherals	10.00%	20.00%	NB		15.00%	25.00%	30.00%	NB	10.00%	25.00%	NB	21.00%	37.00%
Audiocodes	All	0.00%	NB	NB		10.00%	NB	13.00%	12.00%	NB	9.00%		NB	NB
	**Accessories/Peripherals	0.00%	NB	NB		10.00%	NB	13.00%	12.00%	NB	9.00%	NB	NB	NB
Avermedia	Signal Capture	15.00%	NB	NB		15.00%	NB	10.00%	7.00%	10.00%	5.00%	NB	6.00%	NB
	Microphones	15.00%	NB	NB		15.00%	NB	10.00%	7.00%	10.00%	0.00%	NB	6.00%	NB
	Cameras	15.00%	NB	NB		15.00%	NB	10.00%	7.00%	10.00%	10.00%	NB	6.00%	NB
		15.00%	#DIV/0!	#DIV/0!	#DIV/0!	15.00%	#DIV/0!	10.00%	7.00%	10.00%	5.00%	#DIV/0!	6.00%	#DIV/0!
	**Accessories/Peripherals	10.00%	NB	NB		15.00%	NB	10.00%	7.00%	10.00%	10.00%	NB	6.00%	NB
AVFI Furniture	Furniture	25.00%	NB	NB		35.00%	32.00%	10.00%	20.00%	35.00%	NB	NB	38.00%	NB
	**Accessories/Peripherals	15.00%	NB	NB		35.00%	15.00%	10.00%	20.00%	10.00%	NB	NB	38.00%	NB
Audio Technica	Microphone	25.00%	44.50%	26.50%		15.00%	22.00%	15.00%	NB	20.00%	25.00%	NB	13.00%	NB
	Audio Equipment	25.00%	44.50%	26.50%		15.00%	15.00%	15.00%	NB	20.00%	25.00%	NB	13.00%	NB
		25.00%	44.50%	26.50%	#DIV/0!	15.00%	18.50%	15.00%	#DIV/0!	20.00%	25.00%	#DIV/0!	13.00%	#DIV/0!
	**Accessories/Peripherals	10.00%	10.00%	25.00%		15.00%	NB	15.00%	NB	10.00%	25.00%	NB	13.00%	NB
Barco	Projectors	30.00%	NB	25.20%		25.00%	25.00%	35.00%	20.00%	5.00%	25.00%	NB	16.00%	NB
	Video Wall	30.00%	NB	5.00%		25.00%	NB	35.00%	20.00%	16.00%	19.00%	NB	16.00%	NB
	Video Equipment	25.00%	NB	19.00%		25.00%	25.00%	35.00%	20.00%	20.00%	25.00%	NB	16.00%	NB

		28.33%	NB	16.40%	#DIV/0!	25.00%	25.00%	35.00%	20.00%	13.67%	23.00%	#DIV/0!	16.00%	#DIV/0!
	**Accessories/Peripherals	25.00%	NB	15.00%		25.00%	20.00%	35.00%	5.00%	10.00%	6.00%	NB	16.00%	NB
Belden	Cable/Connectors	25.00%	NB	NB		15.00%	20.00%	15.00%	NB	35.00%	8.00%	NB	13.00%	45.00%
	Racks, Cabinets & Cable Management	25.00%	NB	NB		15.00%	20.00%	15.00%	NB	NB	5.00%	NB	13.00%	30.00%
		25.00%	NB	#DIV/0!	#DIV/0!	15.00%	20.00%	15.00%	#DIV/0!	35.00%	6.50%	#DIV/0!	13.00%	37.50%
	**Accessories/Peripherals	20.00%	NB	NB		15.00%	20.00%	15.00%	NB	10.00%	8.00%	NB	13.00%	40.00%
BlackMagic Designs	Signal Distribution	10.00%	NB	NB		15.00%	16.00%	15.00%	NB	15.00%	13.00%	NB	3.00%	NB
	Signal Capture	10.00%	NB	NB		15.00%	16.00%	15.00%	NB	10.00%	13.00%	NB	3.00%	NB
	Cameras	10.00%	NB	NB		15.00%	16.00%	15.00%	NB	10.00%	13.00%	NB	3.00%	NB
		10.00%	NB	#DIV/0!	#DIV/0!	15.00%	16.00%	15.00%	#DIV/0!	11.67%	13.00%	#DIV/0!	3.00%	#DIV/0!
	**Accessories/Peripherals	10.00%	NB	NB		15.00%	16.00%	15.00%	NB	10.00%	13.00%	NB	3.00%	NB
BSS	Audio Equipment/Processors	50.00%	NB	48.50%		10.00%	43.00%	20.00%	NB	40.00%	24.00%	NB	17.00%	NB
	**Accessories/Peripherals	30.00%	NB	31.00%		10.00%	25.00%	20.00%	NB	10.00%	24.00%	NB	17.00%	NB
Biamp	Control System	48.00%	48.00%	NB		35.00%	42.00%	40.00%	20.00%	NB	NB	5.00%	36.00%	NB
	Audio Equipment/Processors	48.00%	48.00%	NB		35.00%	42.00%	40.00%	20.00%	40.00%	NB	5.00%	36.00%	NB
	Switchers	48.00%	48.00%	NB		35.00%	42.00%	40.00%	20.00%	NB	NB	5.00%	36.00%	NB
	Signal Distribution	48.00%	48.00%	NB		35.00%	42.00%	40.00%	20.00%	40.00%	NB	5.00%	36.00%	NB
	Touch Panels	48.00%	48.00%	NB		35.00%	42.00%	40.00%	20.00%	NB	NB	5.00%	36.00%	NB
	Conferencing equipment	48.00%	48.00%	NB		35.00%	42.00%	40.00%	20.00%	40.00%	NB	5.00%	36.00%	NB
	Sound Masking	48.00%	48.00%	NB		35.00%	42.00%	40.00%	20.00%	15.00%	NB	5.00%	36.00%	NB
	Monitoring Software	48.00%	48.00%	NB		35.00%	42.00%	40.00%	15.00%	15.00%	NB	5.00%	36.00%	NB
	Speakers	48.00%	46.50%	NB		35.00%	42.00%	40.00%	10.00%	40.00%	NB	5.00%	36.00%	NB
		48.00%	47.83%	#DIV/0!	#DIV/0!	35.00%	42.00%	40.00%	18.33%	31.67%	#DIV/0!	5.00%	36.00%	#DIV/0!
	**Accessories/Peripherals	45.00%	20.00%	NB		35.00%	42.00%	40.00%	10.00%	10.00%	NB	5.00%	36.00%	NB
Catchbox	Microphones	15.00%	22.50%	NB		10.00%	21.00%	15.00%	NB	5.00%	NB	NB	NB	NB
	Audio Equipment	15.00%	22.50%	NB		10.00%	21.00%	15.00%	NB	NB	NB	NB	NB	NB
		15.00%	22.50%	#DIV/0!	#DIV/0!	10.00%	21.00%	15.00%	#DIV/0!	5.00%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	**Accessories/Peripherals	15.00%	10.00%	NB		10.00%	21.00%	15.00%	NB	10.00%	NB	NB	NB	NB
C2G (by Legrand)	Cable/Connectors	40.00%	45.00%	NB		35.00%	40.00%	25.00%	7.00%	40.00%	25.00%	30.00%	21.00%	45.00%
	Signal Distribution	40.00%	45.00%	NB		35.00%	40.00%	25.00%	7.00%	35.00%	25.00%	30.00%	21.00%	45.00%
	Control System	40.00%	45.00%	NB		35.00%	40.00%	25.00%	7.00%	NB	25.00%	30.00%	21.00%	45.00%
	Audio Equipment/Processors	40.00%	45.00%	NB		35.00%	40.00%	25.00%	7.00%	NB	25.00%	30.00%	21.00%	45.00%
		40.00%	45.00%	#DIV/0!	#DIV/0!	35.00%	40.00%	25.00%	7.00%	37.50%	25.00%	30.00%	21.00%	45.00%
	**Accessories/Peripherals	40.00%	10.00%	NB		35.00%	25.00%	25.00%	7.00%	10.00%	25.00%	30.00%	21.00%	45.00%
Christie Digital	Projectors	15.00%	NB	23.00%		15.00%	17.00%	20.00%	10.00%	10.00%	10.00%	NB	6.00%	NB
	Video Wall	15.00%	NB	23.00%		15.00%	15.00%	20.00%	8.00%	NB	10.00%	NB	6.00%	NB

	Video Equipment	15.00%	NB	23.00%		15.00%	15.00%	20.00%	8.00%	NB	10.00%	NB	6.00%	NB
		15.00%	NB	23.00%	#DIV/0!	15.00%	15.67%	20.00%	8.67%	10.00%	10.00%	#DIV/0!	6.00%	#DIV/0!
	**Accessories/Peripherals	15.00%	NB	17.00%		15.00%	15.00%	20.00%	5.00%	10.00%	10.00%	NB	6.00%	NB
Chief (by Legrand)	Mounting Hardware	30.00%	38.00%	NB		35.00%	38.00%	20.00%	22.00%	28.00%	29.00%	20.00%	31.00%	37.00%
	**Accessories/Peripherals	30.00%	10.00%	NB		35.00%	38.00%	20.00%	10.00%	10.00%	29.00%	20.00%	31.00%	37.00%
Cisco	Conferencing equipment	20.00%	NB	NB		15.00%	21.00%	5.00%	20.00%	5.00%	25.00%	NB	17.00%	NB
	Network Switches	20.00%	NB	NB		15.00%	21.00%	5.00%	20.00%	5.00%	17.00%	NB	17.00%	NB
		20.00%	NB	#DIV/0!	#DIV/0!	15.00%	21.00%	5.00%	20.00%	5.00%	21.00%	#DIV/0!	17.00%	#DIV/0!
	**Accessories/Peripherals	20.00%	NB	NB		15.00%	21.00%	5.00%	20.00%	5.00%	14.00%	NB	17.00%	NB
ClearOne	Microphones	25.00%	NB	NB		10.00%	25.50%	25.00%	NB	20.00%	16.00%	NB	13.00%	NB
	Audio Equipment/Processors	25.00%	NB	NB		10.00%	25.50%	25.00%	NB	20.00%	16.00%	NB	13.00%	NB
		25.00%	#DIV/0!	#DIV/0!	#DIV/0!	10.00%	25.50%	25.00%	#DIV/0!	20.00%	16.00%	#DIV/0!	13.00%	#DIV/0!
	**Accessories/Peripherals	20.00%	NB	NB		10.00%	25.50%	25.00%	NB	10.00%	16.00%	NB	13.00%	NB
Clear Touch	Interactive Displays	0.00%	NB	NB		10.00%	18.00%	5.00%	NB	15.00%	NB	19.00%	NB	NB
	Mounts/Carts/Accessories	0.00%	NB	NB		10.00%	18.00%	5.00%	NB	NB	NB	13.00%	NB	NB
	Video Wall	0.00%	NB	NB		10.00%	18.00%	5.00%	NB	NB	NB	13.00%	NB	NB
		0.00%	#DIV/0!	#DIV/0!	#DIV/0!	10.00%	18.00%	5.00%	#DIV/0!	15.00%	#DIV/0!	15.00%	#DIV/0!	#DIV/0!
	**Accessories/Peripherals	0.00%	NB	NB		10.00%	18.00%	5.00%	NB	10.00%	NB	5.00%	NB	NB
Connectrac (by Legrand)	Raceway	30.00%	NB	NB		35.00%	25.00%	20.00%	20.00%	25.00%	NB	NB	NB	NB
	Power	30.00%	NB	NB		35.00%	25.00%	20.00%	20.00%	NB	NB	NB	NB	NB
		30.00%	#DIV/0!	#DIV/0!	#DIV/0!	35.00%	25.00%	20.00%	20.00%	25.00%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	**Accessories/Peripherals	30.00%	NB	NB		35.00%	25.00%	20.00%	20.00%	10.00%	NB	NB	NB	NB
COVID		45.00%	NB	NB		15.00%	35.00%	NB	NB	20.00%	NB	NB	26.00%	NB
	**Accessories/Peripherals	45.00%	NB	NB		15.00%	35.00%	NB	NB	10.00%	NB	NB	26.00%	NB
Crestron	Control System	48.00%	53.00%	53.10%		35.00%	53.50%	40.00%	20.00%	45.00%	25.00%	30.00%	36.00%	NB
	Audio Equipment/Processors	48.00%	53.00%	53.10%		35.00%	53.50%	40.00%	20.00%	40.00%	25.00%	30.00%	36.00%	NB
	Switchers	48.00%	52.50%	53.10%		35.00%	53.50%	40.00%	20.00%	40.00%	25.00%	30.00%	36.00%	NB
	Signal Distribution	48.00%	53.00%	53.10%		35.00%	53.50%	40.00%	20.00%	40.00%	25.00%	30.00%	36.00%	NB
	Touch Panels	48.00%	53.00%	53.10%		35.00%	53.50%	40.00%	20.00%	40.00%	25.00%	30.00%	36.00%	NB
	Conferencing equipment	48.00%	53.00%	53.10%		35.00%	53.50%	40.00%	20.00%	40.00%	41.00%	30.00%	36.00%	NB
	Monitoring Software	48.00%	55.00%	53.10%		35.00%	53.50%	40.00%	20.00%	40.00%	0.00%	30.00%	36.00%	NB
	Lighting	48.00%	55.00%	53.10%		35.00%	53.50%	40.00%	20.00%	NB	25.00%	5.00%	36.00%	NB
	Cable/Connectors	48.00%	53.00%	53.10%		35.00%	53.50%	40.00%	20.00%	40.00%	25.00%	30.00%	36.00%	NB
	Cameras	48.00%	53.00%	53.10%		35.00%	53.50%	40.00%	20.00%	25.00%	44.00%	30.00%	36.00%	NB
	Wireless Content sharing	48.00%	53.00%	53.10%		35.00%	53.50%	40.00%	20.00%	40.00%	25.00%	30.00%	36.00%	NB
	AV Back Boxes/Infrastructure	48.00%	61.00%	53.10%		35.00%	53.50%	40.00%	20.00%	NB	25.00%	30.00%	36.00%	NB

	Network Switches - NETGEAR Network Switches	48.00%	46.00%	53.10%		35.00%	53.50%	40.00%	6.00%	5.00%	NB	30.00%	15.00%	NB
	Network Switches - Crestron Network Switches	48.00%	53.00%	53.10%		35.00%	53.50%	40.00%	6.00%	NB	NB	30.00%	36.00%	NB
		48.00%	53.32%	53.10%	#DIV/0!	35.00%	53.50%	40.00%	18.00%	35.91%	25.83%	28.21%	34.50%	#DIV/0!
	**Accessories/Peripherals	25.00%	20.00%	53.10%		35.00%	53.50%	40.00%	6.00%	10.00%	25.00%	5.00%	36.00%	NB
Crown	Audio Equipment/Processors	50.00%	50.00%	39.00%		15.00%	40.00%	30.00%	NB	35.00%	NB	NB	30.00%	NB
	**Accessories/Peripherals	50.00%	10.00%	19.00%		15.00%	40.00%	30.00%	NB	10.00%	NB	NB	30.00%	NB
DaLite	Projection Screens	30.00%	28.00%	NB	7.00%	35.00%	32.50%	28.00%	20.00%	26.00%	20.00%	18.00%	27.00%	32.00%
	**Accessories/Peripherals	30.00%	10.00%	NB	NB	35.00%	5.00%	28.00%	7.00%	10.00%	19.00%	5.00%	27.00%	32.00%
Dell	Computing	0.00%	NB	NB	3.00%	5.00%	10.00%	10.00%	10.00%	20.00%	1.00%	NB	17.00%	NB
	Monitors	0.00%	NB	NB	3.00%	5.00%	10.00%	10.00%	10.00%	20.00%	20.00%	NB	17.00%	NB
	Computing Accessories	0.00%	NB	NB	3.00%	5.00%	10.00%	10.00%	10.00%	20.00%	19.00%	NB	17.00%	NB
		0.00%	#DIV/0!	#DIV/0!	3.00%	5.00%	10.00%	10.00%	10.00%	20.00%	13.33%	#DIV/0!	17.00%	#DIV/0!
	**Accessories/Peripherals	0.00%	NB	NB	NB	5.00%	10.00%	10.00%	10.00%	10.00%	12.00%	NB	17.00%	NB
Digital Projections	Projectors	15.00%	NB	19.00%		10.00%	12.00%	25.00%	NB	5.00%	NB	NB	15.00%	NB
	Video Wall	15.00%	NB	19.00%		10.00%	12.00%	25.00%	NB	NB	NB	NB	15.00%	NB
	Video Equipment	15.00%	NB	19.00%		10.00%	12.00%	25.00%	NB	NB	NB	NB	15.00%	NB
		15.00%	#DIV/0!	19.00%	#DIV/0!	10.00%	12.00%	25.00%	#DIV/0!	5.00%	#DIV/0!	#DIV/0!	15.00%	#DIV/0!
	**Accessories/Peripherals	15.00%	NB	19.00%		10.00%	12.00%	25.00%	NB	10.00%	NB	NB	15.00%	NB
Draper	Projection Screens	25.00%	NB	20.00%		15.00%	26.00%	28.00%	NB	25.00%	27.00%	5.00%	36.00%	NB
	Mounting Hardware	25.00%	NB	16.00%		15.00%	15.00%	28.00%	NB	NB	NB	5.00%	36.00%	NB
	Projector lifts	25.00%	NB	20.00%		15.00%	15.00%	28.00%	NB	NB	NB	1.00%	36.00%	NB
		25.00%	#DIV/0!	18.67%	#DIV/0!	15.00%	18.67%	28.00%	#DIV/0!	25.00%	27.00%	3.67%	36.00%	#DIV/0!
	**Accessories/Peripherals	10.00%	NB	15.00%		15.00%	15.00%	28.00%	NB	10.00%	NB	5.00%	36.00%	NB
Elite Screens	Projection Screens	0.00%	NB	NB		10.00%	12.00%	6.00%	NB	NB	1.00%	NB	NB	NB
	**Accessories/Peripherals	0.00%	NB	NB		10.00%	12.00%	6.00%	NB	NB	1.00%	NB	NB	NB
Elmo	Projectors	0.00%	40.00%	NB		10.00%	20.00%	20.00%	NB	NB	10.00%	NB	15.00%	NB
	Document Cameras	35.00%	40.00%	NB		10.00%	20.00%	20.00%	NB	20.00%	29.00%	NB	15.00%	NB
	Interactive Displays	35.00%	55.00%	NB		10.00%	20.00%	20.00%	NB	NB	25.00%	NB	15.00%	NB
	Control Systems	35.00%	33.00%	NB		10.00%	20.00%	20.00%	NB	NB	25.00%	NB	15.00%	NB
		26.25%	42.00%	#DIV/0!	#DIV/0!	10.00%	20.00%	20.00%	#DIV/0!	20.00%	22.25%	#DIV/0!	15.00%	#DIV/0!
	**Accessories/Peripherals	10.00%	10.00%	NB		10.00%	20.00%	20.00%	NB	10.00%	23.00%	NB	15.00%	NB
Elo Touch Solutions	All	0.00%	NB	NB	3.00%	15.00%	10.00%	10.00%	NB	10.00%	9.00%	NB	NB	NB

	**Accessories/Peripherals	0.00%	NB	NB		15.00%	10.00%	6.00%	NB	10.00%	9.00%	NB	NB	NB
Epiphan	Signal Distribution	15.00%	NB	15.00%		15.00%	15.25%	5.00%	NB	10.00%	11.00%	NB	6.00%	NB
	Signal Capture	15.00%	NB	15.00%		15.00%	15.25%	5.00%	NB	10.00%	11.00%	NB	6.00%	NB
		15.00%	#DIV/0!	15.00%	#DIV/0!	15.00%	15.25%	5.00%	#DIV/0!	10.00%	11.00%	#DIV/0!	6.00%	#DIV/0!
	**Accessories/Peripherals	15.00%	NB	10.00%		15.00%	15.25%	5.00%	NB	10.00%	11.00%	NB	6.00%	NB
Epson	Fixed Lens Projectors, Powerlite Lamp, Up to 5500 lumens	40.00%	56.00%	54.00%		15.00%	20.00%	20.00%	5-20%	brighter futur	N/A	45.00%	4.00%	NB
	Fixed lens projectors, PowerLite (L), Laser, Up to-7,000 lumens	40.00%	58.00%	57.00%		15.00%	20.00%	20.00%	5-20%	brighter futur	N/A	45.00%	4.00%	NB
	Interchangeable lens projectors (EB-PU), Laser, 4Ke resolution, 6,000-8,500 lumens	40.00%	58.00%	57.00%		15.00%	20.00%	20.00%	5-20%	brighter futur	N/A	45.00%	4.00%	NB
	Interchangeable lens projectors (EB-PU), Laser, 4Ke resolution, 10,000-16,000 lumens	40.00%	61.00%	60.00%		15.00%	20.00%	20.00%	5-20%	brighter futur	N/A	45.00%	4.00%	NB
	Interchangeable lens projectors (EB-PU), Laser, 4Ke resolution, 20,000-30,000 lumens	40.00%	60.00%	60.00%		15.00%	20.00%	20.00%	5-20%	brighter futur	N/A	45.00%	4.00%	NB
	Lens options	40.00%	53.00%	55.00%		15.00%	20.00%	20.00%	5-20%	brighter futur	N/A	44.00%	4.00%	NB
	Document Cameras	40.00%	53.00%	53.00%		15.00%	20.00%	20.00%	5-20%	brighter futur	N/A	45.00%	4.00%	NB
		40.00%	57.00%	50.00%	#DIV/0!	15.00%	20.00%	20.00%	#DIV/0!	#DIV/0!	#DIV/0!	44.86%	4.00%	#DIV/0!
	**Accessories/Peripherals	10.00%	10.00%	50.00%		15.00%	10.00%	20.00%	5-20%	brighter futur	8.00%	5.00%	4.00%	NB
Extreme Networks	Network Switches	20.00%	NB	NB		15.00%	20.00%	10.00%	20.00%	NB	NB	NB	NB	NB
	**Accessories/Peripherals	20.00%	NB	NB		15.00%	20.00%	10.00%	20.00%	NB	NB	NB	NB	NB
Extron	Control System	44.00%	NB	42.10%		15.00%	42.25%	40.00%	20.00%	43.00%	NB	NB	36.00%	NB
	Audio Equipment/Processors	44.00%	NB	42.10%		15.00%	42.25%	40.00%	20.00%	40.00%	NB	NB	36.00%	NB
	Switchers	44.00%	NB	42.10%		15.00%	42.25%	40.00%	20.00%	43.00%	NB	NB	36.00%	NB
	Signal Distribution	44.00%	NB	42.10%		15.00%	42.25%	40.00%	20.00%	43.00%	NB	NB	36.00%	NB
	Touch Panels	44.00%	NB	42.10%		15.00%	42.25%	40.00%	20.00%	NB	NB	NB	36.00%	NB
	Conferencing equipment	44.00%	NB	42.10%		15.00%	42.25%	40.00%	20.00%	43.00%	NB	NB	36.00%	NB
		44.00%	#DIV/0!	42.10%	#DIV/0!	15.00%	42.25%	40.00%	20.00%	42.40%	#DIV/0!	#DIV/0!	36.00%	#DIV/0!
	**Accessories/Peripherals	44.00%	NB	42.10%		15.00%	42.25%	40.00%	20.00%	10.00%	NB	NB	36.00%	NB
FSR	Network Switches	20.00%	NB	22.50%		15.00%	22.00%	20.00%	NB	15.00%	19.00%	NB	11.00%	NB
	AV Back Boxes/Infrastructure	20.00%	NB	22.50%		15.00%	22.00%	20.00%	NB	15.00%	19.00%	NB	11.00%	NB
	Signal Distribution	20.00%	NB	22.50%		15.00%	22.00%	20.00%	NB	NB	19.00%	NB	11.00%	NB
	Control Systems	20.00%	NB	22.50%		15.00%	22.00%	20.00%	NB	NB	19.00%	NB	11.00%	NB
	Cable/Connectors	20.00%	NB	22.50%		15.00%	22.00%	20.00%	NB	NB	19.00%	NB	11.00%	NB
	Switchers	20.00%	NB	22.50%		15.00%	22.00%	20.00%	NB	NB	19.00%	NB	11.00%	NB
		20.00%	#DIV/0!	22.50%	#DIV/0!	15.00%	22.00%	20.00%	#DIV/0!	15.00%	19.00%	#DIV/0!	11.00%	#DIV/0!
	**Accessories/Peripherals	20.00%	NB	22.50%		15.00%	22.00%	20.00%	NB	10.00%	19.00%	NB	11.00%	NB

Garvin (by Southwire)	All	0.00%	NB	NB		15.00%	NB	15.00%	NB	NB	NB	NB	NB	NB
	**Accessories/Peripherals	0.00%	NB	NB		15.00%	NB	15.00%	NB	NB	NB	NB	NB	NB
Gefen	Signal Distribution	30.00%	NB	NB		15.00%	20.00%	22.00%	20-35%	NB	25.00%	NB	NB	NB
	Switchers	30.00%	NB	NB		15.00%	20.00%	22.00%	20-35%	NB	40.00%	NB	NB	NB
	Cables/Adapters/Connectors	30.00%	NB	NB		15.00%	20.00%	22.00%	20-35%	NB	25.00%	NB	NB	NB
		30.00%	#DIV/0!	#DIV/0!	#DIV/0!	15.00%	20.00%	22.00%	#DIV/0!	#DIV/0!	30.00%	#DIV/0!	#DIV/0!	#DIV/0!
	**Accessories/Peripherals	30.00%	NB	NB		15.00%	20.00%	22.00%	20-35%	NB	25.00%	NB	NB	NB
Heckler	Furniture	20.00%	10.00%	NB		15.00%	18.00%	10.00%	12.00%	NB	15.00%	NB	6.00%	NB
	**Accessories/Peripherals	20.00%	10.00%	NB		15.00%	18.00%	10.00%	12.00%	NB	15.00%	NB	6.00%	NB
Holosonics	Audio Equipment	15.00%	NB	NB		15.00%	10.00%	10.00%	NB	NB	NB	NB	NB	NB
	**Accessories/Peripherals	15.00%	NB	NB		15.00%	10.00%	10.00%	NB	NB	NB	NB	NB	NB
Hovercam	Document Cameras	35.00%	35.00%	NB		15.00%	25.00%	12.00%	NB	5.00%	25.00%	NB	NB	NB
	eGlass Products	35.00%	26.00%	NB		15.00%	15.00%	12.00%	NB	NB	24.00%	NB	NB	NB
		35.00%	30.50%	#DIV/0!	#DIV/0!	15.00%	20.00%	12.00%	#DIV/0!	5.00%	24.50%	#DIV/0!	#DIV/0!	#DIV/0!
	**Accessories/Peripherals	10.00%	10.00%	NB		15.00%	15.00%	12.00%	NB	10.00%	10.00%	NB	NB	NB
HP	HPI	0.00%	NB	NB		5.00%	15.00%	3.00%	10.00%	1.00%	NB	NB	NB	NB
	HPE	0.00%	NB	NB		5.00%	15.00%	3.00%	10.00%	1.00%	NB	NB	NB	NB
		0.00%	#DIV/0!	#DIV/0!	#DIV/0!	5.00%	15.00%	3.00%	10.00%	1.00%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	**Accessories/Peripherals	0.00%	NB	NB		5.00%	15.00%	3.00%	10.00%	1.00%	NB	NB	NB	NB
Hubbell	Cable/Connectors	20.00%	NB	NB		15.00%	10.00%	30.00%	NB	NB	NB	NB	NB	15.00%
	Racks, Cabinets & Cable Management	20.00%	NB	NB		15.00%	10.00%	30.00%	NB	NB	NB	NB	NB	15.00%
	Signal Distribution	20.00%	NB	NB		15.00%	10.00%	25.00%	NB	NB	NB	NB	NB	15.00%
		20.00%	#DIV/0!	#DIV/0!	#DIV/0!	15.00%	10.00%	28.33%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	15.00%
	**Accessories/Peripherals	20.00%	NB	NB		15.00%	10.00%	30.00%	NB	NB	NB	NB	NB	15.00%
Huddlecum	All	20.00%	NB	NB		15.00%	15.00%	10.00%	NB	NB	25.00%	NB	NB	NB
	**Accessories/Peripherals	20.00%	NB	NB		15.00%	15.00%	10.00%	NB	NB	25.00%	NB	NB	NB
Huddly	Cameras	15.00%	28.00%	NB		15.00%	15.25%	15.00%	18.00%	10.00%	8.00%	NB	NB	NB
	**Accessories/Peripherals	15.00%	10.00%	NB		15.00%	15.25%	15.00%	5.00%	10.00%	8.00%	NB	NB	NB
Intel	Computing	0.00%	NB	NB		5.00%	NB	NB	NB	NB	5.00%	NB	NB	NB
	Computing Accessories	0.00%	NB	NB		5.00%	NB	NB	NB	NB	5.00%	NB	NB	NB
		0.00%	#DIV/0!	#DIV/0!	#DIV/0!	5.00%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	5.00%	#DIV/0!	#DIV/0!	#DIV/0!

	**Accessories/Peripherals	0.00%	NB	NB		5.00%	NB	NB		NB	NB	5.00%	NB	NB	NB
JBL	Audio Equipment	43.00%	33.00%	41.00%		15.00%	36.00%	27.00%	NB	30.00%	18.00%	NB	25.00%	NB	
	**Accessories/Peripherals	25.00%	10.00%	30.00%		15.00%	25.00%	27.00%	NB	10.00%	23.00%	NB	25.00%	NB	
Kensington	Security	15.00%	NB	NB	2.00%	15.00%	10.00%	10.00%	NB	15.00%	6.00%	NB	NB	NB	
	**Accessories/Peripherals	15.00%	NB	NB	NB	15.00%	10.00%	10.00%	NB	10.00%	6.00%	NB	NB	NB	
Kramer	Control System	35.00%	46.00%	NB		15.00%	30.00%	30.00%	NB	35.00%	19.00%	NB	11.00%	NB	
	Switchers	35.00%	46.00%	NB		15.00%	30.00%	30.00%	NB	35.00%	19.00%	NB	11.00%	NB	
	Signal Distribution	35.00%	46.00%	NB		15.00%	30.00%	30.00%	NB	35.00%	40.00%	NB	11.00%	NB	
	Audio Equipment	35.00%	46.00%	NB		15.00%	30.00%	30.00%	NB	35.00%	19.00%	NB	11.00%	NB	
	Cable/Connectors	35.00%	46.00%	NB		15.00%	30.00%	30.00%	NB	NB	32.00%	NB	11.00%	NB	
	Conferencing equipment	35.00%	46.00%	NB		15.00%	30.00%	30.00%	NB	35.00%	19.00%	NB	11.00%	NB	
	Wireless Content Sharing (Via line of products)	35.00%	46.00%	NB		15.00%	30.00%	30.00%	NB	35.00%	19.00%	NB	11.00%	NB	
	Kramer AVoIP	35.00%	46.00%	NB		15.00%	30.00%	30.00%	NB	NB	40.00%	NB	11.00%	NB	
	ZeeVee AVoIP	25.00%	39.00%	NB		15.00%	30.00%	30.00%	NB	NB	1.00%	NB	11.00%	NB	
		33.89%	45.22%	#DIV/0!	#DIV/0!	15.00%	30.00%	30.00%	#DIV/0!	35.00%	23.11%	#DIV/0!	11.00%	#DIV/0!	
	**Accessories/Peripherals	25.00%	10.00%	NB		15.00%	30.00%	30.00%	NB	10.00%	19.00%	NB	11.00%	NB	
LG	Displays/Television	40.00%	NB	NB	3.00%	25.00%	25.00%	15.00%	20.00%	15.00%	1.00%	NB	11.00%	NB	
	Monitors	40.00%	NB	NB	3.00%	25.00%	25.00%	15.00%	25.00%	15.00%	6.00%	NB	11.00%	NB	
	Video Wall	40.00%	NB	NB	3.00%	25.00%	18.00%	15.00%	20.00%	10.00%	1.00%	NB	11.00%	NB	
		40.00%	#DIV/0!	#DIV/0!	3.00%	25.00%	22.67%	15.00%	21.67%	13.33%	2.67%	#DIV/0!	11.00%	#DIV/0!	
	**Accessories/Peripherals	10.00%	NB	NB	NB	25.00%	18.00%	15.00%	20.00%	10.00%	10.00%	NB	11.00%	NB	
Liberty	Cable/Connectors	35.00%	NB	NB		15.00%	30.00%	20.00%	NB	35.00%	NB	NB	28.00%	NB	
	Racks, Cabinets & Cable Management	35.00%	NB	NB		15.00%	30.00%	20.00%	NB	NB	NB	NB	28.00%	NB	
	Signal Distribution	35.00%	NB	NB		15.00%	30.00%	20.00%	NB	35.00%	NB	NB	28.00%	NB	
		35.00%	#DIV/0!	#DIV/0!	#DIV/0!	15.00%	30.00%	20.00%	#DIV/0!	35.00%	#DIV/0!	#DIV/0!	28.00%	#DIV/0!	
	**Accessories/Peripherals	35.00%	NB	NB		15.00%	30.00%	20.00%	NB	10.00%	NB	NB	28.00%	NB	
Listen Technologies	Assisted Listening	30.00%	39.00%	36.00%		20.00%	27.00%	25.00%	NB	25.00%	33.00%	NB	27.00%	NB	
	**Accessories/Peripherals	30.00%	10.00%	13.00%		20.00%	27.00%	25.00%	NB	10.00%	25.00%	NB	27.00%	NB	
Netgear	Network Switches	30.00%	28.00%	26.00%		15.00%	15.00%	20.00%	20.00%	5.00%	11.00%	NB	15.00%	NB	
	**Accessories/Peripherals	30.00%	10.00%	12.00%		15.00%	15.00%	20.00%	20.00%	10.00%	11.00%	NB	15.00%	NB	
Logitech	Conferencing equipment	25.00%	NB	NB	2.00%	15.00%	26.00%	7.00%	5.00%	10.00%	3.00%	NB	6.00%	NB	
	Cameras	25.00%	NB	NB	2.00%	15.00%	26.00%	7.00%	5.00%	10.00%	3.00%	NB	6.00%	NB	
	Computer accessories	25.00%	NB	NB	2.00%	15.00%	26.00%	7.00%	5.00%	10.00%	3.00%	NB	6.00%	NB	
		25.00%	#DIV/0!	#DIV/0!	2.00%	15.00%	26.00%	7.00%	5.00%	10.00%	3.00%	#DIV/0!	6.00%	#DIV/0!	

	**Accessories/Peripherals	20.00%	NB	NB	NB	15.00%	20.00%	7.00%	5.00%	10.00%	3.00%	NB	6.00%	NB
Lowell Manufacturing	All	20.00%	NB	25.00%		10.00%	15.00%	5.00%	NB	NB	34.00%	NB	41.00%	NB
	**Accessories/Peripherals	20.00%	NB	10.00%		10.00%	15.00%	5.00%	NB	NB	34.00%	NB	41.00%	NB
Marshall Furniture	Furniture	20.00%	NB	NB		35.00%	10.00%	5.00%	NB	10.00%	NB	NB	23.00%	NB
	**Accessories/Peripherals	20.00%	NB	NB		35.00%	10.00%	5.00%	NB	10.00%	NB	NB	23.00%	NB
MaxHub	All	0.00%	NB	0.00%	0.00%	10.00%	NB	25.00%	15-25%	10.00%	NB	NB	NB	NB
	**Accessories/Peripherals	0.00%	NB	NB		10.00%	NB	25.00%	15-25%	10.00%	NB	NB	NB	NB
Mersive	Wireless Content sharing	30.00%	NB	NB		10.00%	25.00%	5.00%	NB	17.00%	NB	NB	16.00%	NB
	**Accessories/Peripherals	10.00%	NB	NB		10.00%	25.00%	5.00%	NB	10.00%	NB	NB	16.00%	NB
Microsoft	Computing	0.00%	NB	NB		5.00%	5.00%	10.00%	NB	NB	1.00%	NB	3.00%	NB
	Monitors	0.00%	NB	NB		5.00%	5.00%	10.00%	NB	NB	1.00%	NB	3.00%	NB
	Computing Accessories	0.00%	NB	NB		5.00%	5.00%	10.00%	NB	NB	1.00%	NB	3.00%	NB
	Conferencing equipment	0.00%	NB	NB		5.00%	5.00%	10.00%	NB	NB	1.00%	NB	3.00%	NB
		0.00%	#DIV/0!	#DIV/0!	#DIV/0!	5.00%	5.00%	10.00%	#DIV/0!	#DIV/0!	1.00%	#DIV/0!	3.00%	#DIV/0!
	**Accessories/Peripherals	0.00%	NB	NB		5.00%	5.00%	10.00%	NB	NB	1.00%	NB	3.00%	NB
Middle Atlantic	Racks, Cabinets & Cable Management	40.00%	35.00%	NB		5.00%	36.00%	23.00%	12.00%	40.00%	25.00%	25.00%	26.00%	42.00%
	Furniture	40.00%	35.00%	NB		5.00%	36.00%	23.00%	12.00%	NB	25.00%	23.00%	26.00%	42.00%
	Signal Distribution	40.00%	45.00%	NB		5.00%	36.00%	23.00%	12.00%	NB	25.00%	23.00%	26.00%	42.00%
		40.00%	38.33%	#DIV/0!	#DIV/0!	5.00%	36.00%	23.00%	12.00%	40.00%	25.00%	23.67%	26.00%	42.00%
	**Accessories/Peripherals	38.00%	10.00%	NB		5.00%	36.00%	23.00%	12.00%	10.00%	25.00%	5.00%	26.00%	42.00%
Miller Millworks	Furniture	0.00%	NB	NB		25.00%	15.00%	10.00%	NB	NB	NB	NB	NB	NB
	**Accessories/Peripherals	0.00%	NB	NB		25.00%	15.00%	10.00%	NB	NB	NB	NB	NB	NB
Newline	Interactive Displays	64.00%	45.00%	NB		25.00%	45.00%	30.00%	20-45%	20.00%	25.00%	NB	8.00%	NB
	Mounts/Carts/Accessories	20.00%	45.00%	NB		25.00%	45.00%	25.00%	20-45%	20.00%	11.00%	NB	8.00%	NB
		42.00%	45.00%	#DIV/0!	#DIV/0!	25.00%	45.00%	27.50%	#DIV/0!	20.00%	18.00%	#DIV/0!	8.00%	#DIV/0!
	**Accessories/Peripherals	20.00%	10.00%	NB		25.00%	45.00%	25.00%	20-45%	10.00%	11.00%	NB	8.00%	NB
Panasonic	Displays/Television	30.00%	32.00%	26.00%		25.00%	10.00%	25.00%	NB	NB	22.00%	NB	15.00%	NB
	Audio Equipment	30.00%	52.00%	42.00%		25.00%	10.00%	15.00%	NB	NB	10.00%	NB	15.00%	NB
	Microphones	30.00%	53.00%	42.00%		25.00%	10.00%	15.00%	NB	NB	24.00%	NB	15.00%	NB
	Cameras	30.00%	32.00%	31.00%		25.00%	10.00%	20.00%	NB	NB	9.00%	NB	15.00%	NB
	Direct View LED displays	30.00%	33.00%	27.00%		25.00%	10.00%	25.00%	NB	NB	22.00%	NB	15.00%	NB
	Large Projection: 3 CHIP DLP	30.00%	50.00%	48.00%		25.00%	10.00%	35.00%	NB	NB	25.00%	NB	15.00%	NB

	Installation Projection: 1 CHIP DLP	30.00%	58.00%	60.00%		25.00%	10.00%	35.00%	NB	NB	25.00%	NB	15.00%	NB
	Classroom Conference room: 3 CHIP LCD Projection	30.00%	56.00%	59.50%		25.00%	10.00%	35.00%	NB	NB	25.00%	NB	15.00%	NB
		30.00%	45.75%	41.94%	#DIV/0!	25.00%	10.00%	25.63%	#DIV/0!	#DIV/0!	20.25%	#DIV/0!	15.00%	#DIV/0!
	**Accessories/Peripherals	10.00%	10.00%	15.00%		25.00%	10.00%	25.00%	NB	NB	2.00%	NB	15.00%	NB
Peerless	Mounting Hardware	35.00%	30.00%	29.00%		25.00%	30.00%	20.00%	20-40%	35.00%	16.00%	NB	13.00%	NB
	**Accessories/Peripherals	35.00%	10.00%	11.00%		25.00%	30.00%	20.00%	20-40%	10.00%	16.00%	NB	13.00%	NB
Planar	Video Wall	30.00%	NB	20.00%		20.00%	25.00%	15.00%	5.00%	15.00%	0.00%	NB	6.00%	NB
	Displays/Television	30.00%	NB	20.00%		20.00%	25.00%	15.00%	5.00%	15.00%	9.00%	NB	6.00%	NB
		30.00%	#DIV/0!	20.00%	#DIV/0!	20.00%	25.00%	15.00%	5.00%	15.00%	4.50%	#DIV/0!	6.00%	#DIV/0!
	**Accessories/Peripherals	30.00%	NB	14.00%		20.00%	25.00%	15.00%	5.00%	10.00%	0.00%	NB	6.00%	NB
Prowise	Interactive Displays	0.00%	NB	NB		10.00%	NB	5.00%	NB	NB	NB	NB	NB	NB
	**Accessories/Peripherals	0.00%	NB	NB		10.00%	NB	5.00%	NB	NB	NB	NB	NB	NB
PTZOptics	Cameras	20.00%	NB	NB		15.00%	22.00%	15.00%	NB	10.00%	26.00%	NB	15.00%	NB
	Camera Accessories	20.00%	NB	NB		15.00%	22.00%	15.00%	NB	10.00%	26.00%	NB	15.00%	NB
		20.00%	#DIV/0!	#DIV/0!	#DIV/0!	15.00%	22.00%	15.00%	#DIV/0!	10.00%	26.00%	#DIV/0!	15.00%	#DIV/0!
	**Accessories/Peripherals	20.00%	NB	NB		15.00%	22.00%	15.00%	NB	10.00%	18.00%	NB	15.00%	NB
Rode	Microphones	0.00%	NB	NB		10.00%	15.00%	15.00%	NB	NB	9.00%	NB	8.00%	NB
	**Accessories/Peripherals	0.00%	NB	NB		10.00%	15.00%	15.00%	NB	NB	9.00%	NB	8.00%	NB
QSC	Control System	35.00%	34.00%	25.00%		35.00%	38.25%	10.00%	NB	22.00%	25.00%	NB	27.00%	NB
	Audio Equipment/Processors	35.00%	34.00%	25.00%		35.00%	38.25%	10.00%	NB	32.00%	25.00%	NB	27.00%	NB
	Switchers	35.00%	34.00%	25.00%		35.00%	38.25%	10.00%	NB	22.00%	25.00%	NB	27.00%	NB
	Signal Distribution	35.00%	34.00%	25.00%		35.00%	38.25%	10.00%	NB	22.00%	25.00%	NB	27.00%	NB
	Touch Panels	35.00%	34.00%	25.00%		35.00%	38.25%	10.00%	NB	NB	25.00%	NB	27.00%	NB
	Conferencing equipment	35.00%	34.00%	25.00%		35.00%	38.25%	10.00%	NB	NB	25.00%	NB	27.00%	NB
	Monitoring Software	35.00%	34.00%	25.00%		35.00%	38.25%	10.00%	NB	5.00%	25.00%	NB	27.00%	NB
	Cameras	35.00%	34.00%	25.00%		35.00%	38.25%	10.00%	NB	22.00%	25.00%	NB	27.00%	NB
	Network Switches	35.00%	34.00%	25.00%		35.00%	38.25%	10.00%	NB	NB	25.00%	NB	27.00%	NB
		35.00%	34.00%	25.00%	#DIV/0!	35.00%	38.25%	10.00%	#DIV/0!	20.83%	25.00%	#DIV/0!	27.00%	#DIV/0!
	**Accessories/Peripherals	25.00%	10.00%	25.00%		35.00%	38.25%	10.00%	NB	10.00%	25.00%	NB	27.00%	NB
RDL	Audio Equipment	35.00%	NB	NB		15.00%	36.00%	15.00%	NB	15.00%	35.00%	NB	18.00%	NB
	**Accessories/Peripherals	10.00%	NB	NB		15.00%	10.00%	15.00%	NB	10.00%	35.00%	NB	18.00%	NB
Samsung	Displays/Television	25.00%	NB	NB		30.00%	27.00%	12.00%	10.00%	25.00%	1.00%	NB	7.00%	NB
	Monitors	25.00%	NB	NB		30.00%	15.00%	12.00%	10.00%	10.00%	5.00%	NB	7.00%	NB
	Video Wall	25.00%	NB	NB		30.00%	26.00%	12.00%	10.00%	10.00%	5.00%	NB	7.00%	NB

	Interactive Displays	25.00%	NB	NB		30.00%	26.00%	12.00%	10.00%	5.00%	1.00%	NB	7.00%	NB
		25.00%	#DIV/0!	#DIV/0!	#DIV/0!	30.00%	23.50%	12.00%	10.00%	12.50%	3.00%	#DIV/0!	7.00%	#DIV/0!
	**Accessories/Peripherals	10.00%	NB	NB		30.00%	20.00%	12.00%	5.00%	10.00%	8.00%	NB	7.00%	NB
Sanus	Mounting Hardware	0.00%	NB	NB		15.00%	25.00%	20.00%	15-35%	NB	25.00%	NB	21.00%	NB
	**Accessories/Peripherals	0.00%	NB	NB		15.00%	25.00%	20.00%	15-35%	NB	25.00%	NB	21.00%	NB
Sennheiser	Microphones	35.00%	30.00%	NB		25.00%	31.00%	20.00%	NB	25.00%	10.00%	NB	11.00%	NB
	Audio Equipment	35.00%	30.00%	NB		25.00%	31.00%	20.00%	NB	NB	9.00%	NB	11.00%	NB
		35.00%	30.00%	#DIV/0!	#DIV/0!	25.00%	31.00%	20.00%	#DIV/0!	25.00%	9.50%	#DIV/0!	11.00%	#DIV/0!
	**Accessories/Peripherals	20.00%	10.00%	NB		25.00%	20.00%	20.00%	NB	10.00%	9.00%	NB	11.00%	NB
Sharp/NEC	Displays/Television	35.00%	NB	NB		30.00%	35.50%	35.00%	5.00%	20.00%	9.00%	NB	6.00%	NB
	Projectors	35.00%	NB	NB		30.00%	30.00%	35.00%	15-35%	NB	18.00%	NB	6.00%	NB
	Video Wall	20.00%	NB	NB		30.00%	20.00%	35.00%	15.00%	NB	6.00%	NB	6.00%	NB
	Interactive Displays	35.00%	NB	NB		30.00%	35.00%	35.00%	18.00%	5.00%	9.00%	NB	6.00%	NB
		31.25%	#DIV/0!	#DIV/0!	#DIV/0!	30.00%	30.13%	35.00%	12.67%	12.50%	10.50%	#DIV/0!	6.00%	#DIV/0!
	**Accessories/Peripherals	10.00%	NB	NB		30.00%	10.00%	35.00%	8.00%	10.00%	9.00%	NB	6.00%	NB
Shure	Microphones	42.00%	28.00%	41.00%		25.00%	44.00%	30.00%	20.00%	23.00%	13.00%	NB	13.00%	NB
	Audio Equipment	42.00%	28.00%	36.00%		25.00%	45.00%	30.00%	20.00%	12.00%	10.00%	NB	13.00%	NB
		42.00%	28.00%	38.50%	#DIV/0!	25.00%	44.50%	30.00%	20.00%	17.50%	11.50%	#DIV/0!	13.00%	#DIV/0!
	**Accessories/Peripherals	20.00%	10.00%	22.00%		25.00%	35.00%	30.00%	6.00%	10.00%	18.00%	NB	13.00%	NB
Sonic Shock Corporation	Security	0.00%	NB	NB		10.00%	5.00%	5.00%	NB	NB	NB	NB	NB	NB
	**Accessories/Peripherals	0.00%	NB	NB		10.00%	5.00%	5.00%	NB	NB	NB	NB	NB	NB
Sony	Displays/Television	30.00%	27.00%	27.50%		30.00%	31.00%	10.00%	5-20%	NB	2.00%	NB	4.00%	NB
	Projectors	55.00%	56.00%	57.00%		30.00%	45.50%	10.00%	5-20%	40.00%	13.00%	NB	4.00%	NB
	Video Wall	30.00%	29.00%	29.00%		30.00%	21.00%	10.00%	5-20%	NB	19.00%	NB	4.00%	NB
	Cameras - PTZ Cameras	30.00%	42.00%	35.00%		30.00%	30.50%	15.00%	5-20%	NB	7.00%	NB	4.00%	NB
	Cameras - Broadcast Cameras	25.00%	32.00%	20.00%		30.00%	25.00%	15.00%	5-20%	NB	1.00%	NB	4.00%	NB
		34.00%	37.20%	33.70%	#DIV/0!	30.00%	30.60%	12.00%	#DIV/0!	40.00%	8.40%	#DIV/0!	4.00%	#DIV/0!
	**Accessories/Peripherals	20.00%	10.00%	15.00%		30.00%	30.00%	10.00%	5-20%	10.00%	7.00%	NB	4.00%	NB
Sound Control Technologies	Signal Distribution	30.00%	30.00%	NB		15.00%	15.00%	10.00%	8.00%	15.00%	NB	NB	20.00%	NB
	**Accessories/Peripherals	15.00%	10.00%	NB		15.00%	15.00%	10.00%	8.00%	10.00%	NB	NB	20.00%	NB
Southwire	All	0.00%	NB	NB		10.00%	NB	15.00%	NB	NB	NB	NB	NB	NB
	**Accessories/Peripherals	0.00%	NB	NB		10.00%	NB	15.00%	NB	NB	NB	NB	NB	NB

Spectrum Industries	Furniture	40.00%	35.00%	NB		35.00%	43.00%	NB	NB	40.00%	NB	NB	38.00%	NB
	**Accessories/Peripherals	40.00%	10.00%	NB		35.00%	30.00%	NB	NB	10.00%	NB	NB	38.00%	NB
T1V	Wireless Content sharing	20.00%	NB	NB		8.00%	15.00%	5.00%	NB	NB	NB	NB	NB	NB
	**Accessories/Peripherals	20.00%	NB	NB		8.00%	15.00%	5.00%	NB	NB	NB	NB	NB	NB
Tripplite	Power	37.00%	NB	39.00%		15.00%	25.00%	10.00%	20.00%	30.00%	25.00%	NB	11.00%	38.00%
	Signal Distribution	30.00%	NB	39.00%		15.00%	25.00%	10.00%	20.00%	30.00%	25.00%	NB	11.00%	38.00%
	Racks, Cabinets & Cable Management	26.00%	NB	39.00%		15.00%	25.00%	10.00%	20.00%	NB	25.00%	NB	11.00%	38.00%
		31.00%	#DIV/0!	39.00%	#DIV/0!	15.00%	25.00%	10.00%	20.00%	30.00%	25.00%	#DIV/0!	11.00%	38.00%
	**Accessories/Peripherals	42.00%	NB	39.00%		15.00%	25.00%	10.00%	15.00%	10.00%	25.00%	NB	11.00%	38.00%
Vaddio	Cameras	20.00%	23.00%	NB	2.00%	35.00%	22.00%	17.00%	15.00%	15.00%	14.00%	10.00%	11.00%	21.00%
	Signal Distribution	20.00%	23.00%	NB	2.00%	35.00%	22.00%	17.00%	15.00%	15.00%	14.00%	10.00%	11.00%	21.00%
		20.00%	23.00%	#DIV/0!	2.00%	35.00%	22.00%	17.00%	15.00%	15.00%	14.00%	10.00%	11.00%	21.00%
	**Accessories/Peripherals	30.00%	10.00%	NB	NB	35.00%	22.00%	17.00%	10.00%	10.00%	13.00%	5.00%	11.00%	21.00%
Viewsonic	Displays/Television	35.00%	NB	NB	5.00%	30.00%	36.00%	15.00%	10-18%	15.00%	1.00%	10.00%	15.00%	NB
	Projectors	40.00%	NB	NB	5.00%	30.00%	40.00%	15.00%	10-18%	NB	34.00%	10.00%	15.00%	NB
	Monitors	28.00%	NB	NB	5.00%	30.00%	27.00%	15.00%	10-18%	NB	20.00%	10.00%	15.00%	NB
		34.33%	#DIV/0!	#DIV/0!	5.00%	30.00%	34.33%	15.00%	#DIV/0!	15.00%	18.33%	10.00%	15.00%	#DIV/0!
	**Accessories/Peripherals	25.00%	NB	NB	NB	30.00%	25.00%	15.00%	10-18%	10.00%	12.00%	5.00%	15.00%	NB
Visionary Solutions	All	0.00%	NB	NB		10.00%	NB	5.00%	12.00%	15.00%	NB	NB	NB	NB
	**Accessories/Peripherals	0.00%	NB	NB		10.00%	NB	5.00%	12.00%	10.00%	NB	NB	NB	NB
Wacom	All	12.00%	NB	NB		10.00%	NB	5.00%	NB	NB	3.00%	NB	NB	NB
	**Accessories/Peripherals	12.00%	NB	NB		10.00%	NB	5.00%	NB	NB	3.00%	NB	NB	NB
West Penn Wire	Cable/Connectors	25.00%	NB	24.00%		10.00%	NB	20.00%	NB	NB	19.00%	NB	6.00%	25.00%
	**Accessories/Peripherals	10.00%	NB	24.00%		10.00%	NB	20.00%	NB	NB	19.00%	NB	6.00%	25.00%
Wolfvision	Document Cameras	25.00%	18.00%	NB		15.00%	20.00%	20.00%	NB	20.00%	NB	NB	4.00%	NB
	Wireless Content sharing	25.00%	20.00%	NB		15.00%	20.00%	20.00%	NB	NB	NB	NB	4.00%	NB
		25.00%	19.00%	#DIV/0!	#DIV/0!	15.00%	20.00%	20.00%	#DIV/0!	20.00%	#DIV/0!	#DIV/0!	4.00%	#DIV/0!
	**Accessories/Peripherals	15.00%	10.00%	NB		15.00%	20.00%	20.00%	NB	10.00%	NB	NB	4.00%	NB
Yamaha UC	Microphones	15.00%	NB	25.00%		15.00%	15.00%	25.00%	8-25%	20.00%	NB	NB	16.00%	NB
	Audio Equipment	15.00%	NB	25.00%		15.00%	15.00%	25.00%	8-25%	10.00%	NB	NB	16.00%	NB
		15.00%	#DIV/0!	25.00%	#DIV/0!	15.00%	15.00%	25.00%	#DIV/0!	15.00%	#DIV/0!	#DIV/0!	16.00%	#DIV/0!

	**Accessories/Peripherals	15.00%	NB	8.00%		15.00%	15.00%	25.00%	5.00%	NB	NB	NB	16.00%	NB
Yealink	All	25.00%		NB		25.00%	20.00%	15.00%	8-25%	15.00%	11.00%	10.00%	NB	NB
	**Accessories/Peripherals	25.00%	NB	NB		25.00%	20.00%	15.00%	8-25%	10.00%	11.00%	5.00%	NB	NB