

TIPS 230105 Technology Solutions, Products, and Services	APG Technology
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TIPS PRICING FORM 1 - GOODS/ITEMS PRICING

TIPS permits Vendors to utilize either or both of the two goods/items pricing proposal options (and sub-options) identified below with the "Discount-Off Catalog" option being much more optimal, usable, and preferred to the "Cost-Plus Markup Option." Vendor is welcome to propose either or both options, and with either option Vendor is able to update their pricing and add/remove items during the life of the contract. It is Vendor's responsibility to ensure that all items listed, whether by description, product number, SKU, UPC or other, fall within the scope of this solicitation category. Please read the "Vendor Pricing Submission" portion of the solicitation document before submitting questions about this form to TIPS.

Option 1 - Discount-Off Catalog Method

This goods/items pricing proposal method is highly preferred over the "Cost-Plus Markup Method" because it is versatile and allows Vendor to efficiently add and update its goods/items pricing and does not automatically prohibit federal fund purchases. Vendor is asked in the attribute questions within the eBid System to propose a minimum discount off of their catalog pricing. Any discount from 0% to 100% is an appropriate response. Then, under this pricing proposal method, Vendor is permitted to provide its "Catalog Pricing" to TIPS in a number of ways, described in Section "A" and Section "B" below. Vendor's minimum discount will always be applied to TIPS "Catalog Pricing" provided herein.

SECTION "A" - Providing "Catalog Pricing" through Line-Item Pricing

If Vendor desires to list the "catalog pricing" of goods/items that you sell by line-item, you are welcome to do so here in Section "A" of Pricing Form 1. You are welcome to modify the columns and column titles as long as TIPS can identify the item's name and "catalog price." Please note that if you are awarded with this type of pricing submission, you will be able to update the pricing and add/remove items within the category as long as you honor any applicable discounts originally proposed. Specific discounts offered for any brand or item must be honored for the life of the contract.

Product Name	Product #	Description	Units description - (each, dozen, hour, day, etc)	MSRP or Catalog Pricing	% Discount	TIPS Price
Example 1: Widget A	12345AB	gadget part	each	\$100.00	15.00%	\$85.00
Example 2: All Acme Product Line	see Acme catalog located at www.Acme.com	All Acme products available from our company		see Acme catalog located at www.Acme.com	10.00%	
Example 3: All Acme Product Line	Catalog pricing to be provided upon request	All Acme products available from our company		Catalog pricing to be provided upon request	10.00%	

Insert Line-items below this line. You may add cells as needed.

Product Name	Product #	Description	Units description - (each, dozen, hour, day, etc)	MSRP or Catalog Pricing	% Discount	TIPS Price
3M	Catalog pricing to be provided upon request		All products available from our company	\$100.00	10.00%	\$90.00
Absen	Catalog pricing to be provided upon request	Billboard. Large Led Display. Digital Display. Led Billboards	All products available from our company	\$100.00	10.00%	\$90.00
AKG	Catalog pricing to be provided upon request	Microphones, headphones, wireless audio systems, and other audio products	All products available from our company	\$100.00	10.00%	\$90.00
AMX	Catalog pricing to be provided upon request	Networked AV, Presentation Switchers, Digital Media Switchers, Digital Switchers / Matrix, Workspace & Collaboration, User Interfaces, Device Control, AV Management Software	All products available from our company	\$100.00	10.00%	\$90.00

Analog Way	Catalog pricing to be provided upon request	Image processing solutions	All products available from our company	\$100.00	10.00%	\$90.00
Anchor Audio	Catalog pricing to be provided upon request	Best Portable PA System. Audio Solutions For Any Type Of Events, Schools, Universities.	All products available from our company	\$100.00	10.00%	\$90.00
APC	Catalog pricing to be provided upon request	Power Equipment & Accessories	All products available from our company	\$100.00	10.00%	\$90.00
Atlas Sound	Catalog pricing to be provided upon request	Audio solutions	All products available from our company	\$100.00	10.00%	\$90.00
AtteroTech	Catalog pricing to be provided upon request	Networked Audio	All products available from our company	\$100.00	10.00%	\$90.00
Audio Technica	Catalog pricing to be provided upon request	High quality headphones and microphones	All products available from our company	\$100.00	10.00%	\$90.00
Audio Visual Furniture (AVFI)	Catalog pricing to be provided upon request	AV furniture including podiums, lecterns, conference room tables, AV stands	All products available from our company	\$100.00	10.00%	\$90.00
Aurora Multimedia	Catalog pricing to be provided upon request	AV processors with scaling, multi-image rotation and more.	All products available from our company	\$100.00	10.00%	\$90.00
Barco	Catalog pricing to be provided upon request	High Performance, Professional Display Technology	All products available from our company	\$100.00	10.00%	\$90.00
Belden	Catalog pricing to be provided upon request	Wire and Cable Solutions	All products available from our company	\$100.00	10.00%	\$90.00
Berk-Tek	Catalog pricing to be provided upon request	Wire and Cable Solutions	All products available from our company	\$100.00	10.00%	\$90.00
BeyerDynamic	Catalog pricing to be provided upon request	Headphones, microphones & conference technology	All products available from our company	\$100.00	10.00%	\$90.00
Biamp	Catalog pricing to be provided upon request	Professional AV equipment. including conferencing, paging, and video.	All products available from our company	\$100.00	10.00%	\$90.00
Blackmagic Design	Catalog pricing to be provided upon request	AV, broadcast and cinema hardware	All products available from our company	\$100.00	10.00%	\$90.00
Blonder Tongue	Catalog pricing to be provided upon request	Media distribution	All products available from our company	\$100.00	10.00%	\$90.00
C2G	Catalog pricing to be provided upon request	Wire and Cable Solutions	All products available from our company	\$100.00	10.00%	\$90.00
Canon	Catalog pricing to be provided upon request	Projectors & Displays	All products available from our company	\$100.00	10.00%	\$90.00
Casio	Catalog pricing to be provided upon request	Projectors	All products available from our company	\$100.00	10.00%	\$90.00
Chatsworth Product Inc (CPI)	Catalog pricing to be provided upon request	IT products and solutions	All products available from our company	\$100.00	10.00%	\$90.00
Chief	Catalog pricing to be provided upon request	Mounts & Accessories	All products available from our company	\$100.00	10.00%	\$90.00
Christie	Catalog pricing to be provided upon request	Visual, audio and collaboration solutions	All products available from our company	\$100.00	10.00%	\$90.00
Circa	Catalog pricing to be provided upon request		All products available from our company	\$100.00	10.00%	\$90.00
Cisco	Catalog pricing to be provided upon request	IT, networking, and cybersecurity solutions	All products available from our company	\$100.00	10.00%	\$90.00
ClearOne	Catalog pricing to be provided upon request	Conferencing, collaboration, and networked streaming solutions.	All products available from our company	\$100.00	10.00%	\$90.00
Community	Catalog pricing to be provided upon request	Pro & Commercial Audio Products	All products available from our company	\$100.00	10.00%	\$90.00

Commscope	Catalog pricing to be provided upon request	Design, manufacture, install and support hardware infrastructure and software intelligence that enable our digital society to interact and thrive. Advance broadband, enterprise and wireless networks.	All products available from our company	\$100.00	10.00%	\$90.00
Comprehensive	Catalog pricing to be provided upon request	Pro AV/IT connectivity products	All products available from our company	\$100.00	10.00%	\$90.00
Contemporary Research	Catalog pricing to be provided upon request	Professional HD over Coax encoder QAM Modulators	All products available from our company	\$100.00	10.00%	\$90.00
Corning Altos	Catalog pricing to be provided upon request	Wire and Cable Solutions	All products available from our company	\$100.00	10.00%	\$90.00
Crestron	Catalog pricing to be provided upon request	Audiovisual automation and integration	All products available from our company	\$100.00	10.00%	\$90.00
Crown	Catalog pricing to be provided upon request	Professional audio products	All products available from our company	\$100.00	10.00%	\$90.00
D&B Audiotechnik	Catalog pricing to be provided upon request	PA speakers and audio systems	All products available from our company	\$100.00	10.00%	\$90.00
Da-Lite	Catalog pricing to be provided upon request	Projection screens, tripod & mounting screens	All products available from our company	\$100.00	10.00%	\$90.00
Dell	Catalog pricing to be provided upon request	Computers, Monitors & Technology Solutions	All products available from our company	\$100.00	10.00%	\$90.00
Denon	Catalog pricing to be provided upon request	Consumer electronics	All products available from our company	\$100.00	10.00%	\$90.00
Digital Projection	Catalog pricing to be provided upon request	Projectors, lamps, LED Displays	All products available from our company	\$100.00	10.00%	\$90.00
Draper	Catalog pricing to be provided upon request	Projection screens, solar control, window shades, custom AV structures	All products available from our company	\$100.00	10.00%	\$90.00
EAW	Catalog pricing to be provided upon request	Loudspeakers	All products available from our company	\$100.00	10.00%	\$90.00
Elmo	Catalog pricing to be provided upon request	Classroom technology solutions: Document Cameras, Collaboration Devices, Audio Systems, Wireless Solution	All products available from our company	\$100.00	10.00%	\$90.00
Epson	Catalog pricing to be provided upon request	Projectors, screens, accessories	All products available from our company	\$100.00	10.00%	\$90.00
Ergotron	Catalog pricing to be provided upon request	Monitor Mounts & Arms, Computer Carts, Sit to Stand Desks	All products available from our company	\$100.00	10.00%	\$90.00
Erico Caddy	Catalog pricing to be provided upon request	Fixing, fastening and support products, Grounding, bonding, lightning protection and electrical rail connection solutions	All products available from our company	\$100.00	10.00%	\$90.00
Extron	Catalog pricing to be provided upon request	Professional AV	All products available from our company	\$100.00	10.00%	\$90.00
Fluke Networks	Catalog pricing to be provided upon request	Network Testing And Monitoring Solutions	All products available from our company	\$100.00	10.00%	\$90.00
FSR	Catalog pricing to be provided upon request	Cable Management, Cables,Ceiling Solutions, Charging Solutions, Distribution Amplifiers, Fire Rated Solutions	All products available from our company	\$100.00	10.00%	\$90.00
General Cable	Catalog pricing to be provided upon request	Wire and Cable Solutions	All products available from our company	\$100.00	10.00%	\$90.00

Harman	Catalog pricing to be provided upon request	Audio innovations, design and analytics, cloud services and IoT solutions	All products available from our company	\$100.00	10.00%	\$90.00
Hitachi/Maxwell	Catalog pricing to be provided upon request	Projectors	All products available from our company	\$100.00	10.00%	\$90.00
Hubbell Premise Wiring	Catalog pricing to be provided upon request	Wire and Cable Solutions	All products available from our company	\$100.00	10.00%	\$90.00
InFocus	Catalog pricing to be provided upon request	Projectors, interactive displays, display wall processors, videoconferencing	All products available from our company	\$100.00	10.00%	\$90.00
JBL	Catalog pricing to be provided upon request	Speakers & audio Solutions	All products available from our company	\$100.00	10.00%	\$90.00
Jupiter	Catalog pricing to be provided upon request	Collaborative visualization technology	All products available from our company	\$100.00	10.00%	\$90.00
Kramer	Catalog pricing to be provided upon request	Professional AV	All products available from our company	\$100.00	10.00%	\$90.00
KSI	Catalog pricing to be provided upon request	Lecterns, AV Furniture, 2x2 Ceiling Speakers, Conference Tables, Credenzas, Carts and Custom Presentation Furniture	All products available from our company	\$100.00	10.00%	\$90.00
Legrand	Catalog pricing to be provided upon request	Legrand offers innovative products and solutions for work and living spaces delivering and managing power, light and data.	All products available from our company	\$100.00	10.00%	\$90.00
Leviton	Catalog pricing to be provided upon request	Wire and Cable Solutions	All products available from our company	\$100.00	10.00%	\$90.00
LG	Catalog pricing to be provided upon request	Displays	All products available from our company	\$100.00	10.00%	\$90.00
Liberty	Catalog pricing to be provided upon request	Wire and Cable Solutions	All products available from our company	\$100.00	10.00%	\$90.00
Lifesize	Catalog pricing to be provided upon request	Video conferencing solutions	All products available from our company	\$100.00	10.00%	\$90.00
Lightware	Catalog pricing to be provided upon request	DVI, HDMI and DisplayPort matrix switchers, signal extenders and accessories	All products available from our company	\$100.00	10.00%	\$90.00
Listen Technology	Catalog pricing to be provided upon request	ADA compliant audio systems	All products available from our company	\$100.00	10.00%	\$90.00
Logitech	Catalog pricing to be provided upon request	Webcams, Headsets, Software, Video Conferencing	All products available from our company	\$100.00	10.00%	\$90.00
Lutron	Catalog pricing to be provided upon request	Energy saving dimmers and lighting control solutions	All products available from our company	\$100.00	10.00%	\$90.00
Mackie	Catalog pricing to be provided upon request	Professional Microphones. Headphones & Amplifiers. Audio Tools. Audio Mixers	All products available from our company	\$100.00	10.00%	\$90.00
Magewell	Catalog pricing to be provided upon request	Hardware and software for video and audio capture, processing, conversion, streaming and playout	All products available from our company	\$100.00	10.00%	\$90.00
Manfrotto	Catalog pricing to be provided upon request	high-quality photography accessories	All products available from our company	\$100.00	5.00%	\$95.00
Marantz	Catalog pricing to be provided upon request	AV Separates,Blu-Ray/DVD,Hi-Fi Components,Reference Series,Remote Controls,Accessories	All products available from our company	\$100.00	10.00%	\$90.00
Media Vision	Catalog pricing to be provided upon request	Professional wired, wireless and multimedia conferencing solutions	All products available from our company	\$100.00	10.00%	\$90.00

Middle Atlantic	Catalog pricing to be provided upon request	Racks and Enclosures, and Accessories	All products available from our company	\$100.00	10.00%	\$90.00
Millers Millworks	Catalog pricing to be provided upon request	Presentation Furniture	All products available from our company	\$100.00	10.00%	\$90.00
Navepoint	Catalog pricing to be provided upon request	Computer racks, rack shelves, cables, hardware and tools	All products available from our company	\$100.00	10.00%	\$90.00
NEC	Catalog pricing to be provided upon request	Displays, Projectors, and Accessories	All products available from our company	\$100.00	10.00%	\$90.00
Newline	Catalog pricing to be provided upon request	Interactive Displays	All products available from our company	\$100.00	10.00%	\$90.00
Ortronics	Catalog pricing to be provided upon request	Wire/cabling solutions, racks, shelving equipments and accessories	All products available from our company	\$100.00	10.00%	\$90.00
Panasonic	Catalog pricing to be provided upon request	Displays, Projectors, Cameras, and Accessories	All products available from our company	\$100.00	10.00%	\$90.00
Panduit	Catalog pricing to be provided upon request	Scalable network infrastructure and industrial electrical wiring solutions	All products available from our company	\$100.00	10.00%	\$90.00
Panel Crafters	Catalog pricing to be provided upon request	Custom wall plates and panels	All products available from our company	\$100.00	10.00%	\$90.00
Peavey	Catalog pricing to be provided upon request	Musical instruments and pro audio equipment	All products available from our company	\$100.00	10.00%	\$90.00
Peerless	Catalog pricing to be provided upon request	Mounts and Displays Solutions	All products available from our company	\$100.00	10.00%	\$90.00
Pelco	Catalog pricing to be provided upon request	Security cameras, CCTV, and video surveillance systems	All products available from our company	\$100.00	10.00%	\$90.00
Planar	Catalog pricing to be provided upon request	LCD display, video walls, large format displays	All products available from our company	\$100.00	10.00%	\$90.00
Poly	Catalog pricing to be provided upon request	Audio & Video Conferencing Solutions	All products available from our company	\$100.00	10.00%	\$90.00
PortaBrace	Catalog pricing to be provided upon request	High-quality camera cases and covers for professional film, video, and audio crews.	All products available from our company	\$100.00	5.00%	\$95.00
QSC	Catalog pricing to be provided upon request	Power amplifiers, loudspeakers, signal processing, digital signal transport, and computer control systems	All products available from our company	\$100.00	10.00%	\$90.00
Quazite	Catalog pricing to be provided upon request	Enclosures	All products available from our company	\$100.00	10.00%	\$90.00
Radio Design Lab (RDL)	Catalog pricing to be provided upon request	Audio and AV Interface Products	All products available from our company	\$100.00	10.00%	\$90.00
RCI Custom	Catalog pricing to be provided upon request	Audio and video control and connector plates, rack panels, and custom devices in the A/V	All products available from our company	\$100.00	10.00%	\$90.00
Revolabs/Yamaha	Catalog pricing to be provided upon request	Collaboration and Microphones Solutions	All products available from our company	\$100.00	10.00%	\$90.00
RGB Spectrum	Catalog pricing to be provided upon request	Video Processing Systems with Custom Industry Solutions	All products available from our company	\$100.00	10.00%	\$90.00
Ruckus Wireless	Catalog pricing to be provided upon request	Networks high-performance wireless LAN wired LAN IoT	All products available from our company	\$100.00	10.00%	\$90.00
Sabine	Catalog pricing to be provided upon request	Wire and Cable Solutions	All products available from our company	\$100.00	10.00%	\$90.00
Salamander Designs	Catalog pricing to be provided upon request	AV furniture and accessories	All products available from our company	\$100.00	10.00%	\$90.00
Samsung	Catalog pricing to be provided upon request	LCD display, video walls, large format displays	All products available from our company	\$100.00	10.00%	\$90.00

Sennheiser	Catalog pricing to be provided upon request	Headphones, Wireless Headphones, Headsets, Microphones	All products available from our company	\$100.00	10.00%	\$90.00
Sharp	Catalog pricing to be provided upon request	LCD display, video walls, large format displays	All products available from our company	\$100.00	10.00%	\$90.00
Shure	Catalog pricing to be provided upon request	Microphones - Wireless - Sound Isolating Earphones - Accessories	All products available from our company	\$100.00	10.00%	\$90.00
Snap One (Strong)	Catalog pricing to be provided upon request	Design, manufacture, and distribute smart solutions for homes and businesses	All products available from our company	\$100.00	10.00%	\$90.00
Sonic Foundry	Catalog pricing to be provided upon request	Video & Audio Management Systems	All products available from our company	\$100.00	10.00%	\$90.00
Sony	Catalog pricing to be provided upon request	Projectors, LCD display, video walls, large format displays	All products available from our company	\$100.00	10.00%	\$90.00
SoundControl Technology	Catalog pricing to be provided upon request	Pan/Tilt/Zoom High Definition Camera extension and integration solutions	All products available from our company	\$100.00	10.00%	\$90.00
Soundcraft	Catalog pricing to be provided upon request	Professional Audio Mixers	All products available from our company	\$100.00	10.00%	\$90.00
Soundtube	Catalog pricing to be provided upon request	Pro & Commercial Audio Products	All products available from our company	\$100.00	10.00%	\$90.00
Stewart Screens	Catalog pricing to be provided upon request	Projection Screens	All products available from our company	\$100.00	10.00%	\$90.00
Stryker	Catalog pricing to be provided upon request	Medical Garde Monitor Mounts & Arms, Carts	All products available from our company	\$100.00	10.00%	\$90.00
Superior Essex	Catalog pricing to be provided upon request	Wire and Cable Solutions	All products available from our company	\$100.00	10.00%	\$90.00
Tagmaster	Catalog pricing to be provided upon request	Long-range and high-performance RFID systems and license plate recognition (LPR) technology	All products available from our company	\$100.00	10.00%	\$90.00
Tannoy	Catalog pricing to be provided upon request	Loudspeakers and public-address systems	All products available from our company	\$100.00	10.00%	\$90.00
Tripplite	Catalog pricing to be provided upon request	UPS Systems, Power Strips & more	All products available from our company	\$100.00	10.00%	\$90.00
TV One	Catalog pricing to be provided upon request	Video Wall Processors, Racking Solutions, Video Scalers Switcher & Format Converters, Control Solutions, Multi-Window Processors, Audio Products Signal Extension, Matrix Routers, Distribution Amplifiers	All products available from our company	\$100.00	10.00%	\$90.00
Vaddio	Catalog pricing to be provided upon request	PTZ Cameras And AV Solutions	All products available from our company	\$100.00	10.00%	\$90.00
Watchfire	Catalog pricing to be provided upon request	Indoor and outdoor digital signs, gas price signs, sports video displays and fixed-digit scoreboards	All products available from our company	\$100.00	10.00%	\$90.00
WestPenn	Catalog pricing to be provided upon request	Wire and Cable Solutions	All products available from our company	\$100.00	10.00%	\$90.00
Whirlwind	Catalog pricing to be provided upon request	Wire and Cable Solutions, electrical equipment	All products available from our company	\$100.00	10.00%	\$90.00
Winnmate	Catalog pricing to be provided upon request	Medical Grade interactive Displays	All products available from our company	\$100.00	10.00%	\$90.00
Wolfvision	Catalog pricing to be provided upon request	Wireless presentation and collaboration systems	All products available from our company	\$100.00	10.00%	\$90.00

Yamaha	Catalog pricing to be provided upon request	Sound Bars, Headphones, Receivers, amplifiers, speakers, Microphones, etc.	All products available from our company	\$100.00	10.00%	\$90.00
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