



VCU Procurement Services

Virginia Commonwealth University University Purchasing Contract Summary Sheet

Commodity: Audio Visual Products, Service and Maintenance	Contract Number: C0002287
Vendor: Corbett Technology Solutions Inc	Period / Renewals: 7/1/2022 – 6/30/2023 7, One (1) year renewals remaining
Address: 4151 LaFayette Center Drive, Suite 700 Chantilly, VA 20151	# of Vendors: 25
Contact: David Wrigley	Accepts Purchasing Card: Yes
Phone: (703) 633-1426	Fax: (703) 631-3396
E-Mail: dwrigley@ctsi-usa.com	Website: http://www.ctsi-usa.com/

Contract Pricing	Contract Document (Excluding Proprietary Information)	Contract Modifications
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Procurement Process: RFP

Contract Summary: Requirements term contract for a broad range of audio visual, multi-media and related products, services and maintenance.

Shipping Terms: F.O.B. Destination

Cooperative Language: This contract is being awarded by VCU on behalf of the Virginia Higher Education Procurement Consortium ("VHEPC") which includes all members from the Virginia Association of State College and University Purchasing Professionals ("VASCUPP"). It is the intent of this contract to allow for cooperative procurement at the Contractor's discretion. Accordingly, any public body, public or private health, or educational institution, or lead-issuing institution's affiliated foundations may access any resulting contract(s) if authorized by the Contractor.

Note: Please reference the contract number on purchase requisitions, purchase orders, and when contacting the vendor.

VCU Purchase Order #	Contract Type:	SWaM Class	Report SWaM	eVA	Category
146784801	RFP		No	Yes	Information Technology



Da-Lite	Projection Screens	20.00%
DBX	Audio - General Electronics	15.00%
Denon Marantz	Recorders	20.00%
Display Devices	Mounts	14.00%
Drake	RF Distribution	10.00%
Draper	Projection Screens	20.00%
EAW	Speakers	26.00%
Eddor Magnetics	Transformers	20.00%
Electrovoice	Audio Digital Processors	26.00%
Electrovoice	Microphones	26.00%
Electrovoice	Speakers	26.00%
Elmo	Cameras	12.00%
Elmo	Visual Presenters	12.00%
Epson	Projectors	15.00%
ETC	Dimming Equipment	16.00%
Extron	Cables & Connectors	25.00%
Extron	Control	25.00%
Extron	Video - General Electronics	25.00%
Extron	Wiring Solutions	25.00%
FSR	Floor/Wall boxes	10.00%
FSR	Video - General Electronics	10.00%
Fulcrum Speakers	Speakers	20.00%
Furman Sound / Power	Power Conditioners	10.00%
Gator Case	Cases	29.00%
Honeywell	Cameras	15.00%
Honeywell	Fire Alarms	20.00%
Horizon	Cables & Connectors	20.00%
Huddly	Cameras	10.00%
Hubbell	Wiring Solutions	4.00%
Iwatsu - ICON	Communications	2.00%
JBL	Speakers	26.00%
Juice Goose	Power Dist.	18.00%
Kramer	Video - General Electronics	15.00%
KSI	Furniture	28.00%
KSI	Speakers	28.00%
Lab Gruppen	Amplifier	15.00%



Lectrosonics	Audio - General Electronics	26.00%
Lectrosonics	Audio Digital Processors	26.00%
Lectrosonics	Microphones	26.00%
Liberty AV	Wire, Switchers	20.00%
Liebert	UPS	10.00%
Lightronics	Dimming Equipment	26.00%
Listen Technologies	Audio - General Electronics	18.00%
Listen Technologies	Hearing Assistance	18.00%
Logitech	Camera, mouse, Keyboards	20.00%
Lowell	Power Dist.	18.00%
Lowell	Racks	18.00%
Luidia eBeam	Presentation Electronics	19.00%
Luidia eBeam Accessories	Presentation Electronics	2.00%
Lumens	Cameras	10.00%
Marshall Electronics	Cameras / Video Products	20.00%
Mersive	Wireless Collaboration	10.00%
Midas	Audio Mixers/Consoles	26.00%
Middle Atlantic Products	Furniture	15.00%
Middle Atlantic Products	Power Dist.	15.00%
Middle Atlantic Products	Racks	15.00%
Miller's Millworks	Furniture	26.00%
Minuteman	UPS	8.00%
Mystery Electronics	Floor/Wall boxes	15.00%
Navitar	Projector Lenses	18.00%
Newline Interactive	Interactive Flatpanels	10.00%
Nigel B.	Audio - General Electronics	8.00%
NSI/Colortan/Leviton	Dimming Equipment	12.00%
Omnimount	Mounts	8.00%
One Screen	Interactive Flatpanels	20.00%
Panasonic	Flat-Panel Displays/TV	16.00%
Panasonic	Teleconferencing - Video	16.00%
Panasonic	Projectors	10.00%
Peerless	Mounts	20.00%
Pelco	Cameras	10.00%
Planar	Monitors/Lg Format Displays	10.00%
Polycom	Video Conferencing	15.00%



Pre Sonus	Audio Mixers/Consoles	10.00%
Promethean	Interactive Flatpanels	15.00%
QSC	Amplifiers	15.00%
Rane	Audio - General Electronics	10.00%
Rane	Audio Digital Processors	10.00%
Rauland	Clocks - Synchronized	19.00%
Rauland	Communications	30.00%
Rauland	Media Distribution	30.00%
Raxxess	Power Dist.	15.00%
Raxxess	Racks	15.00%
RCI Custom	Custom Plates	28.00%
RDL	A/V Interfaces	20.00%
RDL	Video - General Electronics	20.00%
Renkus-Heinz	Speakers	18.00%
Samsung	Flatpanels/Digital Signage	10.00%
Sapling	Clocks - Synchronized	19.00%
Sennheiser	Microphones	22.00%
Shure - Electronics	Audio Digital Processors	23.00%
Shure - Mics	Microphones	30.00%
SMART	Interactive Flatpanels	15.00%
Software House	Access Control	25.00%
Soundcraft	Audio Mixers/Consoles	18.00%
Spectrum Industries	Classroom Furniture/Lectern	20.00%
Surge-X	Power Dist.	14.00%
Surge-X	Surge Supressors	14.00%
Tannoy	Speakers	15.00%
Tascam	Media Players	13.00%
Tech Electronics	Digital Signage	8.00%
Telex	Intercom	14.00%
TOA	Audio - General Electronics	20.00%
TOA	Speakers	20.00%
Triplite	UPS	8.00%
Vaddio (Sony/Canon Cameras)	Cameras	21.00%
Video Furniture International	AV Furniture	15.00%
Visix	Digital Signage	8.00%
West Penn	Wiring Solutions	15.00%
Whirlwind	Cables & Connectors	28.00%



Williams Sound	Hearing Assistance	23.00%
Windy City Wire	Wiring Solutions	15.00%
Wiremold	Floor boxes, Conduit	10.00%

All By Description (Offering)

Description	Manufacturer	Discount From MSRP
A/V Interfaces	RDL	20.00%
Amplifiers	Biamp	30.00%
Amplifiers	Crown	20.00%
Amplifiers	QSC	15.00%
Audio - General Electronics	DBX	15.00%
Audio - General Electronics	Lectrosonics	26.00%
Audio - General Electronics	Listen Technologies	18.00%
Audio - General Electronics	Nigel B.	8.00%
Audio - General Electronics	Rane	10.00%
Audio - General Electronics	TOA	20.00%
Audio Digital Processors	Biamp	30.00%
Audio Digital Processors	Electrovoice	26.00%
Audio Digital Processors	Lectrosonics	26.00%
Audio Digital Processors	Rane	10.00%
Audio Digital Processors	Shure - Electronics	23.00%
Audio Mixers/Consoles	Allen & Heath	26.00%
Audio Mixers/Consoles	Midas	26.00%
Audio Mixers/Consoles	Pre Sonus	10.00%
Audio Mixers/Consoles	Soundcraft	18.00%
Audio Monitors-electronic	Aviom	2.00%
Cables & Connectors	Comprehensive	26.00%
Cables & Connectors	Extron	25.00%
Cables & Connectors	Horizon	20.00%
Cables & Connectors	Whirlwind	28.00%
Cameras	Elmo	12.00%
Cameras	Honeywell	15.00%

Cameras	Pelco	10.00%
Cameras	Vaddio (Sony/Canon Cameras)	21.00%
Cases	Gator Case	29.00%
Clocks - Synchronized	Rauland	19.00%
Clocks - Synchronized	Sapling	19.00%
Communications	Cooper Wheelock - WAVES	17.00%
Communications	Iwatsu - ICON	2.00%
Communications	Rauland	30.00%
Control	Contemporary Research	10.00%
Control	Crestron	23.00%
Control	Extron	25.00%
Custom Plates	RCI Custom	28.00%
Digital Signage	Tech Electronics	8.00%
Digital Signage	Visix	8.00%
Dimming Equipment	Chauvet	8.00%
Dimming Equipment	ETC	16.00%
Dimming Equipment	Lightronics	26.00%
Dimming Equipment	NSI/Colortan/Leviton	12.00%
Flat-Panel Displays/TV	Panasonic	16.00%
Floor/Wall boxes	Ace Backstage	20.00%
Floor/Wall boxes	FSR	10.00%
Floor/Wall boxes	Mystery Electronics	24.00%
Furniture	Da-Lite	20.00%
Furniture	KSI	28.00%
Furniture	Middle Atlantic Products	15.00%
Furniture	Miller's Millworks	26.00%
Hearing Assistance	Listen Technologies	18.00%
Hearing Assistance	Williams Sound	23.00%
Intercom	Telex	14.00%
Media Distribution	Rauland	30.00%
Media Players	Bright Sign	3.00%
Media Players	Tascam	13.00%
Microphones	Audio-Technica	20.00%
Microphones	Countryman	24.00%
Microphones	Electrovoice	26.00%
Microphones	Lectrosomics	26.00%

Microphones	Shure - Mics	30.00%
Mounts	Chief Mfg.	20.00%
Mounts	Display Devices	14.00%
Mounts	Omnimount	8.00%
Mounts	Peerless	20.00%
Power Dist.	Atlas	28.00%
Power Dist.	Juice Goose	18.00%
Power Dist.	Lowell	18.00%
Power Dist.	Middle Atlantic Products	15.00%
Power Dist.	Raxxess	15.00%
Power Dist.	Surge-X	14.00%
Presentation Electronics	Luidia eBeam	19.00%
Presentation Electronics	Luidia eBeam Accessories	2.00%
Projection Screens	BEI	20.00%
Projection Screens	Da-Lite	20.00%
Projection Screens	Draper	20.00%
Projector Lenses	Navitar	15.00%
Projectors LCD/DLP	Sanyo	20.00%
Racks	Atlas	18.00%
Racks	Lowell	18.00%
Racks	Middle Atlantic Products	15.00%
Racks	Raxxess	15.00%
RF Distribution	Blonder-Tongue	23.00%
RF Distribution	Drake	10.00%
Speakers	Anchor Audio	18.00%
Speakers	Atlas	28.00%
Speakers	Bose	16.00%
Speakers	Community	21.00%
Speakers	EAW	26.00%
Speakers	Electrovoice	26.00%
Speakers	JBL	26.00%
Speakers	KSI	28.00%
Speakers	Renkus-Heinz	18.00%
Speakers	TOA	20.00%
Surge Supressors	Surge-X	14.00%



Teleconferencing - Audio	Biamp	30.00%
Teleconferencing - Video	Panasonic	16.00%
Transformers	Edecor Magnetics	20.00%
UPS	Liebert	10.00%
UPS	Minuteman	8.00%
UPS	Tripplite	8.00%
Video - General Electronics	Comprehensive	32.00%
Video - General Electronics	Extron	25.00%
Video - General Electronics	FSR	10.00%
Video - General Electronics	Kramer	15.00%
Video - General Electronics	RDL	20.00%
Visual Presenters	Elmo	12.00%
Wiring Solutions	AMP Network Solutions	4.00%
Wiring Solutions	Crestron	23.00%
Wiring Solutions	Extron	25.00%
Wiring Solutions	Hubbell	4.00%
Wiring Solutions	West Penn	15.00%
Wiring Solutions	Windy City Wire	15.00%

Labor Rates

Labor Category	Hourly Rate
Systems Designer/Engineer	\$98.55
CAD Draftsman	\$88.63
Consulting	\$175.00
Testing/Measurement	\$125.00
Project Management	\$115.16
Installer	\$65.57
Technician	\$79.81
A/V Professional	\$87.19
Programming	\$96.75
Training and Support	\$93.12
Administrative	\$58.15



Service Technician	\$147.00
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Labor Category	After 5 PM Weekdays and Saturday Hourly Rate
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Systems Engineer	\$147.83
CAD Draftsman	\$132.95
Consulting	\$262.50
Testing/Measurement	\$187.50
Project Management	\$172.74
Installer	\$98.36
Technician	\$119.72
A/V Professional	\$130.79
Programming	\$145.13
Training and Support	\$139.68
Administrative	\$87.23
Service Technician	\$220.50

Labor Category	Holiday and Sunday Hourly Rate
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Systems Engineer	\$197.10
CAD Draftsman	\$177.26
Consulting	\$350.00
Testing/Measurement	\$250.00
Project Management	\$230.32
Installer	\$131.14
Technician	\$159.62
A/V Professional	\$178.38
Programming	\$193.51
Training and Support	\$186.24
Administrative	\$116.30
Service Technician	\$294.00

Maintenance Pricing

Warranty Service



CTSI fully warrants all parts, labor, and functionality of its system installations for a period of one year after customer acceptance. The warranty period does not cover abuse, misuse, vandalism, or acts of God.

CTSI will provide warranty service from our Mechanicsville, Virginia office within eight hours after we receive notification of your service needs, between the hours of 8:00 a.m. to 5:00 p.m. from Monday through Friday.

All manufacturers' extended (multi-year) warranties are extended to our clients. Labor to remove and/or reinstall equipment repaired under these extended warranties is available at standard service rates as listed in the attached schedule.

Please note that during the first year of operation, all maintenance of the system must be performed by factory authorized technicians or the warranty will be void.

Service Process and Rates

For post-warranty service, CTSI will provide service within eight hours after we receive notification of your service needs, between the hours of 8:00 a.m. to 5:00 p.m. Monday through Friday. Emergency service is available after hours, on weekends and holidays by calling our 24/7/365 service dispatch.

Maintenance Agreements

In addition to hourly service rates, CTSI offers full-service preventive maintenance agreements which feature preferential service during busy times, discounted labor rates, a 10% discount on service parts, and a 10% discount on system upgrades during the Agreement period. We can also custom-design preventive maintenance and service agreements to suit the needs of our clients with special requests.

Labor Block Programs

CTSI offers Labor Block purchases which allow our customers to pre-buy a block of service labor hours at a further discounted rate. Our Labor Block programs can be configured on an individual basis dependent upon client requirements or drafted to Open PO's which auto refill when the Labor Block has diminished to 90% of the purchased block.

Installation and System Implementation



For “turn-key projects” (i.e. Lump Sum), all system installation and implementation costs are included in the overall system pricing.

For non-turn-key projects, where specific material and labor hours are purchased on a line item basis, we will include labor charges as required for the specific project and application based on the following labor categories and rates:

Systems Designer/Engineer	\$98.55
CAD Draftsman	\$88.63
Consulting	\$175.00
Testing/Measurement	\$125.00
Project Management	\$115.16
Installer	\$65.57
Technician	\$79.81
A/V Professional	\$87.19
Programming	\$96.75
Training and Support	\$93.12
Administrative	\$58.15
Service Technician	\$147.00

Please note that not all labor categories are required on every project or installation

Rental Equipment

Occasionally, for special productions or events, our customer’s needs may exceed the capacity of their systems. To help meet these needs, CTSI maintains a well-stocked inventory of popular equipment available for rental. Our inventory includes video and data grade projectors, projection screens, wireless microphones, and portable loudspeaker systems.

A sampling of our rental rates include:

LCD Projectors w/o screen	\$ 275.00 per day (w/o operator)
55” LED Display w/stand	\$ 250.00 per day (w/o operator)
Portable Sound Systems	
1. Compact	\$ 250.00 per day (w/o operator)
2. Mid Size	\$ 550.00 per day (w/o operator)
3. Full Size	\$2,500.00 per day (w/o operator)
Wireless Microphones	\$ 45.00 per day (w/o operator)



The above rates are our normal rates, exclusive of the special discounts offered in the pricing section of this proposal.

**AGREEMENT
PUBLICLY ACCESSIBLE CONTRACT (PAC)**

This Agreement, effective the date the last signature is affixed below, is by and between the Virginia Commonwealth University (the “University”), on behalf of the Virginia Higher Education Procurement Consortium (the “Consortium”) (collectively the "University"), and Corbett Technology Solutions, Inc., (“Vendor”).

TERM

The term of this Agreement coincides with the Primary Agreement’s end date.

WITNESS

WHEREAS, the University and Corbett Technology Solutions, Inc. have executed an agreement, C0002287, (the “Primary Agreement”), and included in the Primary Agreement is a third party access / cooperative clause. Now therefore, the University and Corbett Technology Solutions, Inc. wish to express in this Agreement the specific terms that will allow third party access to the Primary Agreement.

Accordingly, and in consideration of the mutual premises and provisions hereof, the parties hereby agree as follows:

- I. Corbett Technology Solutions, Inc. will:
 - A. Pay the University 1% of all sales to accessing entities outside of the Consortium membership associated with the Primary Agreement (as the “PAC Annual Fee”). The PAC Annual Fee will be paid in exchange for marketing services provided by the University and the Consortium described below in Section II.
 - B. Fully support this marketing relationship by promoting the availability of the Primary Agreement to non-Consortium entities;
 - C. Provide quarterly sales reports detailing the amount of sales to each non-Consortium accessing entity; and

- II. The University/Consortium will:
 - A. Promote the Primary Agreement on its website and through other channels (e.g., conferences) to non-Consortium members
 - B. Maintain an approved version of Corbett Technology Solutions, Inc.’s logo on the Consortium website

III. Payment

- A. Payment of PAC Annual Fee will arrive at the University no later than October 31st of each year. The University and Consortium will share the payments equally and allocate payments to the appropriate accounts.

In the event of early termination of the Primary Agreement, this residual payment will arrive at the University no later than 45 calendar days from termination date of the Primary Agreement.

- B. Payment of PAC Annual Fee will take the form of a check. Checks will be made payable to the **Virginia Commonwealth University** and sent to:

Alex McWhorter, Office Manager
Procurement Services
Virginia Commonwealth University
912 West grace Street, 5th Floor
Box 980327
Richmond, VA 23298

IV. Notices

Any notice required or permitted to be given under this Agreement will be in writing and will be deemed duly given: (1) if delivered personally, when received; (2) if sent by recognized overnight courier service, on the date of the receipt provided by such courier service; (3) if sent by registered mail, postage prepaid, return receipt requested, on the date shown on the signed receipt; or (4) if sent by electronic mail, when received (as verified by the email date and time) if delivered no later than 4:00 p.m. (receiver's time) on a business day or on the next business day if delivered (as verified by sender's machine) after 4:00 p.m. (receiver's time) on a business day or on a non-business day. All such notices will be addressed to a party at such party's address or facsimile number as shown below.

If to the University:

John McHugh, Director
Virginia Commonwealth University
912 West grace Street, 5th Floor
Box 980327
Richmond, VA 23298
Email: mchughj2@vcu.edu

If to Corbett Technology Solutions, Inc.:

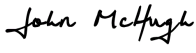
David Wrigley

4151 LaFayette Center Drive, Suite 700
Chantilly, VA 20151
Email: dwigley@ctsi-usa.com
Fax: (703) 631-3396

ACCEPTANCE

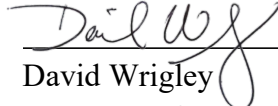
Virginia Commonwealth University

Corbett Technology Solutions, Inc.

DocuSigned by:

EE6DA7427C67468...

John McHugh
Director, Procurement Services
6/6/2022

Date



David Wrigley
Director of Sales
5/23/2022

Date

Agreement #: C0002287-PAC