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SC Solicitation #5400020901
STC - Audio Video Products and Services

This document is to be used by SC public agencies only for procurement. All other customers, please contact us for pricing.
The following pages represent product discounts for each vendor. For the current brand models please view the manufacturers website and MSRP. To receive a quote for an upcoming project, you can contact us for a total cost for your reference.



	Audio	Cabling	Control / Power	Displays / Projection Screens / Video	Lighting	Racks / Carts & Support	Data / Cameras	Discount %	Link
Acclaim					x			15	www.acclaim-lighting.com
AKG	x							15	www.akg.com
Alfatron	x		x				x	20	www.alfatronelectronics.com
Allen & Heath	x							15	www.allen-heath.com
Atlas	x							15	www.atlasied.com
APC			x					15	www.apc.com
Audica	x							15	www.audicapro.co.uk
Audio Technica	x							15	www.audio-technica.com
Audix	x							20	www.audixusa.com
Belden		x						20	www.belden.com
Bogen	x							15	www.bogen.com
Brightsign				x				15	www.brightsign.biz
Chauvet					x			15	www.chauvetlighting.com
Chief						x		20	www.legrandav.com
Cisco							x	15	www.cisco.com
ClearOne	x							20	www.clearone.com
Crestron	x		x	x	x		x	20	www.crestron.com
ClearTouch				x				20	www.getcleartouch.com
Cloud	x							20	www.cloud.co.uk
Crown	x							15	www.crownaudio.com
Da-Lite				x				20	www.legrandav.com
Dell				x				15	www.dell.com/monitors
Denon	x							15	www.denonpro.com
Ditek			x					15	www.ditekurgeprotection.com
Draper				x				15	www.draperinc.com
Elation					x			15	www.elationlighting.com

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Elmo							x	15	www.elmoussa.com
Epson				x				20	www.epson.com
Essex		x						15	www.superioressex.com
ETC					x			15	www.etcconnect.com
Extron	x		x	x				15	www.extron.com
FSR			x	x		x		20	www.fsrinc.com
Furman			x					20	www.furmanpower.com
Gator						x		15	www.gatorco.com
General		x						20	www.generalcable.com
Intellinet							x	20	www.icintracom.com
HAS	x							15	www.hsa-audio.ro
JBL	x							15	www.jblpro.com
JTS	x							20	www.jts-microphones.com
Lab Gruppen	x							20	www.labgruppen.com
LG				x				15	www.lg.com/us/tvs
Logitech							x	15	www.logitech.com
Lilin							x	20	www.meritlilin.com
Lightronics					x			15	www.lightronics.com
Listen	x							15	www.listentech.com
Lowell			x			x		20	www.lowellmfg.com
Lumen							x	15	www.mylumens.com
Luxul							x	15	www.legrandav.com
Midas	x							15	www.midasconsoles.com
Middle Atlantic			x			x		20	www.legrandav.com
NEC				x				20	www.sharpnecdisplays.us
Netgear							x	20	www.netgear.com
Optima				x				20	www.optimausa.com
Panasonic	x			x				20	www.pro-av.panasonic.net
Pharos					x			20	www.pharoscontrols.com
Renkus Heinz	x							20	www.renkus-heinz.com
Roland	x			x				15	www.roland.com
Samsung				x				15	www.samsung.com/us/tvs
Sharp				x				15	www.sharpnecdisplays.us

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Shure	x							15	www.shure.com
Sonnance	x							15	www.sonance.com
Soundcraft	x							15	www.soundcraft.com
Sony				x				15	www.electronics.sony.com
StarTech						x		20	www.startech.com
Stewart Audio	x							20	www.stewartaudio.com
Superior		x						20	www.superioressex.com
Tannoy	x							15	www.tannoy.com
Tascam	x							15	www.tascam.com
TOA	x							15	www.toaelectronics.com
Tripp-Lite			x			x		20	www.tripplite.eaton.com
Turbosound	x							20	www.turbosound.com
ViewSonic				x				20	www.viewsonic.com
West Pen		x						20	www.westpennwire.com
Williams Sound	x							15	www.williamsav.com

Technician Level	Training / Experience	Performs the following	Rate
Technician I (\$55 per hour or less for this position)	Typically this position would not hold any industry technical certification.	At a minimum this person is trained to provide basic installation knowledge of audio/visual systems, control systems, AV system integration, and installation/setup and is skilled in pulling cables	\$55 per hour
Technician II (\$75 per hour or less for this position)	3-5 years of AV installation experience. Holds one or more industry certifications or manufacturer's certifications.	At a minimum this person provides basic installation knowledge of audio/visual systems, control systems, AV system integration and installation/setup	\$75 per hour
Technician III (\$95 per hour or less for this position)	Minimum of five (5) years of AV installation experience. This is the highest skilled technician covered under this contract. This person holds advanced certification from the manufacturer or audio visual industry certification	At a minimum this person will have the ability to install, configure and commission the most complex system, has knowledge of test equipment, and has a working knowledge of computers and computer networking.	\$95 per hour