Exhibit B

PRICES FOR AUDIO-VISUAL SOLUTIONS

Audio-Visual Equipment	
Audio-Visual Equipment Brand	**% off MSRP**
Prices reflect a blended discount off of MSRP, equaling 14% above standard dealer cost. Link to brands: Avidex brands	

Hourly Rate Positions	
Position Titles	**Hourly Rate**
Design Consultant - Handles the design, development, and implementation of complex Audio-Visual Solutions, including creating detailed plans and specifications for projects, such as design reports and systems descriptions, and programming Audio-Visual Solutions.	$130.00
Audio-Visual Consultant - Handles general Audio-Visual consulting, Purchaser training, and the development of Purchaser training manuals.	$110.00
Project Manager - Plans, organizes, supervises, and executes Audio-Visual jobs.	$114.00
Project Administrator/Assistant - Responsible for administrative and day-to-day tasks, such as scheduling, budgeting, and communication.	$75.00
Project Engineer - Handles the technical and engineering aspects of Audio-Visual jobs.	$100.00
Audio-Visual Technician - Standard Business Hours (6:00 AM through 6:00 PM Pacific Time, Mon. – Fri. excluding Holidays) - Handles installation, questions, service requests, and troubleshooting for non-warrantied Audio-Visual Equipment.	$150.00
Audio-Visual Technician - Outside Standard Business Hours (6:01 PM - 5:59 AM, Pacific Time, Mon. - Fri. + Weekends) - Handles installation, questions, service requests, and troubleshooting for non-warrantied Audio-Visual Equipment.	$225.00

Prevailing Wage positions		
Trade	**Job Classification**	**Percentage (%) Above L&I Prevailing Wage Rate**
Electronics Technician (WAC 296-127-01322)	Journey Level	200.00%
Inside Wireman Electrician (WAC 296-127-01323)	Journey Level	00.00%
Inside Wireman Electrician (WAC 296-127-01323)	Apprentice Level	00.00%
Inside Wireman Electrician (WAC 296-127-01323)	Cable Splicer	00.00%
Carpenter)WAC 296-127-01310)	Acoustic Worker	00.00%
Laborer (WAC 296-127-01344)	General Laborer	00.00%

Audio-Visual Equipment Extended Warranty		
Extended warranty term	**Rate**	**Warranty notes**
Two-Year Extended Warranty	Support plans are variable by project, based on the scope of work and type of equipment included.	Extended hardware coverage for two years from the date of substantial completion if purchased at the time of award.
Three-Year Extended Warranty	Support plans are variable by project, based on the scope of work and type of equipment included.	Extended hardware coverage for three years from the date of substantial completion if purchased at the time of award.
Four-Year Extended Warranty	Support plans are variable by project, based on the scope of work and type of equipment included.	Extended hardware coverage for four years from the date of substantial completion if purchased at the time of award.

Audio-Visual Services Extended Warranty		
Extended warranty term	**Rate**	**Warranty notes**
Two-Year Extended Warranty	Support plans are variable by project, based on the scope of	Essential 2 Year: 12 X 5, SLA 4-hour call response, 2 business

	work and type of equipment included.	days onsite and remote monitoring with fault detection.
Three-Year Extended Warranty	Support plans are variable by project, based on the scope of work and type of equipment included.	Essential 3 Year 12 X 5, SLA 4-hour call response, 2 business days onsite and remote monitoring with fault detection.
Four-Year Extended Warranty	Support plans are variable by project, based on the scope of work and type of equipment included.	Essential 4 Year 12 X 5, SLA 4-hour call response, 2 business days onsite and remote monitoring with fault detection.
Two-Year Extended Warranty	Support plans are variable by project, based on the scope of work and type of equipment included.	Advanced 2 Year, 24 X 7 SLA 2-hour call response, 1 business day onsite. Includes 1 preventative maintenance visit, remote monitoring with fault detection, reporting, & troubleshooting.
Three-Year Extended Warranty	Support plans are variable by project, based on the scope of work and type of equipment included.	Advanced 3 Year, 24 X 7 SLA 2-hour call response, 1 business day onsite. Includes 1 preventative maintenance visit, remote monitoring with fault detection, reporting, & troubleshooting.
Four-Year Extended Warranty	Support plans are variable by project, based on the scope of work and type of equipment included.	Advanced 4 Year, 24 X 7 SLA 2-hour call response, 1 business day onsite. Includes 1 preventative maintenance visit, remote monitoring with fault detection, reporting, & troubleshooting.
Two-Year Extended Warranty	Support plans are variable by project, based on the scope of work and type of equipment included.	Elite 2 Year, 24 X 7, SLA 1-hour call response, 4 hours onsite. Includes 1 preventative maintenance visit, remote monitoring with fault detection, reporting, troubleshooting, expedited advanced replacement and management of device configuration and changes.

Three-Year Extended Warranty	Support plans are variable by project, based on the scope of work and type of equipment included.	Elite 3 Year, 24 X 7, SLA 1-hour call response, 4 hours onsite. Includes 1 preventative maintenance visit, remote monitoring with fault detection, reporting, troubleshooting, expedited advanced replacement and management of device configuration and changes.
Four-Year Extended Warranty	Support plans are variable by project, based on the scope of work and type of equipment included.	Elite 3 Year, 24 X 7, SLA 1-hour call response, 4 hours onsite. Includes 1 preventative maintenance visit, remote monitoring with fault detection, reporting, troubleshooting, expedited advanced replacement and management of device configuration and changes.

Managed Support		
Support item	**Rate**	**Warranty notes**
24 X 7 Help Desk	$0.00	24 X 7 Helpdesk provided at no cost
Remote Support Engineer	$195.00	Remote support engineer for troubleshooting, programming changes, or coordination for hardware replacement
End-user Training Onsite	$895.00	4 Hour onsite training session for end-users
On-site First Day Live Support	$1,200.00	8 Hour onsite system engineer to assist with meeting prep and operations
Tier One Onsite Technical Training	$1,000.00	4 Hour onsite technical training session for clients' technical support staff.
Full-time Onsite Support Technician	$150,000.00	Full-time onsite technician for 1 year