Exhibit B

PRICES FOR AUDIO-VISUAL SOLUTIONS

Audio-Visual Equipment	
Audio-Visual Equipment Brand	**Minimum percent (%) off MSRP**
Araknis	26.00%
AVFI (Audio-Video Furniture Intl)	25.00%
AVProEdge	34.00%
Biamp	25.00%
Cables to Go	25.00%
Chief Mounts	18.00%
Crestron	27.00%
Da-Lite Screens	25.00%
DigiLinx	30.00%
Draper Screens	29.00%
DWI Enterprises	26.00%
Enco	25.00%
Epiphan	25.00%
Episode	25.00%
Epson Commercial Projectors	25.00%
Extron	25.00%
FSR	20.00%
Furman	25.00%
Gator Cases	25.00%
Infinity Displays	25.00%
Kramer Electronics	25.00%
LG Commercial Displays	25.00%
Liberty AV	25.00%
Listen Technologies	20.00%
Middle Atlantic	25.00%
NEC Professional Projectors	25.00%
OWI Pro Sound	30.00%
Peerless AV	24.00%
ProAim Commercial	25.00%
Promethean	25.00%
QSC	20.00%
RCI Custom	25.00%
Samsung Business Displays	25.00%
Sharp Professional Displays	30.00%
Shure	25.00%
The Screen Works	26.00%
Vaddio	15.00%

Wattbox	25.00%
Wirepath	25.00%
Non-itemized brands	2.00%

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.	$155.00
Audio-Visual Consultant - Handles general Audio-Visual consulting, Purchaser training, and the development of Purchaser training manuals.	$105.00
Project Manager - Plans, organizes, supervises, and executes Audio-Visual jobs.	$95.00
Project Administrator/Assistant - Responsible for administrative and day-to-day tasks, such as scheduling, budgeting, and communication.	$90.00
Project Engineer - Handles the technical and engineering aspects of Audio-Visual jobs.	$145.00
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.	$120.00
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.	$180.00

Prevailing Wage positions		
Trade	**Job Classification**	**Percentage (%) Above L&I Prevailing Wage Rate**
Electronics Technician (WAC 296-127-01322)	Journey Level	216.00%
Inside Wireman Electrician (WAC 296-127-01323)	Journey Level	167.00%

Inside Wireman Electrician (WAC 296-127-01323)	Apprentice Level	216.00%

Audio-Visual Equipment Extended Warranty		
Extended warranty term	**Rate**	**Warranty notes**
Two-Year Extended Warranty	Intentionally left blank by Contractor	Warranty may vary depending on Manufacturers Policies
Three-Year Extended Warranty	Intentionally left blank by Contractor	Warranty may vary depending on Manufacturers Policies
Four-Year Extended Warranty	Intentionally left blank by Contractor	Warranty may vary depending on Manufacturers Policies

Audio-Visual Services Extended Warranty		
Extended warranty term	**Rate**	**Warranty notes**
Two-Year Extended Warranty	Intentionally left blank by Contractor	Price of extended warranty varies based on type of product(s) and the Services needed to support the installation
Three-Year Extended Warranty	Intentionally left blank by Contractor	Price of extended warranty varies based on type of product(s) and the Services needed to support the installation
Four-Year Extended Warranty	Intentionally left blank by Contractor	Price of extended warranty varies based on type of product(s) and the Services needed to support the installation

Managed Support		
Support item	**Rate**	**Warranty notes**
Two Year Managed Support Agreement	Intentionally left blank by Contractor	Price of Managed Support varies based on the products, services and complexity as well as SLA desired.
Three Year Managed Support Agreement	Intentionally left blank by Contractor	Price of Managed Support varies based on the products, services and complexity as well as SLA desired.
Four Year Managed Support Agreement	Intentionally left blank by Contractor	Price of Managed Support varies based on the products, services and complexity as well as SLA desired.
Five Year Managed Support Agreement	Intentionally left blank by Contractor	Price of Managed Support varies based on the products, services and complexity as well as SLA desired.