Tempest Technologies - Exhibit B

Prices for Audio-Visual Solutions

Prices reflect a blended discount off MSRP, equaling a 23% margin based on standard dealer cost.

Audio-Visual brands
Absen
AKG
AMX (HARMAN)
AMX SVSI
Atlas IED (MiTek)
Atlona Incorporated
Audio-Technica
Auralex
Aurora Multimedia
AVer
Avocor
AVPro Edge
Barco
Belden
BIAMP
BirdDog
Bose Professional
BrightSign, LLC
C2G
Cambridge Sound Management (Biamp)
Canon
Chief
Christie
ClearOne
Community Professional (Biamp)
Crestron Electronics
Crown Audio
Da-Lite
Draper
Electro-Voice
Epiphan
Epson
Extron Electronics
Furman
Gefen
Harman Professional, Inc.
HP Enterprise (HPE.com)
JBL Professional

Kramer
Leviton
LG
Liberty AV
Lightware
Listen Tech
Lowell Manufacturing
MergeWorks
Middle Atlantic
NETGEAR
Neutrik
NovaStar
Optoma
Panasonic
Peerless-AV
Philips Professional Displays
Premier Mounts
PTZOptics
QSC, LLC
RCF
RCI Systems, Inc.
RDL
Roland Pro AV
Salamander Designs Ltd
Samsung
Sanus Professional
Sennheiser
Sharp/NEC
Shure, Inc.
Sony
Sound Control Technologies
Soundtube Entertainment
SurgeX
Symetrix
TOA Electronics
Tripp Lite (Eaton)
tvONE
Vaddio
Video Furniture International
ViewSonic
Visionary Solutions, Inc.
Wiremold (Legrand)

Yamaha
Yealink
Planar
Various (Infrastructure Cabling & Consumables)

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.	$210.00
Audio-Visual Consultant - Handles general Audio-Visual consulting, Purchaser training, and the development of Purchaser training manuals.	$165.00
Project Manager - Plans, organizes, supervises, and executes Audio-Visual jobs.	$175.00
Project Administrator/Assistant - Responsible for administrative and day-to-day tasks, such as scheduling, budgeting, and communication.	$95.00
Project Engineer - Handles the technical and engineering aspects of Audio-Visual jobs.	$205.00
Audio-Visual Technician - Standard Business Hours (6:00 AM through 6:00 PM Pacific Time, Mon. – Fri. excluding Holidays) - Handles installation, questions, service	$175.00

requests, and troubleshooting for non-warrantied Audio-Visual Equipment.	
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.	$175.00

Prevailing Wage positions		
Trade	**Job Classification**	**Percentage (%) Above L&I Prevailing Wage Rate**
Electronics Technician (WAC 296-127-01322)	Journey Level	225.00%
Inside Wireman Electrician (WAC 296-127-01323)	Journey Level	225.00%
Inside Wireman Electrician (WAC 296-127-01323)	Apprentice Level	225.00%
Inside Wireman Electrician (WAC 296-127-01323)	Cable Splicer	225.00%
Carpenter (WAC 296-127-01310)	Acoustic Worker	225.00%
Laborer (WAC 296-127-01344)	General Laborer	225.00%

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	The price of the warranty varies based on the project value, scope of work, and equipment type.
Three-Year Extended Warranty	Intentionally left blank by Contractor	The price of the warranty varies based on the project value, scope of work, and equipment type.
Four-Year Extended Warranty	Intentionally left blank by Contractor	The price of the warranty varies based on the project value, scope of work, and equipment type.

Managed Support		
Support item	**Rate**	**Warranty notes**
Remote Incident Management	$175.00	Prices listed are for regular business hours. Services can be

		packaged with an Extended Warranty.
Preventative Maintainance	$175.00	Prices listed are for regular business hours. Services can be packaged with an Extended Warranty.
Onsite Service	$175.00	Prices listed are for regular business hours. Services can be packaged with an Extended Warranty.