Exhibit B

PRICES FOR AUDIO-VISUAL SOLUTIONS

Audio-Visual Equipment	
Audio-Visual Equipment Brand	**% off MSRP**
Araknis	20.00%
AV Pro Edge	30.00%
Binary	20.00%
Bullet Train	40.00%
Origin Acoustics	20.00%
Origin Pro	20.00%
Shure	20.00%
Strong	30.00%
Wattbox	25.00%
Audix	24.00%
Aprimo	30.00%
Biamp	30.00%
Cambridge	30.00%
Chief	15.00%
Community	20.00%
Crestron	30.00%
Da-lite	15.00%
Desono	30.00%
Devio	30.00%
Draper	20.00%
Epson	35.00%
Evoko	30.00%
Extron	17.00%
FSorb	10.00%
Impera	30.00%
Listen Technologies	11.00%
Lumens	15.00%
Middle Atlantic	25.00%
Modena	30.00%
Netgear	20.00%
Parle	30.00%
PrimAcoustic	10.00%
QSC	15.00%
RDL	20.00%
Samsung	20.00%
Sanus	25.00%

Screen Innovations	20.00%
Sennheiser	10.00%
Sony	20.00%
Stewart Film Screen	10.00%
SurgeX	10.00%
Tesira	30.00%
Vidi	30.00%
Visionary Solutions Inc.	10.00%
Vocia	30.00%
Voltera	30.00%
Williams AV	25.00%
Kordz	20.00%
Windy City Wire	10.00%
ArtNovian	20.00%
Audio Control	20.00%
Episode	20.00%
NEC	10.00%
Sharp	10.00%
Sunbrite	20.00%
Xtreme Power Conversion	10.00%
Yamaha	15.00%

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.	$150.00
Audio-Visual Consultant - Handles general Audio-Visual consulting, Purchaser training, and the development of Purchaser training manuals.	$120.00
Project Manager - Plans, organizes, supervises, and executes Audio-Visual jobs.	$120.00
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.	$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.	$240.00

Prevailing Wage positions		
Trade	**Job Classification**	**Percentage (%) Above L&I Prevailing Wage Rate**
Electronics Technician (WAC 296-127-01322)	Journey Level	232.00%
Inside Wireman Electrician (WAC 296-127-01323)	Journey Level	232.00%
Inside Wireman Electrician (WAC 296-127-01323)	Apprentice Level	232.00%
Inside Wireman Electrician (WAC 296-127-01323)	Cable Splicer	232.00%
Carpenter)WAC 296-127-01310)	Acoustic Worker	232.00%
Laborer (WAC 296-127-01344)	General Laborer	232.00%

Audio-Visual Equipment Extended Warranty		
Extended warranty term	**Rate**	**Warranty notes**
Two-Year Extended Warranty	10.00%	Based on initial system equipment costs. Warranty does not include cosmetic damage, damage caused by environmental damage, negligence, or physical harm. Equipment warranty does not cover costs associated with system redesigns or alterations. Labor to remedy equipment warranty claims is not included as part of the warranty term. Labor warranties are available for separate purchase as

		specified in the Audio-Visual Services Warranty section.
Three-Year Extended Warranty	13.00%	Based on initial system equipment costs. Warranty does not include cosmetic damage, damage caused by environmental damage, negligence, or physical harm. Equipment warranty does not cover costs associated with system redesigns or alterations. Labor to remedy equipment warranty claims is not included as part of the warranty term. Labor warranties are available for separate purchase as specified in the Audio-Visual Services Warranty section.
Four-Year Extended Warranty	15.00%	Based on initial system equipment costs. Warranty does not include cosmetic damage, damage caused by environmental damage, negligence, or physical harm. Equipment warranty does not cover costs associated with system redesigns or alterations. Labor to remedy equipment warranty claims is not included as part of the warranty term. Labor warranties are available for separate purchase as specified in the Audio-Visual Services Warranty section.

Audio-Visual Services Extended Warranty		
Extended warranty term	**Rate**	**Warranty notes**
Two-Year Extended Warranty	6.00%	Based on initial system equipment costs. Warranty does not include cosmetic damage, damage caused by environmental damage, negligence, or physical harm. Equipment warranty does not cover costs associated with

		system redesigns or alterations. Labor to remedy equipment warranty claims is not included as part of the warranty term. Labor warranties are available for separate purchase as specified in the Audio-Visual Services Warranty section.
Three-Year Extended Warranty	10.00%	Based on initial system equipment costs. Warranty does not include cosmetic damage, damage caused by environmental damage, negligence, or physical harm. Equipment warranty does not cover costs associated with system redesigns or alterations. Labor to remedy equipment warranty claims is not included as part of the warranty term. Labor warranties are available for separate purchase as specified in the Audio-Visual Services Warranty section.
Four-Year Extended Warranty	15.00%	Based on initial system equipment costs. Warranty does not include cosmetic damage, damage caused by environmental damage, negligence, or physical harm. Equipment warranty does not cover costs associated with system redesigns or alterations. Labor to remedy equipment warranty claims is not included as part of the warranty term. Labor warranties are available for separate purchase as specified in the Audio-Visual Services Warranty section.

Managed Support		
Support Item	**Rate**	**Notes**
24/7 Remote Support - Essentials Plus	$1,428.00	The rate is for an annual membership. 24/7 365-day remote support with a 60-minute

		guaranteed remote response time. Support available via text, phone call, or email.
24/7 Remote Support - Priority	$3,229.00	The rate is for an annual membership. 24/7 365-day remote support with a 30-minute guaranteed remote response time. Support is available via text, phone call, or email. Night, weekend, and the next day, on-site support is available. Night and weekend support is billed at standard night/weekend labor rates. 20% discount on non-warranty service labor. One annual tech review is included in membership.
24/7 Remote Support - Proactive	$4,309.00	The rate is for an annual membership. 24/7 365-day remote support with a 30-minute guaranteed remote response time. Support is available via text, phone call, or email. Night, weekend, and the next day, on-site support is available. Night and weekend support is billed at standard night/weekend labor rates. 20% discount on non-warranty service labor. Two annual tech reviews are included in membership. Proactive monitoring is available with proper network access.
24/7 Remote Support - Signature	$8,629.00	The rate is for an annual membership. 24/7 365-day remote support with a 10-minute guaranteed remote response time. Support is available via text, phone call, or email. All support calls are automatically escalated to advanced support. Night, weekend, and the next day, on-site support is available. Night and weekend support is billed at standard night/weekend labor rates. 20% discount on non-warranty service labor. Three annual tech reviews are included in membership. Proactive monitoring is available with proper network access.

On-site Event Support (0-4 hours, between 9am-5pm local time)	$750.00	Requires two weeks' advanced notice for scheduling and access to the room for a minimum of 1 hour before the event. Travel time associated with meetings that are located outside of our primary service area is quoted at the standard GSA rate.
On-site Event Support (4-8 hours, between 9am-5pm local time)	$1,500.00	Requires two weeks' advanced notice for scheduling and access to the room for a minimum of 1 hour before the event. Travel time associated with meetings that are located outside of our primary service area is quoted at the standard GSA rate.
On-site Event Support (0-4 hours, after 5pm local time)	$1,500.00	Requires two weeks' advanced notice for scheduling and access to the room for a minimum of 1 hour before the event. Travel time associated with meetings that are located outside of our primary service area is quoted at the standard GSA rate.
System Use Training (up to 5 participants)	$250.00	One training course is included with the commissioning of the system. Additional training at the request of the purchaser is charged at a rate of $250 per training. If training is recorded by the purchaser, the purchaser retains the rights to the training recordings.