Exhibit B

PRICES FOR AUDIO-VISUAL SOLUTIONS

Audio-Visual Equipment	
Audio-Visual Equipment Brand	**% off MSRP**
Samsung Displays	25.00%
Epson Projectors	35.00%
Dalite	22.00%
Sennheiser (Overhead Mics)	20.00%
QSC	22.00%
Tripplite	50.00%
Crestron	34.00%
Extron	38.00%
Shure (Overhead Mics)	24.00%
Shure Microphone Equipment (Handhelds + Lavaliers)	35.00%
Middle Atlantic	38.00%
Sharp	33.00%
Biamp	40.00%
Chief	26.00%
Vaddio	25.00%
LG	35.00%
Aver	25.00%
Sony (Displays)	30.00%
Listen Technologies	25.00%
Cisco Room Bars	32.00%
Premier Mounts	30.00%
JBL Speakers	25.00%
Netgear	31.00%
Yamaha	28.00%
Leon	25.00%
Logitech Room Bars	20.00%
Panasonic Projectors	25.00%
Draper Screens	30.00%
C2G	35.00%

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	$122.00

design reports and systems descriptions, and programming Audio-Visual Solutions.	
Audio-Visual Consultant - Handles general Audio-Visual consulting, Purchaser training, and the development of Purchaser training manuals.	$122.00
Project Manager - Plans, organizes, supervises, and executes Audio-Visual jobs.	$116.00
Project Administrator/Assistant - Responsible for administrative and day-to-day tasks, such as scheduling, budgeting, and communication.	$76.00
Project Engineer - Handles the technical and engineering aspects of Audio-Visual jobs.	$116.00
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.	$77.00
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.	$115.00

Prevailing Wage positions		
Trade	**Job Classification**	**Percentage (%) Above L&I Prevailing Wage Rate**
Electronics Technician (WAC 296-127-01322)	Journey Level	25.00%
Inside Wireman Electrician (WAC 296-127-01323)	Journey Level	25.00%
Inside Wireman Electrician (WAC 296-127-01323)	Apprentice Level	22.00%
Inside Wireman Electrician (WAC 296-127-01323)	Cable Splicer	25.00%
Carpenter)WAC 296-127-01310)	Acoustic Worker	25.00%
Laborer (WAC 296-127-01344)	General Laborer	25.00%

Audio-Visual Equipment Extended Warranty		
Extended Warranty Term	**Rate**	**Warranty Notes**
Two-Year Extended Warranty	10%*	Some manufacturers provide 36-month warranties out of the box
Three-Year Extended Warranty	10%*	Some manufacturers provide 36-month warranties out of the box
Four-Year Extended Warranty	10%*	Some manufacturers provide 36-month warranties out of the box
*10% represents uplift over Diversified Cost from Manufacturer. Each product and manufacturer is different in their cost structure.		

Audio-Visual Services Extended Warranty		
Extended Warranty Term	**Rate**	**Warranty Notes**
Two-Year Extended Warranty	6.80%	6.8% of the Total Equipment Price in the Project
Three-Year Extended Warranty*	13.60%	13.6% of the Total Equipment Price in the Project
Four-Year Extended Warranty*	20.40%	20.4% of the Total Equipment Price in the Project
*3 and 4 Year plans provide roughly 8% discount per year by holding the Year 1 price across the warranty term		

Managed Support		
Support item	**Rate**	**Notes**
Service Field Technician (Hourly)	$185.00	3 Hour Minimum Plus Travel
Travel (Hourly)	$140.00	3 Hour Minimum
Help Desk Agent (Remote)-Hourly	$140.00	1 Hour Minimum
Remote Programmer (Hourly)	$215.00	3 Hour Minimum
Engineer (Hourly)	$230.00	3 Hour Minimum
UC Engineer (Hourly)	$270.00	3 Hour Minimum