

# Exhibit B - Price and Qualifications

EXHIBIT B - PRICE AND QUALIFICATIONS	Contract No. 03418	Company: Avidex Industries, LLC
Company Name: Avidex Eastern WA Physical Address: <b>165 South Washington Street, Suite 100</b> City, State, Zip: <b>Spokane, WA 99201</b>	Company Name: <b>Avidex</b> Western WA Physical Address: <b>13555 Bel-Red Road, Suite 226</b> City, State, Zip: <b>Bellevue, WA. 98005</b>	
Audio-Visual Service Rates		
<i>List all relevant rates as requested below. Rates should reflect a fully self sufficient audio-visual installation or maintenance professional. Prices shall reflect contractor utilizing and undertaking full responsibility for their own equipment.</i>	<b>Avidex Price (not to exceed)</b>	
<b>Audio-Visual Technician (Installation)</b>	<b>\$70.00/per hour</b>	
Electronic Technician	200% of Prevailing Wage Hourly Rate	
<b>Audio-Visual Design</b> - provide an hourly rate for expert level audio-visual system and room design.	<b>\$95.00/per hour</b>	
<b>Audio-Visual Consulting</b> - provide an hourly rate for general AV consulting and expertise.	<b>\$110.00/per hour</b>	
<b>Audio-Visual Service Technician - Normal Business Hours 7:00AM - 5:00PM Mon-Fri (Non-Holiday)</b> - Troubleshooting, service call (non-warranted equipment).	<b>\$79.00/per hour. Avidex normal business hours (8:00am-5:00pm) M-F Two Hour Minimum Charge Plus 1 Hour Travel.</b>	
<b>Audio-Visual Service Technician - After Hours - 5:01PM - 6:59AM Mon-Fri + Weekends</b> - Troubleshooting, service call, repair (non-warranted equipment).	<b>*Avidex does not currently offer after hours and weekend service technicians.</b>	
Travel Reimbursement		
<i>This section for information purposes only.</i>	<b>Price (not to exceed)</b>	
<b>Remote Job Site Travel Costs</b> - Includes costs arising out of dispatching audio-visual professionals 60+ miles from normal work locations. May include <i>reasonable</i> hotel, per diem, and transportation costs negotiated before work to begin to be eligible for reimbursement.	<b>*Avidex has read and agrees to reimbursement at cost not to exceed GSA travel.</b> <a href="#">Reimbursed at cost - not to exceed GSA travel rates</a>	
Catalogue Equipment Pricing		
<i>Please list the brand(s) of equipment your company carries and your competitive bid as a percentage above Contractor cost that you would be able to offer for all equipment and supplies purchased of that brand. Enterprise Services reserves the right to audit Contractor cost at will. Add lines as necessary.</i>	<b>% Above Contractor Cost</b>	
List of brands of the brands of equipment Avidex carries.	<b>*Please see Avidex response for manufacturer's line card for the equipment we carry.</b>	
<b>Equipment Pricing.</b>	<b>Avidex Equipment pricing will be calculated on a 13% cost plus mark-up based on the manufacturer's current published dealer unit cost.</b>	
<b>*Standard manufacturer warranties applies. Returns and restock fees are subject to manufacturer policies.</b>		

<b>Warranty Protections &amp; Managed Audio-Visual Options</b>	
<i>Industry warranty and service agreement options shall be considered on the merits. Customers prefer a five (5) year hardware and service warranty option covering all equipment installed through this Master Contract. Customer's would also like options for managed AV solutions where ongoing support is provided by bidder. Attach any relevant company service level agreements, or company workmanship guarantees.</i>	<b>AVIDEX 360° SERVICE SOLUTIONS</b> - Avidex understands that managing and maintaining diverse audiovisual and unified communications solutions can be a complex task. Avidex combines the best manufacturer-trained and certified industry professionals with a comprehensive managed services portfolio to manage and support State of Washington agencies with complete audiovisual needs. The goal of our 360° Service team is to understand and deliver on the specific requirements for success on each project. This includes developing customized service coverage terms with up to 5 years of service coverage warranty options.
Length of Warranty Protection Included with Purchase (if provided)	Avidex offers a Standard 1 Year Standard Workmanship Warranty for Installed Systems. Please see proposal for details.
Purchaseable Warranty Options	Avidex offer 3 different support options to meet customers needs and service levels as follows: Essential, Advanced and Elite Coverage Options. Please see proposal for details. *Pricing for these services are developed on a per project basis.
Managed AV Support	Avidex offers a complete portfolio of managed services that include: Remote support and monitoring, maintenance, on-site support and reporting to increase technology uptime. Please see proposal for details. *Pricing for these services are developed around specific needs and requirements.

**EXHIBIT B - AUDIO-VISUAL (AV) SOLUTIONS - PRICE, QUALIFICATIONS, SCENARIO EVALUATION**      **RFP NO. 03418**      **BIDDER: (Avidex Industries, LLC)**

**Contract Region (See RFP Section 2.2 for further information) Pick one. If bidding for multiple regions submit each as a separate Exhibit B.**  
 Region 1: Western Washington     Region 2: Eastern Washington     Region 3: Southern Washington & Oregon

**Please disclose your company physical address that complies with solicitation section 2.2:**      Company Name: **Avidex**  
 Street Address: **165 South Washington Street, Suite 100**  
 City, State, Zip: **Spokane, WA. 99201**

**Audio-Visual Service Rates**

*List all relevant rates as requested below. Rates should reflect a fully self sufficient audio-visual installation or maintenance professional. Prices shall reflect contractor utilizing and undertaking full responsibility for their own equipment.*      **Avidex Price (not to exceed)**

**Audio-Visual Technician (Installation) - Small Job** - provide an hourly rate for smaller audio-visual jobs that may not require a full day of work.      **\$70.00/per hour**

**Audio-Visual Technician (Installation) - Medium Jobs** - provide an hourly rate for audio-visual work requiring a full day or multiple days.      **\$70.00/per hour (minimum of 8 hours)**

**Audio-Visual Technician (Installation) - Large Jobs** - provide an hourly rate for audio-visual work requiring a full week or multiple weeks.      **\$70.00/per hour (minimum of 40 hours)**

**Audio-Visual Design** - provide an hourly rate for expert level audio-visual system and room design.      **\$95.00/per hour**

**Audio-Visual Consulting** - provide an hourly rate for general AV consulting and expertise.      **\$110.00/per hour**

**Audio-Visual Service Technician - Normal Business Hours 7:00AM - 5:00PM Mon-Fri (Non-Holiday)** - Troubleshooting, service call (non-warrantied equipment).      **\$79.00/per hour. Avidex normal business hours (8:00am-5:00pm) M-F Two Hour Minimum Charge Plus 1 Hour Travel.**

**Audio-Visual Service Technician - After Hours - 5:01PM - 6:59AM Mon-Fri + Weekends** - Troubleshooting, service call, repair (non-warrantied equipment).      **\*Avidex does not currently offer after hours and weekend service technicians.**

**Travel Reimbursement**

*This section for information purposes only.*      **Price (not to exceed)**

**Remote Job Site Travel Costs** - Includes costs arising out of dispatching audio-visual professionals 60+ miles from normal work locations. May include *reasonable* hotel, per diem, and transportation costs negotiated before work to begin to be eligible for reimbursement.      **\*Avidex has read and agrees to reimbursement at cost not to exceed GSA travel. [Reimbursed at cost - not to exceed GSA travel rates](#)**

**Catalogue Equipment Pricing**

*Please list the brand(s) of equipment your company carries and your competitive bid as a percentage above Contractor cost that you would be able to offer for all equipment and supplies purchased of that brand. Enterprise Services reserves the right to audit Contractor cost at will. Add lines as necessary.*      **% Above Contractor Cost**

**List of brands of the brands of equipment Avidex carries.**      **\*Please see Avidex response for manufacturer's line card for the equipment we carry.**

Avidex Equipment pricing will be calculated on a 13% cost plus mark-up based on the manufacturer's current published dealer unit cost.

Equipment pricing.

<p>*Standard manufacturer warranties apply. Returns and restock fees are subject to the manufacturer policies.</p>	
<p><b>Warranty Protections &amp; Managed Audio-Visual Options</b></p>	<p><b>AVIDEX 360° SERVICE SOLUTIONS</b> - Avidex understands that managing and maintaining diverse audiovisual and unified communications solutions can be a complex task. Avidex combines the best manufacturer-trained and certified industry professionals with a comprehensive managed services portfolio to manage and support State of Washington agencies with complete audiovisual needs. The goal of our 360° Service team is to understand and deliver on the specific requirements for success on each project. This includes developing customized service coverage terms with up to 5 years of service coverage warranty options.</p>
<p><i>Industry warranty and service agreement options shall be considered on the merits. Customers prefer a five (5) year hardware and service warranty option covering all equipment installed through this Master Contract. Customer's would also like options for managed AV solutions where ongoing support is provided by bidder. Attach any relevant company service level agreements, or company workmanship guarantees.</i></p>	
<p><b>Length of Warranty Protection Included with Purchase (if provided)</b></p>	<p><b>Avidex offers a Standard 1 Year Standard Workmanship Warranty for Installed Systems. Please see proposal for details.</b></p>
<p><b>Purchaseable Warranty Options</b></p>	<p><b>Avidex offer 3 different support options to meet customers needs and service levels as follows: Essential, Advanced and Elite Coverage Options. Please see proposal for details. *Pricing for these services are developed on a per project basis.</b></p>
<p><b>Managed AV Support</b></p>	<p><b>Avidex offers a complete portfolio of managed services that include: Remote support and monitoring, maintenance, on-site support and reporting to increase technology uptime. Please see proposal for details. *Pricing for these services are developed around specific needs and requirements.</b></p>

## AVIDEX MANUFACTURER LINE CARD

---

### A

AKG Acoustics, U.S.  
Allen & Heath  
Allen Avionics, Inc.  
ALTINEX, Inc.  
AMX  
Anchor Audio, Inc.  
Anixter  
Anthro Corporation  
Apantac  
APC by Schneider Electric  
Apex Tool Group - Xcelite  
Arrive Systems  
Ashly Audio, Inc.  
Atlas Sound  
Atlona Technologies  
Attero Tech, LLC  
Audio Enhancement  
Audio Visual Furniture  
International Inc.  
Audio-Technica U.S., Inc.  
Audix  
Auralex Acoustics, Inc.  
Aurora Multimedia Corp.  
Avitech  
.

### B

Barco  
Behringer  
Belden  
Belkin International  
BenQ America Corp.  
Best Mounting  
Beyerdynamic, Inc.  
Biamp Systems, Inc.  
Black Box  
Blackmagic Design  
BMS Business Machine  
Security  
Bosch Conferencing and  
Public Address Systems  
Boston Acoustics  
Brady Corporation

Bretford Manufacturing,  
Inc.  
Brightline  
BrightSign, LLC  
BSS Audio, Ltd.  
BTX Technologies, Inc.  
Buslink

### C

C2G  
Califone International,  
Inc.  
Cambridge Sound  
Management  
Canon U.S.A., Inc.  
Canvys  
Casio, Inc.  
Celerity Technologies  
Channel Master  
Chief  
Christie  
CISCO  
Claridge Products &  
Equipment  
Clary Business Machines  
Clear-Com  
ClearOne  
Clockaudio Limited  
Coastel Cable Tools  
Community Professional  
Loudspeakers  
Comprehensive  
Connectivity Company  
Conney Safety  
Contemporary Research  
Corning Gilbert  
Corning Incorporated  
Countryman Associates,  
Inc.  
Covid, Inc.  
Crestron Electronics, Inc.  
Crimson AV  
Crown International, Inc.  
CyberPower

### D

Da-Lite  
Daniels Manufacturing  
Corporation - DMC  
Datavideo Corporation  
dbx, Inc.  
Delta Displays  
Digital Projection  
International  
Display Devices, Inc.  
Display werks  
Draper, Inc.  
Dukane Corp. - Audio-  
Visual Div.  
Duracell  
DVIGear

### E

Earthworks, Inc.  
Eaton  
EAW - Eastern Acoustic  
Works  
EDAC Inc.  
Edgewater Networks, Inc.  
Eiki International, Inc.  
Electro-Voice  
Elite Screens, Inc.  
ELMO USA Corp.  
Elo  
Emerson Network Power  
- AIM  
Epiphan Video  
EPSON  
Ergotech Group, Inc.  
Ergotron, Inc.  
ESE  
ETA Systems  
EverFocus Electronics  
Corp.  
Extron Electronics

### F

FrontRow  
FSR, Inc.  
Fujinon, Inc.

## G

Galaxy Audio Inc.  
Gator Cases Inc.  
[Gefen LLC](#)  
[Gentner ALS](#)  
[GeoVision](#)  
[Gepco/General Cable](#)  
Global Cache

## H

H. Wilson Company  
[HaiVision](#)  
Hall Research Inc.  
[HellermannTyton](#)  
[Hikvision](#) Digital  
Technology Co. Ltd.  
HIROSE Electric U.S.A.,  
Hitachi America Ltd.  
Hitachi Software  
Engineering America Ltd.  
Holland Electronics  
[Hosa](#) Technology, Inc.  
Hubbell

## I

InFocus Corporation, Inc.  
Ingram Micro  
inland Products, Inc.  
INNOVOX Audio  
Installer's Choice  
[Iogear](#)  
ITT Cannon

## J

JBL Professional  
JELCO, Inc.  
Joseph Electronics  
Just Add Power  
Just Add Software  
JVC Professional  
Products Company

## K

[Kabel Schlepp](#)  
[Kaltman](#) Creations, LLC  
[KanexPro](#)  
Key Digital Systems  
Klein Tools  
[Klipsch](#) Professional  
[Kramer Electronics USA,](#)  
KTC-Audio Limited

## L

[Lab.gruppen](#)  
Lake Technologies, Inc.  
Leatherman Tool Group  
[Lectrosonics](#), Inc.  
[Legrand/Wiremold](#)  
Lexicon, Inc.  
[Leyard](#) and Planar, a  
[Leyard](#) Company  
LG Electronics, U.S.A  
Liberty AV Solutions  
[LifeSize](#)  
Linksys® by Cisco  
Listen Technologies  
Corporation  
Logitech, Inc.  
Lowell Manufacturing  
Company  
[Luidia](#)  
[Lutron](#) Electronics  
Company, Inc.  
[Luxi](#) Electronics Corp  
Luxor Corp.  
[Luxul](#)  
[LynTec](#)

## M

Mackie Designs, Inc.  
Madison Electric  
Products  
Manhattan / IC  
[Intracom®](#)

Marshall Electronics, Inc.  
Marshall Furniture, Inc.  
[Matrox](#) Electronic  
Systems  
[Matrox](#) Graphics Inc.  
[Mersive](#) Technologies,  
Meyer Sound  
Laboratories, Inc.  
[Microboards](#) Technology  
Midas Consoles  
Middle Atlantic Products  
Milestone Systems Inc.  
Minuteman Power  
Technologies  
Mitsubishi Electric Visual  
and Imaging Systems  
[Mitsutech](#) USA Corp  
[Mogami](#) Cable  
Monster Cable Products,  
Inc.  
Mustang

## N

[Navitar](#), Inc.  
NEC Display Solutions  
Net Display Systems  
[Netgear](#)  
[Neutrik](#) USA, Inc.  
[Nexcom](#)  
[Niveo](#) Professional  
NOVA Solutions, Inc.  
NTI Americas

## O

[Onkyo](#) USA  
Optical Cable  
Corporation  
Optoma Technology, Inc.  
OWI, Inc.

## P

[Pakedge](#) Device and  
Software  
Paladin Tools

## P

Panasonic  
 PANDUIT CORP.  
 Peerless-AV  
 Pelican Products, Inc.  
 Perfect Path  
 Philips Signage Solutions  
 Phoenix Contact  
[Picquic](#)  
 Picture Phone Direct Inc.  
 Plantronics, Inc  
 Platinum Tools  
 PLUS Corp. of America  
 Polycom, Inc.  
[PolyVision](#) Corporation  
 Premier Mounts  
[PreSonus](#)  
 Pro Co Sound, Inc.  
 Promethean  
 Technologies Ltd  
[Proxima](#) Displays, Inc.  
[PureLink](#)

## Q

QOMO  
 QSC Audio Products, Inc.  
 QSC Audio Products, Inc.  
 Quantum Data

## R

Rane Corporation  
[RapcoHorizon](#) Company  
 RCI Custom Products  
 RDL, Radio Design Labs  
 Reach Tech Co., Ltd.  
 Renkus-Heinz, Inc..  
[Revolabs](#)  
 RGB Spectrum  
 Ricoh Corporation  
 Rolls Corporation  
 Rose Electronics  
[rp](#) Visual Solutions  
 Rubbermaid Healthcare

## S

Samsung Electronics  
 America, Inc.  
 Samsung [Techwin](#)  
 America  
[Scala](#), Inc.  
 Screen Innovations  
 SENKO Advanced  
 Components, Inc.  
[Sennheiser](#) Electronic  
 Corp.  
 Sentry 360 Security  
 Sharp Electronics Corp.  
 Shure Incorporated  
 SIIG  
 SKB Corporation  
 SMART Technologies  
[SmartAVI](#)  
[SMK-Link](#) Electronics  
[Sonance](#)  
 Sonic Foundry, Inc  
 Sony Professional  
 Solutions of America  
 Sound Control  
 Technologies  
[Soundcraft](#) USA  
[SoundTube](#)  
 Entertainment, Inc.  
 SP Controls, Inc.  
 Spectrum Industries  
[SpinetiX](#)  
 Sports Select  
 Stardraw.com  
[StarTech](#)  
 Stewart Audio  
 Stewart [Filmscreen](#) Corp.  
 Stinova Ltd + (ISE)  
[SunBriteTV](#)  
[SurgeX](#)  
 SVS Lifts  
[SVSi](#)  
[Switchcraft](#), Inc.  
[Symetrix](#) Inc.

## T

[Tannoy](#)/TGI North  
 America, Inc.  
 TASCAM  
 TC Electronic, Inc.  
 TE Connectivity  
[Techflex](#), Inc.  
 Telex  
[Tely Labs](#)  
 TEQ AV/IT  
 The AVC Group  
 Thomas [Regout](#)  
 International B.V.  
 Tightrope Media Systems  
 TOA Electronics, Inc USA  
 Toner Cable Equipment,  
 Inc.  
[ToteVision](#)  
[TouchSystems](#)  
 Corporation  
 Tripp Lite  
[tvONE](#)

## U

Ultimate Support  
 Systems, Inc.

## V

[Vaddio](#)  
[Valcom](#)  
 VDO360  
 Video Mount Products  
 (VMP)  
[Vidyo](#)  
[ViewSonic](#) Corp.  
 Visionary Solutions  
[Visix](#), Inc.  
[Vivitek](#) Corporation

## W

 [Waller](#)  
 [Wann Wire](#)  
 Westinghouse Digital  
 Electronics, LLC



Whirlwind Music  
Distributors, Inc.  
Williams Sound, LLC  
Winchester / Kings  
Electronics, Inc.  
Winsted Corporation  
Wohler Technologies  
WolfVision, Inc.  
Wyrestorm Technologies

X  
Xantech Corp.