



**THE UNIVERSITY OF NORTH CAROLINA
AT CHAPEL HILL**

**Audiovisual and Multimedia Equipment,
Integration/Installation, and Support Services
University Term Multi Contracts**

**The WH PLATTS Company
Authorized Vendor**

Send quote requests & purchase orders to:

buyav@whplatts.com

Contacts:

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Area Sales Manager

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Area Sales Manager

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The University of North Carolina at Chapel Hill
 University Term Contract (UTC)
 Awarded to The WH PLATTS Company
 Contract Number: WHPlatts/Y22AMW/111/RFP

On-Site Equipment Installation Services	
	Hourly Rate (USD) <i>(enter \$ amount or "No Bid")</i>
Regular Rate	\$ 75.00
After-hours / Weekend Rate	\$ 112.50
Holiday Rate	\$ 150.00
Other	

Project Management Services	
	Hourly Rate (USD) <i>(enter \$ amount or "No Bid")</i>
Regular Rate	\$ 85.00
After-hours / Weekend Rate	\$ 127.50
Holiday Rate	\$ 170.00
Other	

Design and Engineering Services	
	Hourly Rate (USD) <i>(enter \$ amount or "No Bid")</i>
Regular Rate	\$ 85.00
After-hours / Weekend Rate	\$ 127.50
Holiday Rate	\$ 170.00
Other	

Programming Services	
	Hourly Rate (USD) <i>(enter \$ amount or "No Bid")</i>
Regular Rate	\$ 95.00
After-hours / Weekend Rate	\$ 142.50
Holiday Rate	\$ 190.00
Other	

Support Services	
	Hourly Rate (USD) <i>(enter \$ amount or "No Bid")</i>
Regular Rate	\$ 85.00
After-hours / Weekend Rate	\$ 127.50
Holiday Rate	\$ 170.00
Other	

**ARTICLE VI
PRICING SCHEDULE**

The University of North Carolina at Chapel Hill
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PRODUCT / MANUFACTURER:	MINIMUM DISCOUNT OFF LIST PRICE (%) <i>(enter % amount or "No Bid")</i>	WARRANTY <i>(1-Year, 2-Year, etc., or N/A)</i>
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Common AV Manufacturers

BIAMP	35%	See Manufacturer
CLEAR ONE	15%	See Manufacturer
EXTRON	35%	See Manufacturer
FSR	20%	See Manufacturer
HARMAN	20%	See Manufacturer
KRAMER	25%	See Manufacturer
LEGRAND	20%	See Manufacturer

UC Collaboration & Video Conferencing Hardware

CRESTRON	40%	See Manufacturer
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Lighting Controls

CHAUVET	15%	See Manufacturer
CHAMSYS	15%	See Manufacturer

Lecture Capture Systems

EXTRON	35%	See Manufacturer
DISCOVER VIDEO	15%	See Manufacturer

Intercom Systems

THREE SIXTY	10%	See Manufacturer
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Encoding & Transcoding		
AJA VIDEO SYSTEMS	15%	See Manufacturer
CRESTRON	40%	See Manufacturer
EXTRON	35%	See Manufacturer
BLACK MAGIC DESIGN	15%	See Manufacturer
AV Control Systems		
ATLONA	25%	See Manufacturer
CRESTRON	40%	See Manufacturer
EXTRON	35%	See Manufacturer
KRAMER	25%	See Manufacturer
Racks & Enclosures		
AVFI	25%	See Manufacturer
MIDDLE ATLANTIC	25%	See Manufacturer
PEERLESS	25%	See Manufacturer
STRONG	25%	See Manufacturer
Document Cameras		
EPSON	10%	See Manufacturer
SMART	23%	See Manufacturer
Bulk Cable		
BELDEN	15%	See Manufacturer
BELKIN	15%	See Manufacturer
CRESTRON	40%	See Manufacturer
EXTRON	35%	See Manufacturer
LIBERTY	15%	See Manufacturer
WESTPEN	15%	See Manufacturer

Projectors		
DIGITAL PROJECTION	8%	See Manufacturer
EPSON	SEE BELOW	See Manufacturer
PANASONIC	15%	See Manufacturer
EPSON LARGE VENUE	40%	See Manufacturer
EPSON CLASSROOM	20%	See Manufacturer
Projection Screens		
DA-LITE	25%	See Manufacturer
DRAPER	25%	See Manufacturer
SCREEN INNOVATIONS	25%	See Manufacturer
Microphones		
AKG HARMON	25%	See Manufacturer
AUDIO-TECHNICA	30%	See Manufacturer
LISTEN TECH	15%	See Manufacturer
SENNHEISER	20%	See Manufacturer
SHURE	25%	See Manufacturer
JTS MICROPHONES	25%	See Manufacturer
Amplifiers & Sound Processing		
BIAMP	35%	See Manufacturer
CRESTRON	40%	See Manufacturer
CROWN	25%	See Manufacturer
LAB GRUPPEN	20%	See Manufacturer
REVAMP	20%	See Manufacturer
YAMAHA	20%	See Manufacturer

Audio Speakers		
ALTAS SOUND	20%	See Manufacturer
BIAMP	35%	See Manufacturer
EXTRON	35%	See Manufacturer
JBL	25%	See Manufacturer
RENKUS HEINZ	20%	See Manufacturer
D & B AUDIOTECHNIK	12%	See Manufacturer
TANNOY	20%	See Manufacturer
FBT	25%	See Manufacturer
Lecterns / Furniture		
MIDDLE ATLANTIC	25%	See Manufacturer
MILLER'S PRESENTATION FURNITURE	15%	See Manufacturer
AVFI	25%	See Manufacturer
Mounting Hardware		
CHIEF	20%	See Manufacturer
PEERLESS	25%	See Manufacturer
PREMIER	30%	See Manufacturer
STRONG	25%	See Manufacturer
Assistive Listening Devices / Systems		
LISTEN TECH	15%	See Manufacturer
WILLIAMS SOUND	22%	See Manufacturer
Wireless AV Products		
CRESTRON	40%	See Manufacturer
EXTRON	35%	See Manufacturer
KRAMER	20%	See Manufacturer

<i>Displays & Monitors</i>		
LENOVO	2%	See Manufacturer
LG	15%	See Manufacturer
MARSHALL	2%	See Manufacturer
NEC	15%	See Manufacturer
PANASONIC	15%	See Manufacturer
PLANAR	10%	See Manufacturer
SAMSUNG	20%	See Manufacturer
SONY	15%	See Manufacturer
BLACK MAGIC DESIGN	2%	See Manufacturer
UNILUMIN	15%	See Manufacturer
<i>DVD and BluRay Record / Players</i>		
DENON	10%	See Manufacturer
<i>Cameras</i>		
PANASONIC	8%	See Manufacturer
SONY	8%	See Manufacturer
MINRRAY	20%	See Manufacturer
PTZ OPTICS	12%	See Manufacturer
AVER	12%	See Manufacturer
<i>Interactive White Boards / Displays</i>		
AVOCOR	5%	See Manufacturer
SMART TECHNOLOGIES	12%	See Manufacturer
NEWLINE	15%	See Manufacturer
AVOCOR	5%	See Manufacturer
DETEN	5%	See Manufacturer
<i>Power Conditioning / Distribution / UPS</i>		
APC	15%	See Manufacturer
FURMAN	15%	See Manufacturer
MIDDLE ATLANTIC	15%	See Manufacturer
TRIPPLITE	25%	See Manufacturer

<i>USB Collaboration Devices</i>		
BIAMP	20%	See Manufacturer
BARCO	5%	See Manufacturer
<i>USB Extenders</i>		
EXTRON	35%	See Manufacturer
ICRON	5%	See Manufacturer
BINARY	25%	See Manufacturer
ATLONA	25%	See Manufacturer
<i>AV Related Accessories</i>		
GATOR CASES	35%	See Manufacturer
<i>AV Installation Related Products</i>		
CHIEF/LEGRAND	20%	See Manufacturer
WIREMOLD/LEGRAND	20%	See Manufacturer
<i>VIDEO SERVERS & STORAGE / VIDEO SWITCHERS</i>		
SCALE LOGIC	10%	See Manufacturer
NEWTEK SWITCHERS	10%	See Manufacturer
ROSS SWITCHERS	10%	See Manufacturer
<i>VIDEO SERVERS & STORAGE / VIDEO SWITCHERS</i>		
ROSS ROUTERS	10%	See Manufacturer
EVERTZ ROUTERS	10%	See Manufacturer

3.2 SPECIAL TERMS AND CONDITIONS

3.2.1 AFFILIATES

Any resulting contract may be utilized by the University and any affiliated University of North Carolina System institution (each an "Affiliate"), which includes the following:

Appalachian State University
East Carolina University
Elizabeth City State University
Fayetteville State University
North Carolina Agricultural and Technical State University
North Carolina Central University
North Carolina School of Science and Mathematics
North Carolina State University
University of North Carolina at Asheville
University of North Carolina at Charlotte
University of North Carolina at Greensboro
University of North Carolina at Pembroke
University of North Carolina at Wilmington
University of North Carolina School of the Arts
University of North Carolina System Office
Western Carolina University
Winston-Salem State University

Participation by an Affiliate is strictly voluntary, and the University shall not be responsible for orders or payments for any Affiliate.

3.2.2 INDEFINITE QUANTITY

Any resulting contract shall be an indefinite quantity contract. The total quantity of any equipment and/or services to be purchased under any resulting contract is not known and the University does not imply nor guarantee any minimum number of purchases.

3.2.3 NON-EXCLUSIVITY

Any resulting contract shall not be exclusive, and the University reserves the right to purchase the same or similar equipment and/or services from other vendors at any time, at the sole discretion of the University.

3.2.4 CONTRACT VALUE

The University does not expect the total value of any resulting contract to exceed one million US Dollars (\$1,000,000.00).

3.2.5 ORDERS

Orders may be placed throughout the contract term on an as-needed basis for equipment and/or services, and each order will be issued directly to the respective Vendor after receipt of a project quote, proposal, and/or Statement of Work, as per the requirements and specifications stated herein.

All orders under any resulting contract must be placed using a separate, new authorized Purchase Order or Procurement Card (PCard) number. Each order shall indicate the specific equipment and/or services and quantities required and delivery/ship-to information, as applicable.