



**STATE OF UTAH "BEST VALUE" COOPERATIVE CONTRACT  
CONTRACT NUMBER: MA622**

**May 28, 2014**

Revision Number:

Purchasing Agent: Zach Derr  
Phone #: (801) 538-3307  
Email: [zderr@utah.gov](mailto:zderr@utah.gov)

**Item: LCD AND DLP PROJECTORS**

Vendor: 57849B

George Webb Sales Company Inc.  
dba Webb Audio Visual  
3020 South West Temple  
Salt Lake City, UT 84115

Internet Homepage:

[www.webbav.com](http://www.webbav.com)

General Contact:  
Telephone:  
Fax number:  
Email:

Steven M. Webb  
(801) 484-8567  
(801) 484-8589  
[stevew@webbav.com](mailto:stevew@webbav.com)

Reporting Type:  
Brand/trade name:

Item  
Eiki, Dukane, Casio, Canon, InFocus, Barco,  
ASK Proxima, Digital Projection

Price:  
Terms:  
Effective dates:  
Potential renewal options remaining:  
Days required for delivery:  
Price guarantee period:  
Freight:  
Minimum order:  
Min shipment without charges:  
Other conditions:

See Attached Pricing Schedule  
Net 30  
06/01/14 Through 06/02/2019  
Two (1) year  
25  
1 Year

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This is a new Contract with the same vendor.

Bid # ZD14031

This contract covers only those procurement items listed. When placing orders, make sure to identify your organization as a government entity and provide the contract number. It is the responsibility of the ordering agency to ensure that the vendor is given the correct delivery and billing address. Agencies should return to the vendor any invoice which reflects incorrect pricing. Other items ordered that are not listed on the contract must be invoiced separately.

State agencies are to place orders directly with the vendor creating a PRC in Finet.

This contract information sheet is subject to change. State Purchasing doesn't recommend that you print a copy due to the potential to change. Always view contract information online at [www.purchasing.utah.gov](http://www.purchasing.utah.gov)

**Please contact the Purchasing Agent listed above if you have questions or concerns.**



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**Note to Agencies:** This is a multiple award – Refer to the following contracts before making purchasing decision.

**MA784** Troxell Communications  
**MA785** Philm Gear Inc

**MA795** TV Specialists

**ATTACHMENT G-1 - SOLICITATION # ZD14031**

**PRICE SHEET for CATEGORY 1**

**XGA PROJECTORS (NATIVE 1024 X 768 PIXELS)**

BIDDERS MAY ONLY OFFER MODELS WHICH MEET THE FOLLOWING MINIMUM SPECIFICATIONS:

- 2700 LUMENS
- 3-YEAR MANUFACTURER'S WARRANTY
- 4000:1 CONTRAST
- 5,000 – HOUR LAMP
- KEYSTONE CORRECTION

BIDDER:	MANUFACTURER	MINIMUM % MARKDOWN FROM MANUFACTURER'S MSRP
Webb Audio Visual	Eiki	30%

MODEL #	LUMENS	LAMP LIFE	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
LC-XNS2600	3,000	5,000	\$695	\$437
LC-XNS3100	3,300	5,000	\$795	\$469
LC-XB43	4,500	5,000	\$2,195	\$1,168
LC-XL100A	5,000	5,000	\$4,295	\$2,025
LC-XL200A	6,000	5,000	\$4,595	\$2,339
LC-X800A	12,000	5,000	\$19,995	\$9,999
LC-XBM31W	3,000	5,000	\$995	\$560

**PRICE SHEET for CATEGORY 1**

**ACCESSORIES**

INCLUDE: MFG. UNIVERSAL MOUNT

EXCLUSIONS – SCREENS AND CARTS

DESCRIPTION	MODEL #	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
Universal Projector Bracket	RPMAU	\$249	\$158
Ceiling Plate	CMA440	\$149	\$67



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CONTRACT NUMBER: MA622**

**May 28, 2014**

Universal Projector Bracket (Locking)	RSMAU	\$219	\$139
Tile Bridge Ceiling Plate	CMS440	\$149	\$67
Document Camera	SDP-860	\$799	\$499
Document Camera	SDP-870	\$499	\$399

REPLACEMENT BULBS		
MODEL #	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
LC-XMB31W	\$190	\$130
LC-XB43	\$550	\$300
LC-XL100A	\$520	\$300

Submission to be included with this price sheet:

- 1) Product specifications/brochures of LCD Projectors being bid.

**Please cite the manufacturer's source for MSRP  
(i.e. manufacturer's catalog, exact website address, etc) <http://www.eiki.com>**

**ATTACHMENT G-1 - SOLICITATION # ZD14031**

**PRICE SHEET for CATEGORY 1**

**XGA PROJECTORS (NATIVE 1024 X 768 PIXELS)**

BIDDERS MAY ONLY OFFER MODELS WHICH MEET THE FOLLOWING MINIMUM SPECIFICATIONS:

- 2700 LUMENS
- 3-YEAR MANUFACTURER'S WARRANTY
- 4000:1 CONTRAST
- 5,000 – HOUR LAMP
- KEYSTONE CORRECTION

BIDDER:	MANUFACTURER	MINIMUM % MARKDOWN FROM MANUFACTURER'S MSRP
Webb Audio Visual	Dukane	40%

MODEL #	LUMENS	LAMP LIFE	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
8113	3200	5,000	\$2,115	\$808
8421	2500	5,000	\$1,239	\$499
8934	2700	5,000	\$1,365	\$541
8795H-RJ	3200	5,000	\$1,615	\$635
8970	5,000	5,000	\$7,489	\$2,479
8950P	7500	5,000	\$17,489	\$5,281



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**May 28, 2014**

9005	10000	5,000	\$23,239	\$7,595
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**PRICE SHEET for CATEGORY 1**

ACCESSORIES			
INCLUDE: MFG. UNIVERSAL MOUNT			
EXCLUSIONS – SCREENS AND CARTS			
DESCRIPTION	MODEL #	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
Universal Projector Bracket	RPMAU	\$249	\$158
Ceiling Plate	CMA440	\$149	\$67
Universal Projector Bracket (Locking)	RSMAU	\$219	\$139
Tile Bridge Ceiling Plate	CMS440	\$149	\$67

REPLACEMENT BULBS		
MODEL #	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
8113	\$225	\$110
8421	\$399	\$175
8934	\$399	\$175

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(i.e. manufacturer's catalog, exact website address, etc) <http://www.dukaneav.com>**

**ATTACHMENT G-1 - SOLICITATION # ZD14031**

**PRICE SHEET for CATEGORY 1**

<b>XGA PROJECTORS (NATIVE 1024 X 768 PIXELS)</b>
BIDDERS MAY ONLY OFFER MODELS WHICH MEET THE FOLLOWING MINIMUM SPECIFICATIONS:
<ul style="list-style-type: none"> <li>• 2700 LUMENS</li> <li>• 3-YEAR MANUFACTURER'S WARRANTY</li> <li>• 4000:1 CONTRAST</li> <li>• 5,000 – HOUR LAMP</li> <li>• KEYSTONE CORRECTION</li> </ul>

BIDDER:	MANUFACTURER	MINIMUM % MARKDOWN FROM MANUFACTURER'S MSRP
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**May 28, 2014**

Webb Audio Visual	Casio	10%
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MODEL #	LUMENS	LAMP LIFE	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
XJ-ST155	3000	20,000	\$2,249	\$1,442
XJ-H1650	3500	20,000	\$2,199	\$1,680
XJ-H1700	4000	20,000	\$2,399	\$1,599
XJ-H1750	4000	20,000	\$2,399	\$1,758

**PRICE SHEET for CATEGORY 1**

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EXCLUSIONS – SCREENS AND CARTS			
DESCRIPTION	MODEL #	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
Universal Projector Bracket	RPMAU	\$249	\$158
Ceiling Plate	CMA440	\$149	\$67
Universal Projector Bracket (Locking)	RSMAU	\$219	\$139
Tile Bridge Ceiling Plate	CMS440	\$149	\$67

REPLACEMENT BULBS		
MODEL #	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
XJ-M150	\$250	\$217
XJ-ST155	\$360	\$318
XJ-H1650	\$360	\$318

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<b>XGA PROJECTORS (NATIVE 1024 X 768 PIXELS)</b>
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**May 28, 2014**

BIDDER:	MANUFACTURER	MINIMUM % MARKDOWN FROM MANUFACTURER'S MSRP
Webb Audio Visual	Canon	15%

MODEL #	LUMENS	LAMP LIFE	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
LV-7392A	3000	5,000	\$799	\$679
LV-7490	4000	5,000	\$1049	\$915

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EXCLUSIONS – SCREENS AND CARTS			
DESCRIPTION	MODEL #	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
Universal Projector Bracket	RPMAU	\$249	\$158
Ceiling Plate	CMA440	\$149	\$67
Universal Projector Bracket (Locking)	RSMAU	\$219	\$139
Tile Bridge Ceiling Plate	CMS440	\$149	\$67

REPLACEMENT BULBS		
MODEL #	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
LV-7392A	\$179	\$145
LV-7490	\$299	\$219

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<http://www.usa.canon.com/cusa/professional/products/projectors>

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**PRICE SHEET for CATEGORY 1**



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CONTRACT NUMBER: MA622**

**May 28, 2014**

**XGA PROJECTORS (NATIVE 1024 X 768 PIXELS)**

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- 4000:1 CONTRAST
- 5,000 – HOUR LAMP
- KEYSTONE CORRECTION

BIDDER:	MANUFACTURER	MINIMUM % MARKDOWN FROM MANUFACTURER'S MSRP
Webb Audio Visual	Infocus	1%

MODEL #	LUMENS	LAMP LIFE	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
IN114A	3000	5,000	\$349	\$344
IN124A	3500	5,000	\$469	\$457
IN124STA	3500	5,000	\$629	\$586
IN2124	3200	5,000	\$559	\$530
IN3124	4800	5,000	\$1099	\$931
IN3924	3000	5,000	\$1029	\$1,014
IN6722	4000	5,000	\$1799	\$1,398

**PRICE SHEET for CATEGORY 1**

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EXCLUSIONS – SCREENS AND CARTS			
DESCRIPTION	MODEL #	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
Universal Projector Bracket	RPMAU	\$249	\$158
Ceiling Plate	CMA440	\$149	\$67
Universal Projector Bracket (Locking)	RSMAU	\$219	\$139
Tile Bridge Ceiling Plate	CMS440	\$149	\$67

REPLACEMENT BULBS		
MODEL #	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
IN114a	\$199	\$175



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CONTRACT NUMBER: MA622**

**May 28, 2014**

IN124a	\$229	\$190
IN124STa	\$229	\$190

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- 4000:1 CONTRAST
- 5,000 – HOUR LAMP
- KEYSTONE CORRECTION

BIDDER:	MANUFACTURER	MINIMUM % MARKDOWN FROM MANUFACTURER'S MSRP
Webb Audio Visual	ASK Proxima	30%

MODEL #	LUMENS	LAMP LIFE	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
C3255-A	2700	5,000	\$629	\$351
C3257-A	2700	5,000	\$659	\$367
C3305-A	3100	5,000	\$719	\$399
C3307-A	3100	5,000	\$739	\$409
C3327W-A	3200	5,000	\$1,069	\$582
S3277-A	2700	5,000	\$1,049	\$572
E1655-A	6500	5,000	\$4,699	\$2509

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ACCESSORIES			
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EXCLUSIONS – SCREENS AND CARTS			
DESCRIPTION	MODEL #	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your





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**May 28, 2014**

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Universal Projector Bracket	RPMAU	\$249	\$158
Ceiling Plate	CMA440	\$149	\$67
Universal Projector Bracket (Locking)	RSMAU	\$219	\$139
Tile Bridge Ceiling Plate	CMS440	\$149	\$67

REPLACEMENT BULBS		
MODEL #	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
C3255-A	\$169	\$114
C3257-A	\$169	\$114
C3705-A	\$169	\$114

Submission to be included with this price sheet:

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**PRICE SHEET for CATEGORY 1**

**XGA PROJECTORS (NATIVE 1024 X 768 PIXELS)**

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- KEYSTONE CORRECTION

BIDDER:	MANUFACTURER	MINIMUM % MARKDOWN FROM MANUFACTURER'S MSRP
Webb Audio Visual	Barco	15%

MODEL #	LUMENS	LAMP LIFE	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
PGXG-61B	6,750	5,000	\$5200	\$3263
PHXG-91B	8,500	5,000	\$9495	\$4406

**PRICE SHEET for CATEGORY 1**



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CONTRACT NUMBER: MA622**

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EXCLUSIONS – SCREENS AND CARTS			
DESCRIPTION	MODEL #	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
Universal Projector Bracket	RPMAU	\$249	\$158
Ceiling Plate	CMA440	\$149	\$67
Universal Projector Bracket (Locking)	RSMAU	\$219	\$139
Tile Bridge Ceiling Plate	CMS440	\$149	\$67
REPLACEMENT BULBS			
MODEL #	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)	
PF Lamp	\$637	\$516	
PG Lamp	\$897	\$703	
PH Lamp	\$897	\$720	

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**PRICE SHEET for CATEGORY 1**

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BIDDER:	MANUFACTURER	MINIMUM % MARKDOWN FROM MANUFACTURER'S MSRP
Webb Audio Visual	Digital Projection	20%

MODEL #	LUMENS	LAMP LIFE	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)

**ATTACHMENT G-2- SOLICITATION # ZD14031**



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CONTRACT NUMBER: MA622**

**May 28, 2014**

**PRICE SHEET for CATEGORY 2**

**SXGA PROJECTORS (NATIVE 1280 X 1024 PIXELS)**

BIDDERS MAY ONLY OFFER MODELS WHICH MEET THE FOLLOWING MINIMUM SPECIFICATIONS:

- 1500 LUMENS
- 3-YEAR MANUFACTURER'S WARRANTY
- 4,000:1 CONTRAST
- 5,000 – HOUR LAMP
- KEYSTONE CORRECTION
- DEALER MUST PROVIDE TRAINING, INSTALLATION AND ON-SITE DEMONSTRATION

BIDDER:	MANUFACTURER	MINIMUM % MARKDOWN FROM MANUFACTURER'S MSRP
Webb Audio Visual	Eiki	20%

MODEL #	LUMENS	LAMP LIFE	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)

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- 4,000:1 CONTRAST
- 5,000 – HOUR LAMP
- KEYSTONE CORRECTION
- DEALER MUST PROVIDE TRAINING, INSTALLATION AND ON-SITE DEMONSTRATION

BIDDER:	MANUFACTURER	MINIMUM % MARKDOWN FROM MANUFACTURER'S MSRP
Webb Audio Visual	Dukane	20%

MODEL #	LUMENS	LAMP LIFE	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)

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- KEYSTONE CORRECTION
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BIDDER:	MANUFACTURER	MINIMUM % MARKDOWN FROM MANUFACTURER'S MSRP
Webb Audio Visual	Casio	20%

MODEL #	LUMENS	LAMP LIFE	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)

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BIDDER:	MANUFACTURER	MINIMUM % MARKDOWN FROM MANUFACTURER'S MSRP
Webb Audio Visual	Canon	30%

MODEL #	LUMENS	LAMP LIFE	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
SX7 Mark II	4000	5,000	\$6,999	\$4,479
SX80 Mark II	3000	5,000	\$4,799	\$3,359

**PRICE SHEET for CATEGORY 2**

**ACCESSORIES**

INCLUDE: MFG. UNIVERSAL MOUNT

EXCLUSIONS – SCREENS AND CARTS

DESCRIPTION	MODEL #	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your
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Universal Projector Bracket	RPMAU	\$249	\$158
Ceiling Plate	CMA440	\$149	\$67
Universal Projector Bracket (Locking)	RSMAU	\$219	\$139
Tile Bridge Ceiling Plate	CMS440	\$149	\$67

REPLACEMENT BULBS		
MODEL #	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
SX6000	\$579	\$379
SX7 Mark II	\$579	\$379
SX80 Mark II	\$579	\$379

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- 1) Product specifications/brochures of LCD Projectors being bid.

**Please cite the manufacturer's source for MSRP**

(i.e. manufacturer's catalog, exact website address, etc) <http://www.usa.canon.com/cusa/professional/products/projectors>

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BIDDER:	MANUFACTURER	MINIMUM % MARKDOWN FROM MANUFACTURER'S MSRP
Webb Audio Visual	Infocus	20%

MODEL #	LUMENS	LAMP LIFE	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)

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CONTRACT NUMBER: MA622**

**May 28, 2014**

BIDDER:	MANUFACTURER	MINIMUM % MARKDOWN FROM MANUFACTURER'S MSRP
Webb Audio Visual	ASK Proxima	20%

MODEL #	LUMENS	LAMP LIFE	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
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**ATTACHMENT G-2- SOLICITATION # ZD14031**

**PRICE SHEET for CATEGORY 2**

**SXGA PROJECTORS (NATIVE 1280 X 1024 PIXELS)**

BIDDERS MAY ONLY OFFER MODELS WHICH MEET THE FOLLOWING MINIMUM SPECIFICATIONS:

- 1500 LUMENS
- 3-YEAR MANUFACTURER'S WARRANTY
- 4,000:1 CONTRAST
- 5,000 – HOUR LAMP
- KEYSTONE CORRECTION
- DEALER MUST PROVIDE TRAINING, INSTALLATION AND ON-SITE DEMONSTRATION

BIDDER:	MANUFACTURER	MINIMUM % MARKDOWN FROM MANUFACTURER'S MSRP
Webb Audio Visual	Barco	20%

MODEL #	LUMENS	LAMP LIFE	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
F22 SX+ HB	3,300	5,000	\$9,500	\$6,742
F32 SX+ HB	8,000	5,000	\$13,500	\$8,645
F82 SX+	10,000	5,000	\$34,000	\$24,132

**PRICE SHEET for CATEGORY 2**



**STATE OF UTAH "BEST VALUE" COOPERATIVE CONTRACT  
CONTRACT NUMBER: MA622**

**May 28, 2014**

ACCESSORIES			
INCLUDE: MFG. UNIVERSAL MOUNT			
EXCLUSIONS – SCREENS AND CARTS			
DESCRIPTION	MODEL #	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
Universal Projector Bracket	RPMAU	\$249	\$158
Ceiling Plate	CMA440	\$149	\$67
Universal Projector Bracket (Locking)	RSMAU	\$219	\$139
Tile Bridge Ceiling Plate	CMS440	\$149	\$67

REPLACEMENT BULBS		
MODEL #	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
F22 Lamp	\$700	\$573
F32 Lamp	\$700	\$573
F82 Lamp	\$750	\$615

Submission to be included with this price sheet:

1) Product specifications/brochures of LCD Projectors being bid.

**Please cite the manufacturer's source for MSRP**  
(i.e. manufacturer's catalog, exact website address, etc)  
<http://www.barco.com>

**ATTACHMENT G-2- SOLICITATION # ZD14031**

**PRICE SHEET for CATEGORY 2**

SXGA PROJECTORS (NATIVE 1280 X 1024 PIXELS)
BIDDERS MAY ONLY OFFER MODELS WHICH MEET THE FOLLOWING MINIMUM SPECIFICATIONS:
<ul style="list-style-type: none"> <li>• 1500 LUMENS</li> <li>• 3-YEAR MANUFACTURER'S WARRANTY</li> <li>• 4,000:1 CONTRAST</li> <li>• 5,000 – HOUR LAMP</li> <li>• KEYSTONE CORRECTION</li> <li>• DEALER MUST PROVIDE TRAINING, INSTALLATION AND ON-SITE DEMONSTRATION</li> </ul>

BIDDER:	MANUFACTURER	MINIMUM % MARKDOWN FROM MANUFACTURER'S MSRP
Webb Audio Visual	Digital Projection	20%

MODEL #	LUMENS	LAMP LIFE	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)



**STATE OF UTAH "BEST VALUE" COOPERATIVE CONTRACT  
CONTRACT NUMBER: MA622**

**May 28, 2014**

**ATTACHMENT G-3- SOLICITATION # ZD14031**

**PRICE SHEET for CATEGORY 3**

**WXGA PROJECTORS (NATIVE 1280 X 768 PIXELS)**

BIDDERS MAY ONLY OFFER MODELS WHICH MEET THE FOLLOWING MINIMUM SPECIFICATIONS:

- 2500 LUMENS
- 3-YEAR MANUFACTURER'S WARRANTY
- 4000:1 CONTRAST
- 5,000 – HOUR LAMP
- KEYSTONE CORRECTION

BIDDER:	MANUFACTURER	MINIMUM % MARKDOWN FROM MANUFACTURER'S MSRP
Webb Audio Visual	Eiki	30%

MODEL #	LUMENS	LAMP LIFE	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
LC-WNB3000N	3000	5,000	\$1,495	\$772
LC-WNS3200	3600	5,000	\$995	\$614
LC-WB200A	3000	5,000	\$1495	\$866
EIP-W4600	4600	5,000	\$1,595	\$965
LC-WXL200A	5500	5,000	\$4,995	\$2,551

**PRICE SHEET for CATEGORY 3**

**ACCESSORIES**

INCLUDE: MFG. UNIVERSAL MOUNT

EXCLUSIONS – SCREENS AND CARTS

DESCRIPTION	MODEL #	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
Universal Projector Bracket	RPMAU	\$249	\$158
Ceiling Plate	CMA440	\$149	\$67
Universal Projector Bracket (Locking)	RSMAU	\$219	\$139
Tile Bridge Ceiling Plate	CMS440	\$149	\$67

**REPLACEMENT BULBS**

MODEL #	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
LC-WB200A	\$350	\$225

Submission to be included with this price sheet:





**STATE OF UTAH "BEST VALUE" COOPERATIVE CONTRACT  
CONTRACT NUMBER: MA622**

**May 28, 2014**

1) Product specifications/brochures of LCD Projectors being bid.

**Please cite the manufacturer's source for MSRP  
(i.e. manufacturer's catalog, exact website address, etc)  
<http://www.eiki.com>**

**ATTACHMENT G-3- SOLICITATION # ZD14031**

**PRICE SHEET for CATEGORY 3**

**WXGA PROJECTORS (NATIVE 1280 X 768 PIXELS)**

BIDDERS MAY ONLY OFFER MODELS WHICH MEET THE FOLLOWING MINIMUM SPECIFICATIONS:

- 2500 LUMENS
- 3-YEAR MANUFACTURER'S WARRANTY
- 4000:1 CONTRAST
- 5,000 – HOUR LAMP
- KEYSTONE CORRECTION

BIDDER:	MANUFACTURER	MINIMUM % MARKDOWN FROM MANUFACTURER'S MSRP
Webb Audio Visual	Dukane	40%

MODEL #	LUMENS	LAMP LIFE	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
8104WB	2500	5,000	\$2,739	\$1075
8107WIB	2500	5,000	\$3,739	\$1202
8929W	2700	5,000	\$1,739	\$572
8933W	3000	5,000	\$1,739	\$598
8957WA	4000	5,000	\$4,489	\$1433
8972WA	4000	5,000	\$6,615	\$2236
8978W	6500	5,000	\$11,239	\$3706

**PRICE SHEET for CATEGORY 3**

ACCESSORIES			
INCLUDE: MFG. UNIVERSAL MOUNT			
EXCLUSIONS – SCREENS AND CARTS			
DESCRIPTION	MODEL #	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
Universal Projector Bracket	RPMAU	\$249	\$158
Ceiling Plate	CMA440	\$149	\$67



**STATE OF UTAH "BEST VALUE" COOPERATIVE CONTRACT  
CONTRACT NUMBER: MA622**

**May 28, 2014**

Universal Projector Bracket (Locking)	RSMAU	\$219	\$139
Tile Bridge Ceiling Plate	CMS440	\$149	\$67

REPLACEMENT BULBS		
MODEL #	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
8929W	\$739	\$299
8933W	\$415	\$179
8104WB	\$225	\$110

Submission to be included with this price sheet:

- 1) Product specifications/brochures of LCD Projectors being bid.

**Please cite the manufacturer's source for MSRP  
(i.e. manufacturer's catalog, exact website address, etc)**  
<http://www.dukaneav.com>



**STATE OF UTAH "BEST VALUE" COOPERATIVE CONTRACT  
CONTRACT NUMBER: MA622**

**May 28, 2014**

**ATTACHMENT G-3- SOLICITATION # ZD14031**

**PRICE SHEET for CATEGORY 3**

**WXGA PROJECTORS (NATIVE 1280 X 768 PIXELS)**

BIDDERS MAY ONLY OFFER MODELS WHICH MEET THE FOLLOWING MINIMUM SPECIFICATIONS:

- 2500 LUMENS
- 3-YEAR MANUFACTURER'S WARRANTY
- 4000:1 CONTRAST
- 5,000 – HOUR LAMP
- KEYSTONE CORRECTION

BIDDER:	MANUFACTURER	MINIMUM % MARKDOWN FROM MANUFACTURER'S MSRP
Webb Audio Visual	Casio	14%

MODEL #	LUMENS	LAMP LIFE	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
XJ-A241	2500	20,000	\$1,299	\$881
XJ-A2\$67	3000	20,000	\$1,499	\$1,086
XJ-M240	2500	20,000	\$1,299	\$840
XJ-M250	3000	20,000	\$1,499	\$1,045
XJ-H2600	3500	20,000	\$2,299	\$1,659
XJ-SK600	6000	20,000	\$9,999	\$4,799

**PRICE SHEET for CATEGORY 3**

**ACCESSORIES**

INCLUDE: MFG. UNIVERSAL MOUNT

EXCLUSIONS – SCREENS AND CARTS

DESCRIPTION	MODEL #	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
Universal Projector Bracket	RPMAU	\$249	\$158
Ceiling Plate	CMA440	\$149	\$67
Universal Projector Bracket (Locking)	RSMAU	\$219	\$139
Tile Bridge Ceiling Plate	CMS440	\$149	\$67

**REPLACEMENT BULBS**

MODEL #	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
XJ-M240	\$250	\$217
XJ-A241	\$250	\$217



**STATE OF UTAH "BEST VALUE" COOPERATIVE CONTRACT  
CONTRACT NUMBER: MA622**

**May 28, 2014**

XJ-M250	\$250	\$217
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Submission to be included with this price sheet:

- 1) Product specifications/brochures of LCD Projectors being bid.

**Please cite the manufacturer's source for MSRP  
(i.e. manufacturer's catalog, exact website address, etc)  
<http://www.casioprojectors.com>**

**ATTACHMENT G-3- SOLICITATION # ZD14031  
PRICE SHEET for CATEGORY 3**

**WXGA PROJECTORS (NATIVE 1280 X 768 PIXELS)**

BIDDERS MAY ONLY OFFER MODELS WHICH MEET THE FOLLOWING MINIMUM SPECIFICATIONS:

- 2500 LUMENS
- 3-YEAR MANUFACTURER'S WARRANTY
- 4000:1 CONTRAST
- 5,000 – HOUR LAMP
- KEYSTONE CORRECTION

<b>BIDDER:</b>	<b>MANUFACTURER</b>	<b>MINIMUM % MARKDOWN FROM MANUFACTURER'S MSRP</b>
Webb Audio Visual	Canon	30%

MODEL #	LUMENS	LAMP LIFE	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
WX6000	5700	5,000	\$3,749	\$2,399
WX520	5200	5,000	\$4,849	\$3,049
WX450ST	4500	5,000	\$6,299	\$4,199

**PRICE SHEET for CATEGORY 3**

<b>ACCESSORIES</b>			
INCLUDE: MFG. UNIVERSAL MOUNT			
EXCLUSIONS – SCREENS AND CARTS			
DESCRIPTION	MODEL #	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
Universal Projector Bracket	RPMAU	\$249	\$158
Ceiling Plate	CMA440	\$149	\$67
Universal Projector Bracket (Locking)	RSMAU	\$219	\$139
Tile Bridge Ceiling Plate	CMS440	\$149	\$67



**STATE OF UTAH "BEST VALUE" COOPERATIVE CONTRACT  
CONTRACT NUMBER: MA622**

**May 28, 2014**

REPLACEMENT BULBS		
MODEL #	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
WX600	\$579	\$379
WX520	\$579	\$379
WX450ST	\$579	\$379

Submission to be included with this price sheet:

- 1) Product specifications/brochures of LCD Projectors being bid.

**Please cite the manufacturer's source for MSRP**  
(i.e. manufacturer's catalog, exact website address, etc)  
<http://www.usa.canon.com/cusa/professional/products/projectors>

**ATTACHMENT G-3- SOLICITATION # ZD14031  
PRICE SHEET for CATEGORY 3**

**WXGA PROJECTORS (NATIVE 1280 X 768 PIXELS)**

BIDDERS MAY ONLY OFFER MODELS WHICH MEET THE FOLLOWING MINIMUM SPECIFICATIONS:

- 2500 LUMENS
- 3-YEAR MANUFACTURER'S WARRANTY
- 4000:1 CONTRAST
- 5,000 – HOUR LAMP
- KEYSTONE CORRECTION

BIDDER:	MANUFACTURER	MINIMUM % MARKDOWN FROM MANUFACTURER'S MSRP
Webb Audio Visual	Infocus	1%

MODEL #	LUMENS	LAMP LIFE	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
IN116A	3000	5,000	\$419	\$411
IN126	3200	5,000	\$469	\$459
IN126STA	3300	5,000	\$779	\$729
IN2126	3200	5,000	\$699	\$644
IN3126	4000	5,000	\$1,299	\$1,097
IN3926	3000	5,000	\$1,425	\$1,152
IN\$6734	4000	5,000	\$2,599	\$2,176



**STATE OF UTAH "BEST VALUE" COOPERATIVE CONTRACT  
CONTRACT NUMBER: MA622**

**May 28, 2014**

**PRICE SHEET for CATEGORY 3**

ACCESSORIES			
INCLUDE: MFG. UNIVERSAL MOUNT			
EXCLUSIONS – SCREENS AND CARTS			
DESCRIPTION	MODEL #	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
Universal Projector Bracket	RPMAU	\$249	\$158
Ceiling Plate	CMA440	\$149	\$67
Universal Projector Bracket (Locking)	RSMAU	\$219	\$139
Tile Bridge Ceiling Plate	CMS440	\$149	\$67

REPLACEMENT BULBS		
MODEL #	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
IN116a	\$199	\$175
IN126	\$229	\$190
IN126STa	\$229	\$190

Submission to be included with this price sheet:

- 1) Product specifications/brochures of LCD Projectors being bid.

**Please cite the manufacturer's source for MSRP  
(i.e. manufacturer's catalog, exact website address, etc)**

<http://www.infocus.com>

**ATTACHMENT G-3- SOLICITATION # ZD14031  
PRICE SHEET for CATEGORY 3**

**WXGA PROJECTORS (NATIVE 1280 X 768 PIXELS)**

BIDDERS MAY ONLY OFFER MODELS WHICH MEET THE FOLLOWING MINIMUM SPECIFICATIONS:

- 2500 LUMENS
- 3-YEAR MANUFACTURER'S WARRANTY
- 4000:1 CONTRAST
- 5,000 – HOUR LAMP
- KEYSTONE CORRECTION

BIDDER:	MANUFACTURER	MINIMUM % MARKDOWN FROM MANUFACTURER'S MSRP
Webb Audio Visual	ASK Proxima	30%

MODEL #	LUMENS	LAMP LIFE	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
C3327W-A	3200	5,000	\$1069	\$577



**STATE OF UTAH "BEST VALUE" COOPERATIVE CONTRACT  
CONTRACT NUMBER: MA622**

**May 28, 2014**

S3307W-A	3000	5,000	\$1,229	\$666
US1275W-A	2700	5,000	\$1,629	\$876
US1315W-A	3100	5,000	\$2,149	\$1,148
E1655W-A	6000	5,000	\$5,299	\$2,815
E2425W-A	4500	5,000	\$3,195	\$1,697
E3715W-A	7100	5,000	\$7,599	\$4,025

**PRICE SHEET for CATEGORY 3**

ACCESSORIES			
INCLUDE: MFG. UNIVERSAL MOUNT			
EXCLUSIONS – SCREENS AND CARTS			
DESCRIPTION	MODEL #	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
Universal Projector Bracket	RPMAU	\$249	\$158
Ceiling Plate	CMA440	\$149	\$67
Universal Projector Bracket (Locking)	RSMAU	\$219	\$139
Tile Bridge Ceiling Plate	CMS440	\$149	\$67

REPLACEMENT BULBS		
MODEL #	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
C3327W-A	\$169	\$114
S3307W-A	\$169	\$114
US1275W-A	\$189	\$124

Submission to be included with this price sheet:

- 1) Product specifications/brochures of LCD Projectors being bid.

**Please cite the manufacturer's source for MSRP**  
(i.e. manufacturer's catalog, exact website address, etc)  
<http://www.askproximausa.com>

**ATTACHMENT G-3- SOLICITATION # ZD14031  
PRICE SHEET for CATEGORY 3**

**WXGA PROJECTORS (NATIVE 1280 X 768 PIXELS)**

BIDDERS MAY ONLY OFFER MODELS WHICH MEET THE FOLLOWING MINIMUM SPECIFICATIONS:

- 2500 LUMENS
- 3-YEAR MANUFACTURER'S WARRANTY
- 4000:1 CONTRAST
- 5,000 – HOUR LAMP
- KEYSTONE CORRECTION



**STATE OF UTAH "BEST VALUE" COOPERATIVE CONTRACT  
CONTRACT NUMBER: MA622**

**May 28, 2014**

BIDDER:	MANUFACTURER	MINIMUM % MARKDOWN FROM MANUFACTURER'S MSRP
Webb Audio Visual	Barco	15%

MODEL #	LUMENS	LAMP LIFE	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
PFWX-51B	4,750	5,000	\$5,795	\$4,158
PGWX-61B	6,200	5,000	\$5,200	\$3,416
PHWX-81B	7,300	5,000	\$9495	\$6,627

**PRICE SHEET for CATEGORY 3**

ACCESSORIES			
INCLUDE: MFG. UNIVERSAL MOUNT			
EXCLUSIONS – SCREENS AND CARTS			
DESCRIPTION	MODEL #	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
Universal Projector Bracket	RPMAU	\$249	\$158
Ceiling Plate	CMA440	\$149	\$67
Universal Projector Bracket (Locking)	RSMAU	\$219	\$139
Tile Bridge Ceiling Plate	CMS440	\$149	\$67

REPLACEMENT BULBS		
MODEL #	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
PF Lamp	\$637	\$516
PG Lamp	\$897	\$703
PH Lamp	\$897	\$627

Submission to be included with this price sheet:  
1) Product specifications/brochures of LCD Projectors being bid.

**Please cite the manufacturer's source for MSRP  
(i.e. manufacturer's catalog, exact website address, etc)  
<http://www.barco.com>**

**ATTACHMENT G-3- SOLICITATION # ZD14031**

**PRICE SHEET for CATEGORY 3**





**STATE OF UTAH "BEST VALUE" COOPERATIVE CONTRACT  
CONTRACT NUMBER: MA622**

**May 28, 2014**

**WXGA PROJECTORS (NATIVE 1280 X 768 PIXELS)**

BIDDERS MAY ONLY OFFER MODELS WHICH MEET THE FOLLOWING MINIMUM SPECIFICATIONS:

- 2500 LUMENS
- 3-YEAR MANUFACTURER'S WARRANTY
- 4000:1 CONTRAST
- 5,000 – HOUR LAMP
- KEYSTONE CORRECTION

		MANUFACTURER'S MSRP
Webb Audio Visual	Digital Projection	10%

MODEL #	LUMENS	LAMP LIFE	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
E-VISION WXGA	7,000	5,000	\$5,995	\$4585
E-VISION WXGA	6,500	5,000	\$3,995	\$3059

**PRICE SHEET for CATEGORY 3**

ACCESSORIES			
INCLUDE: MFG. UNIVERSAL MOUNT			
EXCLUSIONS – SCREENS AND CARTS			
DESCRIPTION	MODEL #	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
Universal Projector Bracket	RPMAU	\$249	\$158
Ceiling Plate	CMA440	\$149	\$67
Universal Projector Bracket (Locking)	RSMAU	\$219	\$139
Tile Bridge Ceiling Plate	CMS440	\$149	\$67

REPLACEMENT BULBS		
MODEL #	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
E-VISION WXGA 7000	\$795	\$675
E-VISION WXGA 6,500	\$795	\$675

Submission to be included with this price sheet:

- 1) Product specifications/brochures of LCD Projectors being bid.

**Please cite the manufacturer's source for MSRP  
(i.e. manufacturer's catalog, exact website address, etc)  
<http://www.digitalprojection.com>**



**STATE OF UTAH "BEST VALUE" COOPERATIVE CONTRACT  
CONTRACT NUMBER: MA622**

**May 28, 2014**

**ATTACHMENT H- SOLICITATION # ZD14031**

**INSTALLATION  
(Either in-house or by subcontractor\*)**

The Division of Purchasing understands that the cost for installation of LCD Projector(s) can and does vary on a case-by-case basis. The following pricing information is intended to set basic guidelines for installation costs. Complete installation costs must be fully clarified by a site-visit to determine appropriate cable lengths, cable types, possible need for video amplification, ideal mounting devices etc.

In the absence of special installation scenarios (use of fork lift, electrical contracting, etc ...) please provide the following information.

Name of installing company	<b>Webb Audio Visual</b>
Installing Company has proper licenses and insurance?	YES <input checked="" type="checkbox"/> _____ NO _____
Labor cost	\$65.00 <b>Per Hour</b>
Mounting Hardware	<b>12 % Mark Up from Cost</b>
Cables & Wires	<b>12 % Mark Up from Cost</b>
Where is your geographical installation area?	<b>Utah</b>
What if the state requires an installation in an area outside of your geographical install area?	<b>We will provide installation outside our geographical area based on travel expenses, time, and materials</b>
Other expenses (please detail what they are and the cost of each)	<b>Travel Expenses: Per Diem: Based on Current GSA Rate Hotel: Bases on Prevailing Rate Mileage: \$.56 per mile including fuel surcharge</b>

\* If using a subcontractor for installation, awarded contractor is fully responsible for the actions of the subcontractor.

**High Definition PROJECTORS  
(NATIVE 1080p 1920 X 1080 PIXELS)**

BIDDERS MAY ONLY OFFER MODELS WHICH MEET THE FOLLOWING MINIMUM SPECIFICATIONS:

- 4,000 LUMNENS
- 3-YEAR MANUFACTURER'S WARRANTY



**STATE OF UTAH "BEST VALUE" COOPERATIVE CONTRACT  
CONTRACT NUMBER: MA622**

**May 28, 2014**

BIDDER:	MANUFACTURER	MINIMUM % MARKDOWN FROM MANUFACTURER'S MSRP
Webb Audio Visual	Eiki	35%

MODEL #	LUMENS	LAMP LIFE	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
LC-HDT700	7,000	5,000	\$14,995	\$7,345
EIP-HDT30	8,000	5,000	\$18,995	\$9,445
EIP-U4700	4,700	5,000	\$2,995	\$1,805
LC-WUL100A	5,000	5,000	\$5,995	\$3,595
LC-HDT1000	10,000	5,000	\$29,995	\$17,875
LC-HDT2000	15,000	5,000	\$43,999	\$24,145

**PRICE SHEET for CATEGORY High Definition Projectors**

ACCESSORIES			
INCLUDE: MFG. UNIVERSAL MOUNT			
EXCLUSIONS – SCREENS AND CARTS			
DESCRIPTION	MODEL #	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
Universal Projector Bracket	RPMAU	\$249	\$158
Ceiling Plate	CMA440	\$149	\$67
Universal Projector Bracket (Locking)	RSMAU	\$219	\$139
Tile Bridge Ceiling Plate	CMS440	\$149	\$67

REPLACEMENT BULBS		
MODEL #	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
LC-WUL100A	\$570	\$330
LC-HDT700	\$750	\$580

Submission to be included with this price sheet:



**STATE OF UTAH "BEST VALUE" COOPERATIVE CONTRACT  
CONTRACT NUMBER: MA622**

**May 28, 2014**

1) Product specifications/brochures of LCD Projectors being bid.

**Please cite the manufacturer's source for MSRP**  
(i.e. manufacturer's catalog, exact website address, etc)  
<http://www.eiki.com>

**High Definition PROJECTORS  
(NATIVE 1080p 1920 X 1080 PIXELS)**

BIDDERS MAY ONLY OFFER MODELS WHICH MEET THE FOLLOWING MINIMUM SPECIFICATIONS:

- 4,000 LUMENS
- 3-YEAR MANUFACTURER'S WARRANTY
- 2000:1 CONTRAST
- 2500 – HOUR LAMP
- KEYSTONE CORRECTION

BIDDER:	MANUFACTURER	MINIMUM % MARKDOWN FROM MANUFACTURER'S MSRP
Webb Audio Visual	Dukane	35%

MODEL #	LUMENS	LAMP LIFE	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
8974WU	4,200	5,000	\$8,239	\$2,767
8975WU	5,000	5,000	\$10,999	\$3,607
8979WU	6,000	5,000	\$13,989	\$4,762
9007WU	8,500	5,000	\$23,239	\$7,499

**PRICE SHEET for CATEGORY High Definition Projectors**

ACCESSORIES			
INCLUDE: MFG. UNIVERSAL MOUNT			
EXCLUSIONS – SCREENS AND CARTS			
DESCRIPTION	MODEL #	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
Universal Projector Bracket	RPMAU	\$249	\$158
Ceiling Plate	CMA440	\$149	\$67



**STATE OF UTAH "BEST VALUE" COOPERATIVE CONTRACT  
CONTRACT NUMBER: MA622**

**May 28, 2014**

Universal Projector Bracket (Locking)	RSMAU	\$219	\$139
Tile Bridge Ceiling Plate	CMS440	\$149	\$67

REPLACEMENT BULBS		
MODEL #	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
8974WU	\$1365	\$575
8975WU	\$1365	\$575
8979WU	\$1365	\$575

Submission to be included with this price sheet:

- 1) Product specifications/brochures of LCD Projectors being bid.

**Please cite the manufacturer's source for MSRP  
(i.e. manufacturer's catalog, exact website address, etc)  
<http://www.dukaneav.com>**

**High Definition PROJECTORS  
(NATIVE 1080p 1920 X 1080 PIXELS)**

BIDDERS MAY ONLY OFFER MODELS WHICH MEET THE FOLLOWING MINIMUM SPECIFICATIONS:

- 4,000 LUMNENS
- 3-YEAR MANUFACTURER'S WARRANTY
- 2000:1 CONTRAST
- 2500 – HOUR LAMP
- KEYSTONE CORRECTION

BIDDER:	MANUFACTURER	MINIMUM % MARKDOWN FROM MANUFACTURER'S MSRP
Webb Audio Visual	Casio	20%

MODEL #	LUMENS	LAMP LIFE	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)

**High Definition PROJECTORS  
(NATIVE 1080p 1920 X 1080 PIXELS)**

BIDDERS MAY ONLY OFFER MODELS WHICH MEET THE FOLLOWING MINIMUM SPECIFICATIONS:

- 4,000 LUMNENS
- 3-YEAR MANUFACTURER'S WARRANTY
- 2000:1 CONTRAST
- 2500 – HOUR LAMP
- KEYSTONE CORRECTION

BIDDER:	MANUFACTURER	MINIMUM % MARKDOWN FROM MANUFACTURER'S MSRP
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**STATE OF UTAH "BEST VALUE" COOPERATIVE CONTRACT  
CONTRACT NUMBER: MA622**

**May 28, 2014**

Webb Audio Visual	Canon	30%
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MODEL #	LUMENS	LAMP LIFE	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
WUX5,000	5,000	5,000	\$5,349	\$3,621
WUX4000	4,000	5,000	\$4,249	\$2,880
WUX450	4,500	5,000	\$4,899	\$3,306
WUX400ST	4,000	5,000	\$7,499	\$5,091

**PRICE SHEET for CATEGORY High Definition Projectors**

ACCESSORIES			
INCLUDE: MFG. UNIVERSAL MOUNT			
EXCLUSIONS – SCREENS AND CARTS			
DESCRIPTION	MODEL #	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
Universal Projector Bracket	RPMAU	\$249	\$158
Ceiling Plate	CMA440	\$149	\$67
Universal Projector Bracket (Locking)	RSMAU	\$219	\$139
Tile Bridge Ceiling Plate	CMS440	\$149	\$67

REPLACEMENT BULBS		
MODEL #	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
WUX5000	\$579	\$379
WUX4000	\$579	\$379
WUX450	\$579	\$379

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<http://www.digitalprojection.com>**

**High Definition PROJECTORS  
(NATIVE 1080p 1920 X 1080 PIXELS)**

BIDDERS MAY ONLY OFFER MODELS WHICH MEET THE FOLLOWING MINIMUM SPECIFICATIONS:

- 4,000 LUMENS
- 3-YEAR MANUFACTURER'S WARRANTY
- 2000:1 CONTRAST
- 2500 – HOUR LAMP



**STATE OF UTAH "BEST VALUE" COOPERATIVE CONTRACT  
CONTRACT NUMBER: MA622**

**May 28, 2014**

BIDDER:	MANUFACTURER	MINIMUM % MARKDOWN FROM MANUFACTURER'S MSRP
Webb Audio Visual	Infocus	1%

MODEL #	LUMENS	LAMP LIFE	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
IN3\$158HD	4,000	5,000	\$1,499	\$1,268
IN3138HD	4,000	5,000	\$999	\$853

**PRICE SHEET for CATEGORY High Definition Projectors**

ACCESSORIES			
INCLUDE: MFG. UNIVERSAL MOUNT			
EXCLUSIONS – SCREENS AND CARTS			
DESCRIPTION	MODEL #	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
Universal Projector Bracket	RPMAU	\$249	\$158
Ceiling Plate	CMA440	\$149	\$67
Universal Projector Bracket (Locking)	RSMAU	\$219	\$139
Tile Bridge Ceiling Plate	CMS440	\$149	\$67

REPLACEMENT BULBS		
MODEL #	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
IN3128HD	\$299	\$229
IN3138HD	\$299	\$299

Submission to be included with this price sheet:

- 1) Product specifications/brochures of LCD Projectors being bid.

**Please cite the manufacturer's source for MSRP  
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<http://www.infocus.com>



**STATE OF UTAH "BEST VALUE" COOPERATIVE CONTRACT  
CONTRACT NUMBER: MA622**

**May 28, 2014**

**High Definition PROJECTORS  
(NATIVE 1080p 1920 X 1080 PIXELS)**

BIDDERS MAY ONLY OFFER MODELS WHICH MEET THE FOLLOWING MINIMUM SPECIFICATIONS:

- 4,000 LUMENS
- 3-YEAR MANUFACTURER'S WARRANTY
- 2000:1 CONTRAST
- 2500 – HOUR LAMP
- KEYSTONE CORRECTION

BIDDER:	MANUFACTURER	MINIMUM % MARKDOWN FROM MANUFACTURER'S MSRP
Webb Audio Visual	ASK Proxima	25%

MODEL #	LUMENS	LAMP LIFE	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
E1655U-A	5,000	5,000	\$5,799	\$3,097

**PRICE SHEET for CATEGORY High Definition Projectors**

ACCESSORIES			
INCLUDE: MFG. UNIVERSAL MOUNT			
EXCLUSIONS – SCREENS AND CARTS			
DESCRIPTION	MODEL #	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
Universal Projector Bracket	RPMAU	\$249	\$158
Ceiling Plate	CMA440	\$149	\$67
Universal Projector Bracket (Locking)	RSMAU	\$219	\$139
Tile Bridge Ceiling Plate	CMS440	\$149	\$67

REPLACEMENT BULBS		
MODEL #	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
E1655U-A	\$369	\$214

Submission to be included with this price sheet:  
1) Product specifications/brochures of LCD Projectors being bid.

**Please cite the manufacturer's source for MSRP  
(i.e. manufacturer's catalog, exact website address, etc)**  
<http://www.askproximausa.com>

**High Definition PROJECTORS  
(NATIVE 1080p 1920 X 1080 PIXELS)**

BIDDERS MAY ONLY OFFER MODELS WHICH MEET THE FOLLOWING MINIMUM SPECIFICATIONS:





**STATE OF UTAH "BEST VALUE" COOPERATIVE CONTRACT  
CONTRACT NUMBER: MA622**

**May 28, 2014**

BIDDER:	MANUFACTURER	MINIMUM % MARKDOWN FROM MANUFACTURER'S MSRP
Webb Audio Visual	Barco	15%

MODEL #	LUMENS	LAMP LIFE	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
F32 1080 HB	8,000	5,000	\$14,000	\$9,936
F82 1080	10,000	5,000	\$35,500	\$25,196
F85 1080	11,000	5,000	\$37,700	\$26,758

**PRICE SHEET for CATEGORY High Definition Projectors**

ACCESSORIES			
INCLUDE: MFG. UNIVERSAL MOUNT			
EXCLUSIONS – SCREENS AND CARTS			
DESCRIPTION	MODEL #	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
Universal Projector Bracket	RPMAU	\$249	\$158
Ceiling Plate	CMA440	\$149	\$67
Universal Projector Bracket (Locking)	RSMAU	\$219	\$139
Tile Bridge Ceiling Plate	CMS440	\$149	\$67

REPLACEMENT BULBS		
MODEL #	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
F32	\$750	\$615
F82	\$750	\$615
F85	\$750	\$615

Submission to be included with this price sheet:

- 1) Product specifications/brochures of LCD Projectors being bid.

**Please cite the manufacturer's source for MSRP  
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**STATE OF UTAH "BEST VALUE" COOPERATIVE CONTRACT  
CONTRACT NUMBER: MA622**

**May 28, 2014**

<http://www.barco.com>

**High Definition PROJECTORS  
(NATIVE 1080p 1920 X 1080 PIXELS)**

BIDDERS MAY ONLY OFFER MODELS WHICH MEET THE FOLLOWING MINIMUM SPECIFICATIONS:

- 4,000 LUMENS
- 3-YEAR MANUFACTURER'S WARRANTY
- 2000:1 CONTRAST
- 2500 – HOUR LAMP
- KEYSTONE CORRECTION

BIDDER:	MANUFACTURER	MINIMUM % MARKDOWN FROM MANUFACTURER'S MSRP
Webb Audio Visual	Digital Projection	10%

MODEL #	LUMENS	LAMP LIFE	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)
E-VISION 1080P	8000	5,000	\$14,995	\$11,021
TITAN 1080P	6,000	5,000	\$39,995	\$30,236

**PRICE SHEET for CATEGORY High Definition Projectors**

ACCESSORIES				
INCLUDE: MFG. UNIVERSAL MOUNT				
EXCLUSIONS – SCREENS AND CARTS				
DESCRIPTION	MODEL #	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)	
Universal Projector Bracket	RPMAU	\$249	\$158	
Ceiling Plate	CMA440	\$149	\$67	
Universal Projector Bracket (Locking)	RSMAU	\$219	\$139	
Tile Bridge Ceiling Plate	CMS440	\$149	\$67	

REPLACEMENT BULBS			
MODEL #	CURRENT MSRP PRICE	DEALERS F.O.B. DELIVERED PRICE (pricing entered needs to reflect your minimum % markdown from manufacturer's MSRP.)	
E-VISION 1080P 8000	\$995	\$846	
E-VISION 1080P 6000	\$1,295	\$1,136	

Submission to be included with this price sheet:

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**Please cite the manufacturer's source for MSRP**



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**May 28, 2014**

(i.e. manufacturer's catalog, exact website address, etc)  
<http://www.digitalprojection.com>

FINET COMMODITY CODES:

88011-AUDIO VISUAL EQUIPMENT AND SUPPLIES (NOT OTHERWISE CLASSIFIED)

88055- PROJECTORS, MOTION PICTURE (STANDARD TYPE ONLY) CARRYING CASES; PARTS,  
AND ACCESSORIES

00000 - Generic Commodity Code

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**REVISION HISTORY:**