

**Brand Existing Discount Proposed Discount Additional Notes**

**Existing - Need Adjustment**

CRESTRON	44%	44%
POLYCOM	34%	34%
DC2		
DC4		
DC6		
DC8		
DC10		
DC11		
DC12		
DC13		
DC14		
DC15		
DC16		
DC99		
AMX	51% - MATCH	51% - MATCH
CISCO	0%	
Hardware		32%
Maintenance	24x7 Partner or 8x5 S	20%
SONIC FOUNDRY	5%	5%
All Items except Campus Department & Desktop Reorder		
Qty 3 or more MediSite recorders		
BALANCE OF LINE*	12%	12%

Cost plus, not off MSRP.

**Existing - In compliance**

V Brick	24%	
Global Media Healthcare	7%	
AMD Healthcare	7%	
Plantronics	10-20%	
GN Netcom	21%	
Polyvision	25%	
Acano	20%	
Aruba	15%	

**Current IPHEC Add Request**

AJA	10%	10%
ANIXTER	0%	10%
APC	10%	10%
AXIS	5%	
AZTEC	15%	15%
BEHRINGER	50%	50%
BIAMP	10%	10%
CHIEF	43%	43%
CHRISTIE DIGITAL	0%	30%
CLEAR ONE	17%	17%
COUNTRYMAN	20%	20%
DALITE	30%	30%
DIGITAL PROJECTIONS	20%	20%
DRAPER	32%	32%
DUKANE	50%	
EIKI	25%	10%
ELMO	32%	20%
EPSON	59%	15%
EXTRON	41%	41%
FSR	15%	15%
GENTNER	35%	35%
INFOCUS	15%	15%
JBL	32%	32%
JVC	13%	13%
KRAMER	46%	46%
LG	22%	22%
LIBERTY WIRE	50%	50%
LISTEN TECHNOLOGY	30%	30%
MARSHALL	18%	18%
MID ATLANTIC	45%	45%
NEC	43%	43%
NOVA	40%	40%
OPTOMA TECHNOLOGY	30%	30%
PALO ALTO	0%	
PANASONIC	20%	20%
LED DISPLAYS	15%	15%
PROJECTORS	40%	40%
PEERLESS	38%	38%
QOMO	25%	25%
SAMSUNG	35%	35%
SHARP	40%	40%
SHURE	30%	30%
SMART	0%	0%
SPECTRUM	45%	45%
TOSHIBA	10%	10%
VADDIO	20%	20%
VINTEN	5%	
YAMAHA	10%	10%

SKK does not sell.

Will provide extended warranties at \$0 for certain product lines.

SKK does not sell.

SKK does not sell on a standard basis.

Additional discount was denied due to incumbent partner on IPHEC.

Brighter Futures

Excludes -PC3, interactive whiteboard and product bundles.

SKK does not sell.

Free freight, regardless of size.

SKK does not sell.

**SKC Suggested Adds**

Atlas Sound		30%
Audio Visual Furniture		5%
Avteq		17%
Barco-		
Projector		27%
LCD		20%
Brightsign		15%
C2G		30%
Hitachi		30%
Key West		20%
Logitech		15%
Nanolumens		
Newline Interactive		25%
Planar		25%
Primeview		30%
QSC		30%
Sennheiser		22%
Sony		20%
Wiremold		30%

Educational program - buy 10 projectors, get the 11th free + extended 5 year warranty

All quotes are custom - no standard discount. Free freight.

Free standard freight