

A3 Communications - Professional Services: SourceWell

Professional Services - Category	Service Description	Specify Unit Type -(Ex. Per Hour, Per Person, Per Day, etc.)	Unit Pricing Not-to-Exceed	% Discount	Sourcewell Price - Not to Exceed
Install - Standard Labor Rate (8a-5p, M-F)	Security Technician - Level 1	Hourly/Tech	\$105.00	10.00%	\$94.50
Install - After Hours Labor Rate (5p-8a, M-F)	Security Technician - Level 1	Hourly/Tech	\$157.50	10.00%	\$141.75
Install - Weekend/Holiday Labor Rate	Security Technician - Level 1	Hourly/Tech	\$210.00	10.00%	\$189.00
Install - Standard Labor Rate (8a-5p, M-F)	Security Technician - Level 2	Hourly/Tech	\$130.00	10.00%	\$117.00
Install - After Hours Labor Rate (5p-8a, M-F)	Security Technician - Level 2	Hourly/Tech	\$195.00	10.00%	\$175.50
Install - Weekend/Holiday Labor Rate	Security Technician - Level 2	Hourly/Tech	\$260.00	10.00%	\$234.00
Service/Repair - Standard Labor Rate (8a-5p, M-F)	Service Technician	Hourly/Tech	\$150.00	10.00%	\$135.00
Service/Repair - After Hours Labor Rate (5p-8a, M-F)	Service Technician	Hourly/Tech	\$225.00	10.00%	\$202.50
Service Repair - Weekend/Holiday Labor Rate	Service Technician	Hourly/Tech	\$300.00	10.00%	\$270.00
Advanced Configuration and Integration	Systems Engineer	Hourly/Tech	\$195.00	10.00%	\$175.50
Project Manager	Project Manager	Hourly/Tech	\$135.00	10.00%	\$121.50
Program Manager	Program Manager	Hourly/Tech	\$195.00	10.00%	\$175.50
Design and Consultation Services	Solutions Architect / Design Engineer	Hourly/Tech	\$195.00	10.00%	\$175.50
Service Agreement (annual)	Standard Service & Support Plan	Percent of Project Cost; annually	9.00%	10.00%	8.10%
Service Agreement Add-on (annual)	Preventative Maintenance Add-on	Percent of Project Cost; annually	4.00%	10.00%	3.60%
Service Agreement - Custom Managed Access Control (access control-as-a-service)	Custom Service/Maintenance/Support Plan	Negotiated	NA	10.00%	NA
Travel Time	Travel to/from site	Hourly/Tech	\$75.00	10.00%	\$67.50
Travel - Flight	Travel to/from site	Per Person	Actual Cost of Flight	0.00%	Actual Cost of Flight
<p>Certain public projects may be subject to prevailing Davis-Bacon wage requirements. Depending on the Davis-Bacon wage schedule in any given geographic area; the Davis-Bacon maximum hourly rate may exceed the 'Maximum' rates indicated above.</p>					

Product Name	Product #	Description	Units description - (each, dozen, hour, day, etc)	MSRP or Catalog Pricing	% Discount off MSRP	Sourcewell Price
HALO Smart Sensor (Vape Detection) Equipment and Cloud/Licensing	MSRP Catalog Pricing Available Upon Request	All HALO Smart Sensor (Vape Detection) Equipment and Cloud/Licensing Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	5 (for equipment) 0 (for cloud/licensing)	Indicated Percentage Discount off MSRP for all products in this category
Adams Rite (excludes Aperio)	MSRP Catalog Pricing Available Upon Request	All Adams Rite (excludes Aperio) Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	53	Indicated Percentage Discount off MSRP for all products in this category
Aiphone	MSRP Catalog Pricing Available Upon Request	All Aiphone Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	41	Indicated Percentage Discount off MSRP for all products in this category
Altronix	MSRP Catalog Pricing Available Upon Request	All Altronix Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	39	Indicated Percentage Discount off MSRP for all products in this category
AVA	MSRP Catalog Pricing Available Upon Request	All AVA Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	26	Indicated Percentage Discount off MSRP for all products in this category
Avigilon ACM	MSRP Catalog Pricing Available Upon Request	All Avigilon ACM Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	26	Indicated Percentage Discount off MSRP for all products in this category
Avigilon ACS	MSRP Catalog Pricing Available Upon Request	All Avigilon ACS Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	26	Indicated Percentage Discount off MSRP for all products in this category
Avigilon Cameras	MSRP Catalog Pricing Available Upon Request	All Avigilon Cameras Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	26	Indicated Percentage Discount off MSRP for all products in this category
Axis	MSRP Catalog Pricing Available Upon Request	All Axis Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	8	Indicated Percentage Discount off MSRP for all products in this category
BCD Video	MSRP Catalog Pricing Available Upon Request	All BCD Video Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	42	Indicated Percentage Discount off MSRP for all products in this category
Bosch (varies by product category)	MSRP Catalog Pricing Available Upon Request	All Bosch (varies by product category) Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	varies by product category	Indicated Percentage Discount off MSRP for all products in this category
Ceia - Opengate	MSRP Catalog Pricing Available Upon Request	All Ceia - Opengate Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	0	Indicated Percentage Discount off MSRP for all products in this category
Corbin Aperio Products IN100 - CL33100 Cylindrical/ML20100 , ML20200 Mortiseo/FE66100/BL66100/MP66100/ED5000N	MSRP Catalog Pricing Available Upon Request	All Corbin Aperio Products IN100 - CL33100 Cylindrical/ML20100, ML20200 Mortiseo/FE66100/BL66100/MP66100/ED5000N Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	39	Indicated Percentage Discount off MSRP for all products in this category
Corbin Closers Heavy Duty/Standard Duty - DC8000/DC6000/DC3000	MSRP Catalog Pricing Available Upon Request	All Corbin Closers Heavy Duty/Standard Duty - DC8000/DC6000/DC3000 Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	62	Indicated Percentage Discount off MSRP for all products in this category
Corbin Components, Parts, Accessories	MSRP Catalog Pricing Available Upon Request	All Corbin Components, Parts, Accessories Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	36	Indicated Percentage Discount off MSRP for all products in this category

Corbin Electronic Accessories	MSRP Catalog Pricing Available Upon Request	All Corbin Electronic Accessories Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	41	Indicated Percentage Discount off MSRP for all products in this category
Corbin Exit Devices STD 24HR Quick Ship Exit Devices/Exit Trims/Mullions - ED2000/ED4000/ED5000/ED3000/ED7000/FE5400S/Mullions	MSRP Catalog Pricing Available Upon Request	All Corbin Exit Devices STD 24HR Quick Ship Exit Devices/Exit Trims/Mullions - ED2000/ED4000/ED5000/ED3000/ED7000/FE5400S/Mullions Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	62	Indicated Percentage Discount off MSRP for all products in this category
Corbin Grade 1 & 2 Bored Locks/Grade 1 Mortise/Specialty Locks/Deadlocks CL3100/CL3300/CLX3300/CL33900/CL3500/CK4300 - CL3800/CK4400 - ML2000/ML20900 & ML2000/ML20900 Museo/ML20600NAC - HP3000/CLX3300 x BHSS/ML2000 x BHSS-BLSS-HSS-HPSK - DL2200/DL3000/DL3200/DL4100	MSRP Catalog Pricing Available Upon Request	All Corbin Grade 1 & 2 Bored Locks/Grade 1 Mortise/Specialty Locks/Deadlocks CL3100/CL3300/CLX3300/CL33900/CL3500/CK4300 - CL3800/CK4400 - ML2000/ML20900 & ML2000/ML20900 Museo/ML20600NAC - HP3000/CLX3300 x BHSS/ML2000 x BHSS-BLSS-HSS-HPSK - DL2200/DL3000/DL3200/DL4100 Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	62	Indicated Percentage Discount off MSRP for all products in this category
Corbin Integrated Wired - Access 600 Series - SE LP10/SN Series ML20600 Series Mortise Lock/CL33600 Series Cylindrical Lock/ED5000N x 9600 Series Exit Devic	MSRP Catalog Pricing Available Upon Request	All Corbin Integrated Wired - Access 600 Series - SE LP10/SN Series ML20600 Series Mortise Lock/CL33600 Series Cylindrical Lock/ED5000N x 9600 Series Exit Devic Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	46	Indicated Percentage Discount off MSRP for all products in this category
Corbin IP Enabled IN120/IN220 - CL33100 Cylindrical/ML20100 , ML20200 Mortiseo/FE66100/BL66100/MP66100/ED5000N x 9100 Exits	MSRP Catalog Pricing Available Upon Request	All Corbin IP Enabled IN120/IN220 - CL33100 Cylindrical/ML20100, ML20200 Mortiseo/FE66100/BL66100/MP66100/ED5000N x 9100 Exits Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	39	Indicated Percentage Discount off MSRP for all products in this category
Exacqvision	MSRP Catalog Pricing Available Upon Request	All Exacqvision Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	23	Indicated Percentage Discount off MSRP for all products in this category
Falcon	MSRP Catalog Pricing Available Upon Request	All Falcon Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	52	Indicated Percentage Discount off MSRP for all products in this category
Fargo	MSRP Catalog Pricing Available Upon Request	All Fargo Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	39	Indicated Percentage Discount off MSRP for all products in this category
Feenics	MSRP Catalog Pricing Available Upon Request	All Feenics Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	41	Indicated Percentage Discount off MSRP for all products in this category
Folger Adam	MSRP Catalog Pricing Available Upon Request	All Folger Adam Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	55	Indicated Percentage Discount off MSRP for all products in this category
Genetec - Clearance	MSRP Catalog Pricing Available Upon Request	All Genetec - Clearance Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	0	Indicated Percentage Discount off MSRP for all products in this category
Genetec - AutoVu CloudRunner	MSRP Catalog Pricing Available Upon Request	All Genetec - AutoVu CloudRunner Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	0	Indicated Percentage Discount off MSRP for all products in this category

Genetec - Security Center/Omnicast/Synergis/AutoVu/ClearID/Stratocast*	MSRP Catalog Pricing Available Upon Request	All Genetec - Security Center/Omnicast/Synergis/AutoVu/ClearID/Stratocast* Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	17	Indicated Percentage Discount off MSRP for all products in this category
Genetec - StreamVault	MSRP Catalog Pricing Available Upon Request	All Genetec - StreamVault Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	30	Indicated Percentage Discount off MSRP for all products in this category
*Genetec - Other: customizations, specialty licenses, managed services, certain 3rd party connection licenses, factory professional services	MSRP Catalog Pricing Available Upon Request	All *Genetec - Other: customizations, specialty licenses, managed services, certain 3rd party connection licenses, factory professional services Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	varies by product category	Indicated Percentage Discount off MSRP for all products in this category
Hanwha	MSRP Catalog Pricing Available Upon Request	All Hanwha Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	42	Indicated Percentage Discount off MSRP for all products in this category
HES	MSRP Catalog Pricing Available Upon Request	All HES Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	51	Indicated Percentage Discount off MSRP for all products in this category
HID	MSRP Catalog Pricing Available Upon Request	All HID Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	39	Indicated Percentage Discount off MSRP for all products in this category
i-Pro Cameras	MSRP Catalog Pricing Available Upon Request	All i-Pro Cameras Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	26	Indicated Percentage Discount off MSRP for all products in this category
i-Pro Monitor Cast	MSRP Catalog Pricing Available Upon Request	All i-Pro Monitor Cast Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	26	Indicated Percentage Discount off MSRP for all products in this category
i-Pro Video Insight	MSRP Catalog Pricing Available Upon Request	All i-Pro Video Insight Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	26	Indicated Percentage Discount off MSRP for all products in this category
IronYun	MSRP Catalog Pricing Available Upon Request	All IronYun Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	0	Indicated Percentage Discount off MSRP for all products in this category
Ives	MSRP Catalog Pricing Available Upon Request	All Ives Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	48	Indicated Percentage Discount off MSRP for all products in this category
LCN	MSRP Catalog Pricing Available Upon Request	All LCN Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	42	Indicated Percentage Discount off MSRP for all products in this category
Lenel/S2 Netbox*	MSRP Catalog Pricing Available Upon Request	All Lenel/S2 Netbox* Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	36	Indicated Percentage Discount off MSRP for all products in this category
Lenel/S2 OnGuard*	MSRP Catalog Pricing Available Upon Request	All Lenel/S2 OnGuard* Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	23	Indicated Percentage Discount off MSRP for all products in this category
*Lenel/S2 - Other: customizations, specialty licenses, managed services, certain 3rd party connection licenses, factory professional services	MSRP Catalog Pricing Available Upon Request	All *Lenel/S2 - Other: customizations, specialty licenses, managed services, certain 3rd party connection licenses, factory professional services Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	varies by product category	Indicated Percentage Discount off MSRP for all products in this category

LifeSafetyPower	MSRP Catalog Pricing Available Upon Request	All LifeSafetyPower Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	26	Indicated Percentage Discount off MSRP for all products in this category
McKinney Electrical Accessories	MSRP Catalog Pricing Available Upon Request	All McKinney Electrical Accessories Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	0	Indicated Percentage Discount off MSRP for all products in this category
McKinney Hinges	MSRP Catalog Pricing Available Upon Request	All McKinney Hinges Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	49	Indicated Percentage Discount off MSRP for all products in this category
McKinney MacPro Hinges	MSRP Catalog Pricing Available Upon Request	All McKinney MacPro Hinges Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	0	Indicated Percentage Discount off MSRP for all products in this category
Milestone	MSRP Catalog Pricing Available Upon Request	All Milestone Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	17	Indicated Percentage Discount off MSRP for all products in this category
Nedap	MSRP Catalog Pricing Available Upon Request	All Nedap Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	4	Indicated Percentage Discount off MSRP for all products in this category
Norton - Electro-mechanical operators 6300/6200/6000/5800/5700/5500/Powermatic	MSRP Catalog Pricing Available Upon Request	All Norton - Electro-mechanical operators 6300/6200/6000/5800/5700/5500/Powermatic Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	46	Indicated Percentage Discount off MSRP for all products in this category
Norton - Electro-mechanical operators 7100/7200/Power Tracks	MSRP Catalog Pricing Available Upon Request	All Norton - Electro-mechanical operators 7100/7200/Power Tracks Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	52	Indicated Percentage Discount off MSRP for all products in this category
Open Options	MSRP Catalog Pricing Available Upon Request	All Open Options Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	41	Indicated Percentage Discount off MSRP for all products in this category
Open Path	MSRP Catalog Pricing Available Upon Request	All Open Path Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	23	Indicated Percentage Discount off MSRP for all products in this category
Qumulex	MSRP Catalog Pricing Available Upon Request	All Qumulex Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	17	Indicated Percentage Discount off MSRP for all products in this category
Rockwood	MSRP Catalog Pricing Available Upon Request	All Rockwood Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	37	Indicated Percentage Discount off MSRP for all products in this category
RS2	MSRP Catalog Pricing Available Upon Request	All RS2 Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	41	Indicated Percentage Discount off MSRP for all products in this category
Sargent Aperio Products IN100 – 10L Bored/7900 Mortise/8200 Mortise/7300 Series/80 Series Exits	MSRP Catalog Pricing Available Upon Request	All Sargent Aperio Products IN100 – 10L Bored/7900 Mortise/8200 Mortise/7300 Series/80 Series Exits Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	39	Indicated Percentage Discount off MSRP for all products in this category
Sargent Components, Parts, Accessories	MSRP Catalog Pricing Available Upon Request	All Sargent Components, Parts, Accessories Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	36	Indicated Percentage Discount off MSRP for all products in this category
Sargent Electronic Accessories	MSRP Catalog Pricing Available Upon Request	All Sargent Electronic Accessories Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	41	Indicated Percentage Discount off MSRP for all products in this category

Sargent Exit Devices/Exit Trims/Mullions - 20/30 Series/80 Series/90 Series/Exit Trim/Mullions	MSRP Catalog Pricing Available Upon Request	All Sargent Exit Devices/Exit Trims/Mullions - 20/30 Series/80 Series/90 Series/Exit Trim/Mullions Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	53	Indicated Percentage Discount off MSRP for all products in this category
Sargent Grade 1 & 2 Bored Locks/Grade 1 Mortise/Specialty Locks/Deadlocks -	MSRP Catalog Pricing Available Upon Request	All Sargent Grade 1 & 2 Bored Locks/Grade 1 Mortise/Specialty Locks/Deadlocks - Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	53	Indicated Percentage Discount off MSRP for all products in this category
Sargent Heavy Duty/Standard Duty/Light Duty Closers - 1431/268/269/278/281/351/ 1331/1131 Series	MSRP Catalog Pricing Available Upon Request	All Sargent Heavy Duty/Standard Duty/Light Duty Closers - 1431/268/269/278/281/351/1331/1131 Series Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	55	Indicated Percentage Discount off MSRP for all products in this category
Sargent Integrated Wired Products SE LP10/SN Series - 10L Bored/7000 Series Multi- Point/8200 Mortise/80 Series Exits	MSRP Catalog Pricing Available Upon Request	All Sargent Integrated Wired Products SE LP10/SN Series - 10L Bored/7000 Series Multi- Point/8200 Mortise/80 Series Exits Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	46	Indicated Percentage Discount off MSRP for all products in this category
Sargent IP Enabled Products IN120/IN220 - 10L Bored/7900 Mortise/8200 Mortise/80 Series Exit	MSRP Catalog Pricing Available Upon Request	All Sargent IP Enabled Products IN120/IN220 - 10L Bored/7900 Mortise/8 200 Mortise/80 Series Exit Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	39	Indicated Percentage Discount off MSRP for all products in this category
Schlage Biometrics	MSRP Catalog Pricing Available Upon Request	All Schlage Biometrics Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	23	Indicated Percentage Discount off MSRP for all products in this category
Schlage Commercial	MSRP Catalog Pricing Available Upon Request	All Schlage Commercial Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	48	Indicated Percentage Discount off MSRP for all products in this category
Schlage Credentials and Readers	MSRP Catalog Pricing Available Upon Request	All Schlage Credentials and Readers Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	42	Indicated Percentage Discount off MSRP for all products in this category
Schlage Electronics	MSRP Catalog Pricing Available Upon Request	All Schlage Electronics Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	42	Indicated Percentage Discount off MSRP for all products in this category
Securitron	MSRP Catalog Pricing Available Upon Request	All Securitron Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	51	Indicated Percentage Discount off MSRP for all products in this category
Seneca	MSRP Catalog Pricing Available Upon Request	All Seneca Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	28	Indicated Percentage Discount off MSRP for all products in this category
Software House - category B products*	MSRP Catalog Pricing Available Upon Request	All Software House - category B products* Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	28	Indicated Percentage Discount off MSRP for all products in this category
Software House - category D products*	MSRP Catalog Pricing Available Upon Request	All Software House - category D products* Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	10	Indicated Percentage Discount off MSRP for all products in this category
*Software House - Other: customizations, specialty licenses, managed services, certain 3rd party connection licenses, factory professional services	MSRP Catalog Pricing Available Upon Request	All *Software House - Other: customizations, specialty licenses, managed services, certain 3rd party connection licenses, factory professional services Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	varies by product category	Indicated Percentage Discount off MSRP for all products in this category
Stentofone - Zenitel	MSRP Catalog Pricing Available Upon Request	All Stentofone - Zenitel Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	23	Indicated Percentage Discount off MSRP for all products in this category

Ubiquiti	MSRP Catalog Pricing Available Upon Request	All Ubiquiti Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	0	Indicated Percentage Discount off MSRP for all products in this category
Vanderbilt	MSRP Catalog Pricing Available Upon Request	All Vanderbilt Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	41	Indicated Percentage Discount off MSRP for all products in this category
Verkada	MSRP Catalog Pricing Available Upon Request	All Verkada Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	17	Indicated Percentage Discount off MSRP for all products in this category
Von Duprin	MSRP Catalog Pricing Available Upon Request	All Von Duprin Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	42	Indicated Percentage Discount off MSRP for all products in this category
Von Duprin Network	MSRP Catalog Pricing Available Upon Request	All Von Duprin Network Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	39	Indicated Percentage Discount off MSRP for all products in this category
OpenEye	MSRP Catalog Pricing Available Upon Request	All OpenEye Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	17	Indicated Percentage Discount off MSRP for all products in this category
Cisco	MSRP Catalog Pricing Available Upon Request	All Cisco Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	25	Indicated Percentage Discount off MSRP for all products in this category
Cisco SMARTNET	MSRP Catalog Pricing Available Upon Request	All Cisco SMARTNET Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	0	Indicated Percentage Discount off MSRP for all products in this category
Meraki	MSRP Catalog Pricing Available Upon Request	All Meraki Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	25	Indicated Percentage Discount off MSRP for all products in this category
Brivo - Categories A, B, D	MSRP Catalog Pricing Available Upon Request	All Brivo - Categories A, B, D Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	23	Indicated Percentage Discount off MSRP for all products in this category
Brivo - Category C	MSRP Catalog Pricing Available Upon Request	All Brivo - Category C Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	4	Indicated Percentage Discount off MSRP for all products in this category
Brivo - Category E	MSRP Catalog Pricing Available Upon Request	All Brivo - Category E Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	0	Indicated Percentage Discount off MSRP for all products in this category
HP/Aruba	MSRP Catalog Pricing Available Upon Request	All HP/Aruba Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	24	Indicated Percentage Discount off MSRP for all products in this category
Extreme Networks	MSRP Catalog Pricing Available Upon Request	All Extreme Networks Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	24	Indicated Percentage Discount off MSRP for all products in this category
Cambium Networks	MSRP Catalog Pricing Available Upon Request	All Cambium Networks Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	24	Indicated Percentage Discount off MSRP for all products in this category
Valcom	MSRP Catalog Pricing Available Upon Request	All Valcom Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	10	Indicated Percentage Discount off MSRP for all products in this category

Audio Enhancement	MSRP Catalog Pricing Available Upon Request	All Audio Enhancement Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	10	Indicated Percentage Discount off MSRP for all products in this category
BIAMP	MSRP Catalog Pricing Available Upon Request	All BIAMP Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	10	Indicated Percentage Discount off MSRP for all products in this category
Lenovo	MSRP Catalog Pricing Available Upon Request	All Lenovo Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	varies by product category	Indicated Percentage Discount off MSRP for all products in this category
Cable and connectors (all types)	MSRP Catalog Pricing Available Upon Request	All Cable and connectors (all types) Products available from our company	NA	MSRP - MSRP Catalog Pricing Available Upon Request	market determined	Indicated Percentage Discount off MSRP for all products in this category