



1100 Altamont Avenue  
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 Schenectady, NY 12303  
 Ph. 518-377-4057 Fx. 518-377-3673

**New England Systems Software, Inc.  
 NYS Video Conferencing Contract Price List**

Model Number	Product Description	U/M	Product Category	MSRP	% Disc from MSRP	NYS Net Price	Install/Unit	% Dis from List.	NYS Net Install	Maint/unit/month
<b>SchoolStation/N-Station Videoconferencing/Distance Learning Systems** Packaged Systems (Hardware, Software, Installation and/or Support)</b>										
PCS-1-INC	Personal Conferencing Workstation, H323/30fps, Keyboard, Mouse, 17" Monitor, Camera, Windows XP, One Year Parts Replacement/Phone Support, Initial Training (4 Hour Max), System Setup	Each	A	\$ 4,050.00	10%	\$ 3,645.00	See Note 1	N/A	N/A	See Note 1
PCS-1-NT-INC	Personal Conferencing Workstation, H323/30fps, Keyboard, Mouse, 17" Monitor, Camera, Windows XP, One Year Parts Replacement/Phone Support, Initial Training (4 Hour Max), System Setup	Each	A	\$ 4,128.00	10%	\$ 3,715.20	See Note 1	N/A	N/A	See Note 1
<b>SchoolStation/N-Station Videoconferencing/Distance Learning Systems**</b>										
SS-5	SchoolStation 5 Integrated Video Classroom System H323 (IP Only)	Each	A	\$ 10,994.50	10%	\$ 9,895.05	See Note 1	N/A	N/A	See Note 1
SS-5I	SchoolStation 5 Integrated Video Classroom System H323 (IP/ISDN)	Each	A	\$ 12,644.50	10%	\$ 11,380.05	See Note 1	N/A	N/A	See Note 1
SS-5D	SchoolStation 5 Integrated Video Classroom System H323 with tabletop pod/laptop plug-in (IP only)	Each	A	\$ 13,194.50	10%	\$ 11,875.05	See Note 1	N/A	N/A	See Note 1
SS-5500	SchoolStation 5 Integrated Video Classroom System H323 (IP/ISDN, tabletop pod, laptop plug-in and speaker system)	Each	A	\$ 14,844.50	10%	\$ 13,360.05	See Note 1	N/A	N/A	See Note 1
SS5-UP	Upgrade from SchoolStation to SchoolStation 5 (includes chassis, keyboard, camera, microphone, remote control)	Each	A	\$ 7,800.00	10%	\$ 7,020.00	See Note 1	N/A	N/A	See Note 1
PCS-1B	Personal Conferencing Workstation, H323/30fps, Base System, WinXP	Each	A	\$ 2,163.00	10%	\$ 1,946.70	See Note 1	N/A	N/A	See Note 1
PCS-1	Personal Conferencing Workstation, H323/30fps, Keyboard, Mouse, 17" Monitor, Camera, WinXP	Each	A	\$ 2,673.00	10%	\$ 2,405.70	See Note 1	N/A	N/A	See Note 1
PCS-1B-NT	Personal Conferencing Workstation, H323/30fps, Base System, Windows XP PRO	Each	A	\$ 2,240.00	10%	\$ 2,016.00	See Note 1	N/A	N/A	See Note 1
PCS-1-NT	Personal Conferencing Workstation, H323/30fps, Keyboard, Mouse, 17" Monitor, Camera, Windows XP PRO	Each	A	\$ 2,750.00	10%	\$ 2,475.00	See Note 1	N/A	N/A	See Note 1
PCS-BB	Personal Conferencing Workstation, Base System, No OS, No Codec	Each	A	\$ 1,218.00	10%	\$ 1,096.20	See Note 1	N/A	N/A	See Note 1
PM-1	N-Station Surveillance Camera System with Limited Visibility	Each	A	\$ 11,027.00	10%	\$ 9,924.30	See Note 1	N/A	N/A	See Note 1
PM-2	N-Station Surveillance Camera System with Enclosure	Each	A	\$ 10,194.00	10%	\$ 9,174.60	See Note 1	N/A	N/A	See Note 1
SS-4-INT	School-Station 4 Integrated H323 CODEC. Requires Controller, Monitor	Each	A	\$ 9,495.00	10%	\$ 8,545.50	See Note 1	N/A	N/A	See Note 1
SS5-Media	SchoolStation Media Center: SchoolStation 5 Integrated Video Classroom System H323, Customized 19" Mobile Rack, adjustable projector mount, amplifier/mixer, tabletop microphone, Pan Tilt Zoom Camera	Each	A	\$ 22,995.00	10%	\$ 20,695.50	See Note 1	N/A	N/A	See Note 1
SS-CL1	Customized Classroom Implementation. Complete K-12, Corporate/Government Training Room or Medical Education Solution. Includes necessary room analysis and design, equipment configuration and setup	Each	A	Call for Quote	10%	Call for Quote	See Note 1	N/A	N/A	See Note 1
N5-EXEC	N-Station5 Executive, System Unit, Dual 19" Display, PTZ Camera, Mic	Each	A	\$ 8,995.00	10%	\$ 8,095.50	See Note 1	N/A	N/A	See Note 1
SS5-BRI-1	SchoolStation/N-Station ISDN Option, Multi BRI Connection, Single System	Each	A	\$ 2,995.00	10%	\$ 2,695.50	See Note 1	N/A	N/A	See Note 1
SS5-PRI-1	SchoolStation/N-Station ISDN Option, Multi PRI Connection, Single System	Each	A	\$ 4,945.00	10%	\$ 4,450.50	See Note 1	N/A	N/A	See Note 1
SS5-BRI-M	SchoolStation/N-Station ISDN Option, Multi BRI Connection, Multi System	Each	A	\$ 13,995.00	10%	\$ 12,595.50	See Note 1	N/A	N/A	See Note 1
SS5-PRI-M	SchoolStation/N-Station ISDN Option, Multi PRI Connection, Single System	Each	A	\$ 15,995.00	10%	\$ 14,395.50	See Note 1	N/A	N/A	See Note 1
VCNF-25	Virtual Conference Delivery (25 Concurrent User), 300kb/s Max Encode, Unlimited Download, 100 Hour Storage (Month)	Each	A	\$ 410.00	10%	\$ 369.00	See Note 1	N/A	N/A	See Note 1
VCNF-50	Virtual Conference Delivery (50 Concurrent User), 300kb/s max Encode, Unlimited Download, 200 Hour Storage (Month)	Each	A	\$ 784.00	10%	\$ 705.60	See Note 1	N/A	N/A	See Note 1



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VCNF-100	Virtual Conference Delivery (100 Concurrent User), 300kb/s Max Encode, Unlimited Download, 400 Hour Storage (Month)	Each	A	\$ 931.00	10%	\$ 837.90	See Note 1	N/A	N/A	See Note 1
CCTRAN	Close Caption Transcription/Insertion. WM or MPEG4 / min	Each	A	\$ 7.00	10%	\$ 6.30	See Note 1	N/A	N/A	See Note 1
<b>Desktop and Set Top**</b>										
FAL-HD3	IP Set-Top System - IP - Gray Only, MCU / Stream Capable, Web Srv	Each	B	\$ 4,995.00	10%	\$ 4,495.50	See Note 1	N/A	N/A	See Note 1
<b>Accessories (Processor, System and Memory Upgrades)</b>										
PCS-PR1	Processor Upgrade	Each	C	\$ 289.00	5%	\$ 274.55	See Note 1	N/A	N/A	See Note 1
PCS-MEM-128	128MB Memory Upgrade	Each	C	\$ 209.00	5%	\$ 198.55	See Note 1	N/A	N/A	See Note 1
PCS-MEM-64	64MB Memory Upgrade	Each	C	\$ 148.00	5%	\$ 140.60	See Note 1	N/A	N/A	See Note 1
*KEY-01	Wireless Keyboard with joystick mouse	Each	C	\$ 299.00	5%	\$ 284.05	See Note 1	N/A	N/A	See Note 1
*KEY-02	Desktop Keyboard and Mouse	Each	C	\$ 60.00	5%	\$ 57.00	See Note 1	N/A	N/A	See Note 1
*MOD-01	56K Modem	Each	C	\$ 199.00	5%	\$ 189.05	See Note 1	N/A	N/A	See Note 1
*PCANY-01	pcANYWHERE (Remote Management)	Each	C	\$ 275.00	5%	\$ 261.25	See Note 1	N/A	N/A	See Note 1
*PCMOD-01	pcANYWHERE and 56K Modem Bundle (Remote Management)	Each	C	\$ 500.00	5%	\$ 475.00	See Note 1	N/A	N/A	See Note 1
*NT-1	NT-1 with Power Supply	Each	C	\$ 249.00	5%	\$ 236.55	See Note 1	N/A	N/A	See Note 1
*NT-3	NT-3 with Power Supply	Each	C	\$ 520.00	5%	\$ 494.00	See Note 1	N/A	N/A	See Note 1
WH-60	Whiteboard with RS232 Interface and Software	Each	C	\$ 2,695.00	5%	\$ 2,560.25	See Note 1	N/A	N/A	See Note 1
WH-ADD	Whiteboard Add-On Dry Erase	Each	C	\$ 549.00	5%	\$ 521.55	See Note 1	N/A	N/A	See Note 1
<b>Accessories (Cameras and Control Equipment)</b>										
SONY-D100	Sony D100 PTZ Kit	Each	C	\$ 1,495.00	5%	\$ 1,420.25	See Note 1	N/A	N/A	See Note 1
CAN-VCC50i	Canon VC-C5 Camera - NTSC	Each	C	\$ 1,395.00	5%	\$ 1,325.25	See Note 1	N/A	N/A	See Note 1
*FECC-CBL	Far End Camera Control Cable (for Sony D30)	Each	C	\$ 49.00	5%	\$ 46.55	See Note 1	N/A	N/A	See Note 1
*FECC-CBLC	Far End Camera Control Cable (for Canon VC-C4 Camera - NTSC)	Each	C	\$ 49.00	5%	\$ 46.55	See Note 1	N/A	N/A	See Note 1
*SONY-WAL	Wide Angle Lens for Sony PTZ Camera	Each	C	\$ 135.00	5%	\$ 128.25	See Note 1	N/A	N/A	See Note 1
*CANON-WAL	Wide Angle Lens for Canon VC-C4 Camera	Each	C	\$ 115.00	5%	\$ 109.25	See Note 1	N/A	N/A	See Note 1
*VRI	Video Recording Interface	Each	C	\$ 350.00	5%	\$ 332.50	See Note 1	N/A	N/A	See Note 1
*HD-POD	Tabletop pod including laptop plug-in for data presentations for SS-5	Each	C	\$ 1,995.00	5%	\$ 1,895.25	See Note 1	N/A	N/A	See Note 1
*SS5-REM	SchoolStation 5 replacement international remote control	Each	C	\$ 50.00	5%	\$ 47.50	See Note 1	N/A	N/A	See Note 1
*WLNIC	Wireless NIC (802.11 b/g wireless NIC) for SS-5	Each	C	\$ 150.00	5%	\$ 142.50	See Note 1	N/A	N/A	See Note 1
*CAM-01	Philips NTSC Camera (Din Connector)	Each	C	\$ 199.00	5%	\$ 189.05	See Note 1	N/A	N/A	See Note 1
*CAM-02	8MM Record/Playback Camera	Each	C	\$ 849.00	5%	\$ 806.55	See Note 1	N/A	N/A	See Note 1
*ACCES-CTG	Accessories Kit 1 Includes: PTZ Camera, Far End Camera Control Cable, S-Video Cable and CTG Advanced Microphone	Each	C	\$ 1,994.00	5%	\$ 1,894.30	See Note 1	N/A	N/A	See Note 1
REM-PRP	Pronto Pro Programmable (8MB) Handheld Remote Interface	Each	C	\$ 799.99	5%	\$ 759.99	See Note 1	N/A	N/A	See Note 1
REM-PR	Pronto Programmable (2MB) Handheld Remote Interface	Each	C	\$ 499.99	5%	\$ 474.99	See Note 1	N/A	N/A	See Note 1
REM-NEO	Pronto Programmable (1MB) Handheld Remote Interface	Each	C	\$ 249.99	5%	\$ 237.49	See Note 1	N/A	N/A	See Note 1
EV-4400AF	The ELMO EV-4400AF Visual Presenter	Each	C	\$ 2,795.00	5%	\$ 2,655.25	See Note 1	N/A	N/A	See Note 1
HV-5100XG	Elmo Portable Presentation Camera	Each	C	\$ 3,158.00	5%	\$ 3,000.10	See Note 1	N/A	N/A	See Note 1
HV-C1000XG	Elmo Ceiling Mount Visual Presenter	Each	C	\$ 9,000.00	5%	\$ 8,550.00	See Note 1	N/A	N/A	See Note 1
RE-455X	Canon Mobile Presenter	Each	C	\$ 1,795.00	5%	\$ 1,705.25	See Note 1	N/A	N/A	See Note 1
TLR2096	96 Hour Time Lapse Tape	Each	C	\$ 1,100.00	5%	\$ 1,045.00	See Note 1	N/A	N/A	See Note 1
TLR2024	24 Hour Time Lapse Tape	Each	C	\$ 615.00	5%	\$ 584.25	See Note 1	N/A	N/A	See Note 1
CC351H-2	Low Lux Camera (Requires Lens, Specification Required)	Each	C	\$ 840.00	5%	\$ 798.00	See Note 1	N/A	N/A	See Note 1
CC351-FF	Lens for PTZ Camera Upgrade, Fixed Focal (Specify)	Each	C	\$ 150.00	5%	\$ 142.50	See Note 1	N/A	N/A	See Note 1
CC351-VF	Lens for PTZ Camera Upgrade, Vari-Focal (Specify)	Each	C	\$ 225.00	5%	\$ 213.75	See Note 1	N/A	N/A	See Note 1
CC351-MVF	Lens for PTZ Camera Upgrade, Motorized Vari-Focal (Specify)	Each	C	\$ 1,495.00	5%	\$ 1,420.25	See Note 1	N/A	N/A	See Note 1
EHWD10040	40W Heater	Each	C	\$ 20.00	5%	\$ 19.00	See Note 1	N/A	N/A	See Note 1
EHWD10080	80W Heater	Each	C	\$ 60.00	5%	\$ 57.00	See Note 1	N/A	N/A	See Note 1
PT280-24P	Pan Tilt Zoom Camera Mount for Mounting (Enclosure Mounted)	Each	C	\$ 775.00	5%	\$ 736.25	See Note 1	N/A	N/A	See Note 1
ERD2200	Protocol Converter for Camera Control Signals	Each	C	\$ 782.00	5%	\$ 742.90	See Note 1	N/A	N/A	See Note 1
OIPCB	Thermostat and Environment Control	Each	C	\$ 155.00	5%	\$ 147.25	See Note 1	N/A	N/A	See Note 1
A9000	Auto/random scan plug-in module	Each	C	\$ 154.00	5%	\$ 146.30	See Note 1	N/A	N/A	See Note 1



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C3600H-2F2.3AW	CameraPak HiResEx-Vu Color 2.3mm auto iris w/mt	Each	C	\$ 715.00	5%	\$ 679.25	See Note 1	N/A	N/A	See Note 1
C3600H-2V1AW	CameraPak HiResEx-Vu Color 1-3mm auto iris w/mount	Each	C	\$ 798.00	5%	\$ 758.10	See Note 1	N/A	N/A	See Note 1
C3600H-2V21AW	CameraPak HighRes Ex-View Color 2.8-12mm AI w/mt	Each	C	\$ 724.00	5%	\$ 687.80	See Note 1	N/A	N/A	See Note 1
C3600H-2V3AW	CameraPak HiResEx-Vu Color 3-8mm auto iris w/mount	Each	C	\$ 666.00	5%	\$ 632.70	See Note 1	N/A	N/A	See Note 1
C3600H-2V50AW	CameraPak HiResEx-Vu Color 5-50mm auto iris w/mt	Each	C	\$ 810.00	5%	\$ 769.50	See Note 1	N/A	N/A	See Note 1
C3600H-2V50W	CameraPak HighRes Ex-View Color 5-50mm w/mount	Each	C	\$ 787.00	5%	\$ 747.65	See Note 1	N/A	N/A	See Note 1
C3600H-2V55AW	CameraPak HiResEx-Vu Color 5-83mm auto iris w/mt	Each	C	\$ 878.00	5%	\$ 834.10	See Note 1	N/A	N/A	See Note 1
C3600H-2V55W	CameraPak HighRes Ex-View Color 5-83mm w/mount	Each	C	\$ 848.00	5%	\$ 805.60	See Note 1	N/A	N/A	See Note 1
C3600H-2V5AW	CameraPak HiResEx-Vu Color 5-40mm auto iris w/mt	Each	C	\$ 810.00	5%	\$ 769.50	See Note 1	N/A	N/A	See Note 1
C3600H-2V5W	CameraPak HighRes Ex-View Color 5-40mm w/mount	Each	C	\$ 787.00	5%	\$ 747.65	See Note 1	N/A	N/A	See Note 1
C3700H-2F2.3AW	CameraPak NTSC High Res Color 2.3mm auto iris w/mt	Each	C	\$ 535.00	5%	\$ 508.25	See Note 1	N/A	N/A	See Note 1
C3700H-2F2.3W	CameraPak NTSC High Resolution Color 2.3mm w/mount	Each	C	\$ 495.00	5%	\$ 470.25	See Note 1	N/A	N/A	See Note 1
C3700H-2V21AW	CameraPak NTSC High Res Color 2.8-12mm AI w/mt	Each	C	\$ 543.00	5%	\$ 515.85	See Note 1	N/A	N/A	See Note 1
C3700H-2V21W	CameraPak NTSC High Res Color 2.8-12mm w/mount	Each	C	\$ 493.00	5%	\$ 468.35	See Note 1	N/A	N/A	See Note 1
C3700S-2F2.3A	CameraPak Standard Res Color 2.3mm auto iris	Each	C	\$ 433.00	5%	\$ 411.35	See Note 1	N/A	N/A	See Note 1
CM1750	5-in universal camera mount for camera up to 7lbs.	Each	C	\$ 37.00	5%	\$ 35.15	See Note 1	N/A	N/A	See Note 1
CM1750EXT	4" extension tube for use with CM1750 or TB1750 mt	Each	C	\$ 15.00	5%	\$ 14.25	See Note 1	N/A	N/A	See Note 1
CM1750S	Mount camera short: 3-inch universal for up to 7lb	Each	C	\$ 33.00	5%	\$ 31.35	See Note 1	N/A	N/A	See Note 1
CM4400	Mount camera ceiling: light duty J-mount	Each	C	\$ 63.00	5%	\$ 59.85	See Note 1	N/A	N/A	See Note 1
CM4450	Light duty J-mount w/ feedthru and swivel head	Each	C	\$ 50.00	5%	\$ 47.50	See Note 1	N/A	N/A	See Note 1
CM6700-MXB2	CM6700 Matrix, 16 Inputs X 2 Outputs, 120V	Each	C	\$ 1,265.00	5%	\$ 1,201.75	See Note 1	N/A	N/A	See Note 1
CM6700-VMC2	CM6700 video output card: expand by 2 monitor out	Each	C	\$ 276.00	5%	\$ 262.20	See Note 1	N/A	N/A	See Note 1
DD53C22	Spectra III SE Dome Drive Color cam (264X) NTSC	Each	C	\$ 2,712.00	5%	\$ 2,576.40	See Note 1	N/A	N/A	See Note 1
DD53CBW	Spectra III SE Dome Drive Color/BW (230X) NTSC	Each	C	\$ 3,225.00	5%	\$ 3,063.75	See Note 1	N/A	N/A	See Note 1
DD53M22	Spectra III SE Dome Drive BW camera (264X) EIA	Each	C	\$ 2,535.00	5%	\$ 2,408.25	See Note 1	N/A	N/A	See Note 1
DD53TC16	Spectra III Dome Drive Color camera (128X) NTSC	Each	C	\$ 1,929.00	5%	\$ 1,832.55	See Note 1	N/A	N/A	See Note 1
DD5-FM	Removable fixed mount camera bracket for Spectra®	Each	C	\$ 90.00	5%	\$ 85.50	See Note 1	N/A	N/A	See Note 1
DF5-0	Fixed Mount In-ceiling with smoked lower dome	Each	C	\$ 181.00	5%	\$ 171.95	See Note 1	N/A	N/A	See Note 1
DF5CA-02.3A	DomePak InCeil smk dome Color cam 2.3mm AI lens	Each	C	\$ 707.00	5%	\$ 671.65	See Note 1	N/A	N/A	See Note 1
DF5CA-PG-E1V5A	DomePak clr dome env gry pnd Color cam 5-40mm AI	Each	C	\$ 1,142.00	5%	\$ 1,084.90	See Note 1	N/A	N/A	See Note 1
DF5HD-1	Heavy Duty dome, flush, clear dome, no camera.	Each	C	\$ 506.00	5%	\$ 480.70	See Note 1	N/A	N/A	See Note 1
DF8-PB-0	8.5" Fixed mt smoked dome black pendant no camera	Each	C	\$ 385.00	5%	\$ 365.75	See Note 1	N/A	N/A	See Note 1
DH5CA-12.3A	DomePak HD InCeil clr dome Color cam 2.3mm AI lens	Each	C	\$ 1,033.00	5%	\$ 981.35	See Note 1	N/A	N/A	See Note 1
DX1004-030	DX1000 Series 4 channel 30GB DVR	Each	C	\$ 1,701.00	5%	\$ 1,615.95	See Note 1	N/A	N/A	See Note 1
DX2008-080	DX2000 Series 8 channel 80GB DVR	Each	C	\$ 4,266.00	5%	\$ 4,052.70	See Note 1	N/A	N/A	See Note 1
E2020	Ceiling mount plate for EH2020: 2-ft x 2-ft panel	Each	C	\$ 58.00	5%	\$ 55.10	See Note 1	N/A	N/A	See Note 1
EH8106	Housing outdoor pResurrected 6"	Each	C	\$ 1,062.00	5%	\$ 1,008.90	See Note 1	N/A	N/A	See Note 1
ES3012-2CBZ10N	Esprit High Res Color cam 10x zm pedestal 24V	Each	C	\$ 3,592.00	5%	\$ 3,412.40	See Note 1	N/A	N/A	See Note 1
ICS090-CA12	Camclosure Indoor Smked w/ Color Std Res 12mm	Each	C	\$ 249.00	5%	\$ 236.55	See Note 1	N/A	N/A	See Note 1
ICS090-CA3	Camclosure Indoor smoke dome StdRes Color 2.9mm	Each	C	\$ 249.00	5%	\$ 236.55	See Note 1	N/A	N/A	See Note 1
ICS090-CA6	Camclosure Indoor smoke dome StdRes Color 6mm	Each	C	\$ 249.00	5%	\$ 236.55	See Note 1	N/A	N/A	See Note 1
ICS090-CA8T	Camclosure Indoor smoke dome StdRes Color 8mm UTP	Each	C	\$ 290.00	5%	\$ 275.50	See Note 1	N/A	N/A	See Note 1
ICS090-CR12	Camclosure Indoor smoke dome HiRes Color 12mm	Each	C	\$ 330.00	5%	\$ 313.50	See Note 1	N/A	N/A	See Note 1
IDM4012SS	Wall arm mount with feed thru for Spectra SS	Each	C	\$ 332.00	5%	\$ 315.40	See Note 1	N/A	N/A	See Note 1
KBD100	Economical switcher control keypad	Each	C	\$ 282.00	5%	\$ 267.90	See Note 1	N/A	N/A	See Note 1
KBD200A	Keyboard, Pan, Tilt, Zoom Push-button	Each	C	\$ 511.00	5%	\$ 485.45	See Note 1	N/A	N/A	See Note 1
KBD300A	Desktop pushbutton/joystick control keypad for PTZ	Each	C	\$ 968.00	5%	\$ 919.60	See Note 1	N/A	N/A	See Note 1
MCS8-5	Power supply camera 5amp: 8 fused outputs	Each	C	\$ 138.00	5%	\$ 131.10	See Note 1	N/A	N/A	See Note 1
MD2001	Single channel analog video motion detector 120V	Each	C	\$ 520.00	5%	\$ 494.00	See Note 1	N/A	N/A	See Note 1
MM1000	Universal wall mount for 9" and 12" monitors	Each	C	\$ 96.00	5%	\$ 91.20	See Note 1	N/A	N/A	See Note 1
MM2000	Universal ceiling/pedestal mt for 9"/12" monitor	Each	C	\$ 91.00	5%	\$ 86.45	See Note 1	N/A	N/A	See Note 1
MM3000	Ceiling "J" mount for 9" and 12" monitors	Each	C	\$ 121.00	5%	\$ 114.95	See Note 1	N/A	N/A	See Note 1



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NET101R	CCTV/Ethernet Receiver	Each	C	\$ 1,701.00	5%	\$ 1,615.95	See Note 1	N/A	N/A	See Note 1
NET101R-A	CCTV/Ethernet Receiver w/ bi-directional audio	Each	C	\$ 2,214.00	5%	\$ 2,103.30	See Note 1	N/A	N/A	See Note 1
NET101T	CCTV/Ethernet Transmitter	Each	C	\$ 1,701.00	5%	\$ 1,615.95	See Note 1	N/A	N/A	See Note 1
NET101T-A	CCTV/Ethernet Transmitter w/ bi-directional audio	Each	C	\$ 2,214.00	5%	\$ 2,103.30	See Note 1	N/A	N/A	See Note 1
NET104A	Four Camera Ethernet Video Transmitter	Each	C	\$ 2,309.00	5%	\$ 2,193.55	See Note 1	N/A	N/A	See Note 1
NET4001A	Four Camera Ethernet Video Transmitter/Receiver	Each	C	\$ 4,439.00	5%	\$ 4,217.05	See Note 1	N/A	N/A	See Note 1
NETRANS	Wall transformer for PelcoNet 240V	Each	C	\$ 83.00	5%	\$ 78.85	See Note 1	N/A	N/A	See Note 1
O/I-OUTLET	120V electrical outlet. Plug into O/I-PCB	Each	C	\$ 15.00	5%	\$ 14.25	See Note 1	N/A	N/A	See Note 1
O/I-PCB	PC board kit for EH4718, EH4722, EH5723, EH5729	Each	C	\$ 101.00	5%	\$ 95.95	See Note 1	N/A	N/A	See Note 1
SD53C22-F0	Spectra III SE In-Ceiling Smoked Dome 22x Color	Each	C	\$ 3,215.00	5%	\$ 3,054.25	See Note 1	N/A	N/A	See Note 1
SD53C22-F-E0	Spectra III SE Env In-Ceiling Smk Dome 22x Color	Each	C	\$ 3,506.00	5%	\$ 3,330.70	See Note 1	N/A	N/A	See Note 1
SD53C22-HCF1	Spectra III SE Heavy Duty Clear, Flush Cage -Color	Each	C	\$ 3,650.00	5%	\$ 3,467.50	See Note 1	N/A	N/A	See Note 1
SD53C22-HP1	Spectra III SE Heavy Duty Pend, Color, Clear	Each	C	\$ 3,723.00	5%	\$ 3,536.85	See Note 1	N/A	N/A	See Note 1
SD53C22-HPE1	Spectra III SE Heavy Duty Env Pend, Color, Clear	Each	C	\$ 3,830.00	5%	\$ 3,638.50	See Note 1	N/A	N/A	See Note 1
SD53C22-PSGE0	Spectra III SE SS Env Gray Pend Smk Dome 22xColor	Each	C	\$ 4,298.00	5%	\$ 4,083.10	See Note 1	N/A	N/A	See Note 1
SD53CBW-HCF1	Spectra III SE HD In-Ceiling cage clear dome CBW	Each	C	\$ 4,163.00	5%	\$ 3,954.85	See Note 1	N/A	N/A	See Note 1
SD53CBW-HCP1	Spectra III SE HD Pendant cage clear dome CBW	Each	C	\$ 4,348.00	5%	\$ 4,130.60	See Note 1	N/A	N/A	See Note 1
SD53CBW-PSGE0	Spectra III SE SS Env Gray Pnd Smk Dome 23xClr/BW	Each	C	\$ 4,811.00	5%	\$ 4,570.45	See Note 1	N/A	N/A	See Note 1
SD53TC-F0	Spectra III In-Ceiling Smoked Dome 16x Color	Each	C	\$ 2,370.00	5%	\$ 2,251.50	See Note 1	N/A	N/A	See Note 1
TF9000	Power transformer for 24V cameras - 50VA	Each	C	\$ 45.00	5%	\$ 42.75	See Note 1	N/A	N/A	See Note 1
VA6104	Sequential switcher 4 in w/Alarm x 1 out 120V	Each	C	\$ 352.00	5%	\$ 334.40	See Note 1	N/A	N/A	See Note 1
VA6108	Sequential switcher 8 in w/Alarm x 1 out 120V	Each	C	\$ 543.00	5%	\$ 515.85	See Note 1	N/A	N/A	See Note 1
VA6112	Sequential switcher 12 in w/Alarm x 1 out 120V	Each	C	\$ 752.00	5%	\$ 714.40	See Note 1	N/A	N/A	See Note 1
ICS310-CRV39A	Varifocal, auto iris 3-9 mm outdoor NTSC color camera non-dome	Each	C	\$ 735.00	5%	\$ 698.25	See Note 1	N/A	N/A	See Note 1
ICS310-CR3	Fixed no iris 2.9 mm outdoor NTSC color camera non-dome	Each	C	\$ 556.00	5%	\$ 528.20	See Note 1	N/A	N/A	See Note 1
ICS310-COND	Conduit adapter; can be adapted to any verticle or horizontal surface	Each	C	\$ 43.00	5%	\$ 40.85	See Note 1	N/A	N/A	See Note 1
ICS150-CW-V39	Varifocal, auto iris 3-9 mm indoor in ceiling Wide Dynamic Range Smoked Dome	Each	C	\$ 573.00	5%	\$ 544.35	See Note 1	N/A	N/A	See Note 1
ICS150-CDV39A	Varifocal, auto iris 3-9 mm indoor in ceiling low light Smoked Dome	Each	C	\$ 614.00	5%	\$ 583.30	See Note 1	N/A	N/A	See Note 1
ICS150-CRV39A	Varifocal, auto iris 3-9 mm indoor in ceiling Smoked Dome	Each	C	\$ 525.00	5%	\$ 498.75	See Note 1	N/A	N/A	See Note 1
ICS150-CR3	Fixed, without iris 2.9 mm indoor in ceiling Smoked Dome	Each	C	\$ 491.00	5%	\$ 466.45	See Note 1	N/A	N/A	See Note 1
ICS150-CR12	Fixed, without iris 12 mm indoor in ceiling Smoked Dome	Each	C	\$ 491.00	5%	\$ 466.45	See Note 1	N/A	N/A	See Note 1
ICS110-CW-V39	Varifocal, auto iris 3-9 mm indoor/outdoor surface mount high Dynamic Range Smoked Dome	Each	C	\$ 573.00	5%	\$ 544.35	See Note 1	N/A	N/A	See Note 1
ICS110-CDV39A	Varifocal, auto iris 3-9 mm indoor/outdoor surface mount low light Smoked Dome	Each	C	\$ 614.00	5%	\$ 583.30	See Note 1	N/A	N/A	See Note 1
ICS110-CRV39A	Varifocal, auto iris 3-9 mm indoor/outdoor surface mount Smoked Dome	Each	C	\$ 525.00	5%	\$ 498.75	See Note 1	N/A	N/A	See Note 1
ICS110-CR3	Fixed, without iris 2.9 mm indoor/outdoor surface mount Smoked Dome	Each	C	\$ 491.00	5%	\$ 466.45	See Note 1	N/A	N/A	See Note 1
ICS110-CR12	Fixed, without iris 12 mm indoor/outdoor surface mount Smoked Dome	Each	C	\$ 491.00	5%	\$ 466.45	See Note 1	N/A	N/A	See Note 1
ICS110-PG	Pendant mount adapter for ICS110 series	Each	C	\$ 43.00	5%	\$ 40.85	See Note 1	N/A	N/A	See Note 1
13FFD-V5PAK	five lense pack. Ene each 2.9 mm, 3.6 mm, 6 mm, 8 mm, and 12 mm	Each	C	\$ 212.00	5%	\$ 201.40	See Note 1	N/A	N/A	See Note 1
TF2000	Power supply for one 24 VAC camera, 20 VA	Each	C	\$ 17.00	5%	\$ 16.15	See Note 1	N/A	N/A	See Note 1
MCS4-2	Indoor power supply. 120/230 VAC. Four 1.5A fused 24 VAC outputs. Total Capacity of 2A	Each	C	\$ 105.00	5%	\$ 99.75	See Note 1	N/A	N/A	See Note 1
MCS8-5	Indoor power supply. 120/230 VAC. 8 3A fused 24 VAC outputs. Total Capacity of 5A	Each	C	\$ 138.00	5%	\$ 131.10	See Note 1	N/A	N/A	See Note 1
MCS16-10	Indoor power supply. 120/230 VAC. 16 3A fused 24 VAC outputs. Total Capacity of 10A	Each	C	\$ 206.00	5%	\$ 195.70	See Note 1	N/A	N/A	See Note 1
MCS16-20	Indoor power supply. 120/230 VAC. 16 3A fused 24 VAC outputs. Total Capacity of 20A	Each	C	\$ 254.00	5%	\$ 241.30	See Note 1	N/A	N/A	See Note 1
RLD-1002473	VM286 Agile Modulator - 860MHz	Each	C	\$ 765.00	5%	\$ 726.75	See Note 1	N/A	N/A	See Note 1
RLD-10074XX	VM1550 Fixed Channel Modulator	Each	C	\$ 399.00	5%	\$ 379.05	See Note 1	N/A	N/A	See Note 1



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Model Number	Product Description	U/M	Product Category	MSRP	% Disc from MSRP	NYS Net Price	Install/Unit	% Dis from List.	NYS Net Install	Maint/unit/month
RLD-1002433	FMC1000 FM Stereo Cable TV Modulator	Each	C	\$ 799.00	5%	\$ 759.05	See Note 1	N/A	N/A	See Note 1
RLD-1003662	PC801 Passive Combiner - 1GHz	Each	C	\$ 75.00	5%	\$ 71.25	See Note 1	N/A	N/A	See Note 1
RLD-100320X	CRF Series Channel Removal Filter	Each	C	\$ 1,305.00	5%	\$ 1,239.75	See Note 1	N/A	N/A	See Note 1
RLD-1002723	DAR8642 Rack Distribution Amplifier	Each	C	\$ 739.00	5%	\$ 702.05	See Note 1	N/A	N/A	See Note 1
RLD-1002411	VMD806AG Agile Desktop Modulator	Each	C	\$ 699.00	5%	\$ 664.05	See Note 1	N/A	N/A	See Note 1
RLD-10037XX-1	300VMF+Fixed Modulator (Ch.2-36,95-99)	Each	C	\$ 125.00	5%	\$ 118.75	See Note 1	N/A	N/A	See Note 1
RLD-10037XX-2	300VMF+Fixed Modulator (Ch.37-78)	Each	C	\$ 165.00	5%	\$ 156.75	See Note 1	N/A	N/A	See Note 1
RLD-1003615	806DM Video Demodulator	Each	C	\$ 199.00	5%	\$ 189.05	See Note 1	N/A	N/A	See Note 1
RLD-1002724	DDA5542R Distribution Amplifier	Each	C	\$ 199.00	5%	\$ 189.05	See Note 1	N/A	N/A	See Note 1
RLD-1002713	DIP42 Diplexer	Each	C	\$ 105.00	5%	\$ 99.75	See Note 1	N/A	N/A	See Note 1
RLD-1001504	PSM121 Power Supply	Each	C	\$ 189.00	5%	\$ 179.55	See Note 1	N/A	N/A	See Note 1
RLD-1002324	DMM806 Television Demodulator	Each	C	\$ 199.00	5%	\$ 189.05	See Note 1	N/A	N/A	See Note 1
RLD-1002474	RMMFP-Filler Plate for RMM12	Each	C	\$ 6.00	5%	\$ 5.70	See Note 1	N/A	N/A	See Note 1
RLD-1003613	4 way splitter	Each	C	\$ 3.50	5%	\$ 3.32	See Note 1	N/A	N/A	See Note 1
RLD-1003614	8 way splitter	Each	C	\$ 5.90	5%	\$ 5.60	See Note 1	N/A	N/A	See Note 1
RLD-1002476	RMM12 Rack Enclosure	Each	C	\$ 149.00	5%	\$ 141.55	See Note 1	N/A	N/A	See Note 1
RLD-1002477	RMM4 Rack Enclosure with Power Supply	Each	C	\$ 219.00	5%	\$ 208.05	See Note 1	N/A	N/A	See Note 1
RLD-1002474	RMMFP - Filler Plate for RMM12	Each	C	\$ 6.00	5%	\$ 5.70	See Note 1	N/A	N/A	See Note 1
RLD-1003611	2 way splitter	Each	C	\$ 1.99	5%	\$ 1.89	See Note 1	N/A	N/A	See Note 1
RLD-1003612	3 way splitter	Each	C	\$ 3.00	5%	\$ 2.85	See Note 1	N/A	N/A	See Note 1
ICS110-AP	ICS110 Adapter plate for a 4-square electrical box	Each	C	\$ 17.00	5%	\$ 16.15	See Note 1	N/A	N/A	See Note 1
ICS110-PG	ICS-110 Pendant Mount	Each	C	\$ 45.00	5%	\$ 42.75	See Note 1	N/A	N/A	See Note 1
PP4348	Parapet roof mount for IWM series	Each	C	\$ 554.00	5%	\$ 526.30	See Note 1	N/A	N/A	See Note 1
PP350	Parapet wall mount	Each	C	\$ 463.00	5%	\$ 439.85	See Note 1	N/A	N/A	See Note 1
PP351	Parapet roof mount	Each	C	\$ 490.00	5%	\$ 465.50	See Note 1	N/A	N/A	See Note 1
IWMGY	Wall Mount	Each	C	\$ 118.00	5%	\$ 112.10	See Note 1	N/A	N/A	See Note 1
CM400	Corner adapter for IWM series	Each	C	\$ 73.00	5%	\$ 69.35	See Note 1	N/A	N/A	See Note 1
PP400	Parapet wall mount for IWM series	Each	C	\$ 249.00	5%	\$ 236.55	See Note 1	N/A	N/A	See Note 1
T2428100C	100 VA 24 volt indoor power supply	Each	C	\$ 172.66	5%	\$ 164.02	See Note 1	N/A	N/A	See Note 1
s2700e	IP camera - smoked dome	Each	C	\$ 925.00	5%	\$ 878.75	See Note 1	N/A	N/A	See Note 1
s2700VR	Vandal resistant IP camera - smoked dome	Each	C	\$ 990.00	5%	\$ 940.50	See Note 1	N/A	N/A	See Note 1
1704ETAS	High resolution Ethernet video server (encoder) with 4 video inputs (12VDC)	Each	C	\$ 2,670.00	5%	\$ 2,536.50	See Note 1	N/A	N/A	See Note 1
1708ET	High resolution Ethernet video server (encoder) with 8 video inputs (12VDC)	Each	C	\$ 2,800.00	5%	\$ 2,660.00	See Note 1	N/A	N/A	See Note 1
1970ET	High resolution Ethernet video server (encoder) with 1 video input (12VDC)	Each	C	\$ 725.00	5%	\$ 688.75	See Note 1	N/A	N/A	See Note 1
Om-P-Base-40	Omnicast Pro software. Includes license for one 50 camera, 10TB server, 2 cameras, 2 clients, 1 virtual matrix, web interface, camera sequences.	Each	C	\$ 1,130.00	5%	\$ 1,073.50	See Note 1	N/A	N/A	See Note 1
Om-P-1C-40	1 camera connection	Each	C	\$ 230.00	5%	\$ 218.50	See Note 1	N/A	N/A	See Note 1
Om-P-1DV-40	1 DVR camera input	Each	C	\$ 130.00	5%	\$ 123.50	See Note 1	N/A	N/A	See Note 1
Om-P-1S-40	1 SDK connection	Each	C	\$ 230.00	5%	\$ 218.50	See Note 1	N/A	N/A	See Note 1
Om-P-1U-40	1 client/user connection	Each	C	\$ 230.00	5%	\$ 218.50	See Note 1	N/A	N/A	See Note 1
Om-P-1K-40	1 keyboard connection	Each	C	\$ 460.00	5%	\$ 437.00	See Note 1	N/A	N/A	See Note 1
Om-P-1GTW-40	1 Media Gateway Streaming License	Each	C	\$ 230.00	5%	\$ 218.50	See Note 1	N/A	N/A	See Note 1
Om-P-1OGW-40	1 Omnicast Gateway	Each	C	\$ 910.00	5%	\$ 864.50	See Note 1	N/A	N/A	See Note 1
Om-P-1VM-40	1 Virtual Matrix	Each	C	\$ 910.00	5%	\$ 864.50	See Note 1	N/A	N/A	See Note 1
Om-P-1A25-40	25 camera/10 Tbyte remote Archiver	Each	C	\$ 730.00	5%	\$ 693.50	See Note 1	N/A	N/A	See Note 1
Om-P-1A50-40	50 camera/10 Tbyte remote Archiver	Each	C	\$ 1,360.00	5%	\$ 1,292.00	See Note 1	N/A	N/A	See Note 1
Om-P-UP100-40	Upgrade base package to 100/10 Tbyte	Each	C	\$ 1,360.00	5%	\$ 1,292.00	See Note 1	N/A	N/A	See Note 1
Om-P-Maps-40	Maps and procedures	Each	C	\$ 910.00	5%	\$ 864.50	See Note 1	N/A	N/A	See Note 1
Om-P-Audio-40	Audio Support	Each	C	\$ 910.00	5%	\$ 864.50	See Note 1	N/A	N/A	See Note 1
Om-P-OffAR-40	Offline Archiving (back-up and restore)	Each	C	\$ 460.00	5%	\$ 437.00	See Note 1	N/A	N/A	See Note 1
Om-P-LA-40	Local Archiving	Each	C	\$ 550.00	5%	\$ 522.50	See Note 1	N/A	N/A	See Note 1
Om-P-CB-40	Camera blocking	Each	C	\$ 1,810.00	5%	\$ 1,719.50	See Note 1	N/A	N/A	See Note 1
Om-P-MAC-40	Macros	Each	C	\$ 910.00	5%	\$ 864.50	See Note 1	N/A	N/A	See Note 1



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Om-P-AM-40	Alarm Management Module	Each	C	\$ 910.00	5%	\$ 864.50	See Note 1	N/A	N/A	See Note 1
Om-E-Base-40	Omnicast Enterprise - server license for up to 75 cameras. Includes licenses for 8 cameras, 4 clients, maps, audio, web interface, 1 virtual matrix, 1 keyboard alarm management and offline archiving.	Each	C	\$ 5,410.00	5%	\$ 5,139.50	See Note 1	N/A	N/A	See Note 1
Om-E-1+-40	1 camera connection (49 cameras or less)	Each	C	\$ 300.00	5%	\$ 285.00	See Note 1	N/A	N/A	See Note 1
Om-E-50+-40	1 camera connection (99 cameras or less)	Each	C	\$ 280.00	5%	\$ 266.00	See Note 1	N/A	N/A	See Note 1
Om-E-100+-40	1 camera connection (100 cameras and more)	Each	C	\$ 250.00	5%	\$ 237.50	See Note 1	N/A	N/A	See Note 1
Om-E-500+-40	1 camera connection (500 cameras and more)	Each	C	\$ 230.00	5%	\$ 218.50	See Note 1	N/A	N/A	See Note 1
Om-E-1U-40	1 client/user connection	Each	C	\$ 230.00	5%	\$ 218.50	See Note 1	N/A	N/A	See Note 1
Om-E-1DV-40	1 DVR camera input	Each	C	\$ 130.00	5%	\$ 123.50	See Note 1	N/A	N/A	See Note 1
Om-E-1S-40	1 SDK connection	Each	C	\$ 230.00	5%	\$ 218.50	See Note 1	N/A	N/A	See Note 1
Om-E-1CE-40	1 Pocket PC Viewer connection	Each	C	\$ 230.00	5%	\$ 218.50	See Note 1	N/A	N/A	See Note 1
Om-E-1GTW-40	1 Media Gateway Streaming License	Each	C	\$ 230.00	5%	\$ 218.50	See Note 1	N/A	N/A	See Note 1
Om-E-1HMI-40	1 Hardware Matrix connection	Each	C	\$ 1,360.00	5%	\$ 1,292.00	See Note 1	N/A	N/A	See Note 1
Om-E-1DSF-40	1 Direct Show connection	Each	C	\$ 230.00	5%	\$ 218.50	See Note 1	N/A	N/A	See Note 1
Om-E-1KEY-40	1 analogue keyboard connection	Each	C	\$ 230.00	5%	\$ 218.50	See Note 1	N/A	N/A	See Note 1
Om-E-1ACS-40	1 access control interface	Each	C	\$ 230.00	5%	\$ 218.50	See Note 1	N/A	N/A	See Note 1
Om-E-Rep-40	Database Reporting	Each	C	\$ 1,360.00	5%	\$ 1,292.00	See Note 1	N/A	N/A	See Note 1
Om-E-CB-40	Camera blocking	Each	C	\$ 1,810.00	5%	\$ 1,719.50	See Note 1	N/A	N/A	See Note 1
Om-E-LB-40*	Load balancing	Each	C	\$ 1,360.00	5%	\$ 1,292.00	See Note 1	N/A	N/A	See Note 1
Om-E-ACD-40	Active Directory Integration	Each	C	\$ 1,720.00	5%	\$ 1,634.00	See Note 1	N/A	N/A	See Note 1
Om-E-FOE-40*	Unit Failover	Each	C	\$ 1,630.00	5%	\$ 1,548.50	See Note 1	N/A	N/A	See Note 1
Om-E-1FOD-40	1 Failover directory server (Sup Req)	Each	C	\$ 910.00	5%	\$ 864.50	See Note 1	N/A	N/A	See Note 1
Om-E-1OGW-40	1 Omnicast Gateway	Each	C	\$ 910.00	5%	\$ 864.50	See Note 1	N/A	N/A	See Note 1
Om-E-1VM-40	1 Virtual Matrix	Each	C	\$ 910.00	5%	\$ 864.50	See Note 1	N/A	N/A	See Note 1
Om-E-1FOV-40	1 Virtual Matrix failover (incl. Virtual matrix) (Sup Req)	Each	C	\$ 1,360.00	5%	\$ 1,292.00	See Note 1	N/A	N/A	See Note 1
Om-E-1A25-40	25 camera/10 Tbyte Archiver (camera connections NOT included)	Each	C	\$ 550.00	5%	\$ 522.50	See Note 1	N/A	N/A	See Note 1
Om-E-1A50-40	50 camera/10 Tbyte Archiver (camera connections NOT included)	Each	C	\$ 1,360.00	5%	\$ 1,292.00	See Note 1	N/A	N/A	See Note 1
Om-E-1A75-40	75 camera/10 Tbyte Archiver (camera connections NOT included)	Each	C	\$ 2,170.00	5%	\$ 2,061.50	See Note 1	N/A	N/A	See Note 1
Om-E-1A100-40	100 camera/10 Tbyte Archiver (camera connections NOT included)	Each	C	\$ 2,710.00	5%	\$ 2,574.50	See Note 1	N/A	N/A	See Note 1
Om-E-1A200-40	200 camera/10 Tbyte Archiver (camera connections NOT included)	Each	C	\$ 5,410.00	5%	\$ 5,139.50	See Note 1	N/A	N/A	See Note 1
Om-E-1A300-40	300 camera/10 Tbyte Archiver (camera connections NOT included)	Each	C	\$ 8,110.00	5%	\$ 7,704.50	See Note 1	N/A	N/A	See Note 1
Om-E-1FA25-40	25 camera/10 Tbyte Failover Archiver (includes archiver license) (Sup Req)	Each	C	\$ 1,450.00	5%	\$ 1,377.50	See Note 1	N/A	N/A	See Note 1
Om-E-1FA50-40	50 camera/10 Tbyte Failover Archiver (includes archiver license) (Sup Req)	Each	C	\$ 2,260.00	5%	\$ 2,147.00	See Note 1	N/A	N/A	See Note 1
Om-E-1FA75-40	75 camera/10 Tbyte Failover Archiver (includes archiver license) (Sup Req)	Each	C	\$ 3,070.00	5%	\$ 2,916.50	See Note 1	N/A	N/A	See Note 1
Om-E-1FA100-40	100 camera/10 Tbyte Failover Archiver (includes archiver license) (Sup Req)	Each	C	\$ 3,610.00	5%	\$ 3,429.50	See Note 1	N/A	N/A	See Note 1
Om-E-1FA200-40	200 camera/10 Tbyte Failover Archiver (includes archiver license) (Sup Req)	Each	C	\$ 7,660.00	5%	\$ 7,277.00	See Note 1	N/A	N/A	See Note 1
Om-E-1FA300-40	300 camera/10 Tbyte Failover Archiver (includes archiver license) (Sup Req)	Each	C	\$ 10,360.00	5%	\$ 9,842.00	See Note 1	N/A	N/A	See Note 1
Om-E-1AU25-40	1 25 Tbyte Archiver upgrade	Each	C	\$ 3,610.00	5%	\$ 3,429.50	See Note 1	N/A	N/A	See Note 1
Om-E-1AU50-40	1 50 Tbyte Archiver upgrade	Each	C	\$ 6,760.00	5%	\$ 6,422.00	See Note 1	N/A	N/A	See Note 1
Om-E-1AU100-40	1 100+ Tbyte Archiver upgrade	Each	C	\$ 13,510.00	5%	\$ 12,834.50	See Note 1	N/A	N/A	See Note 1
Om-E-1FES-40	1 Federation server	Each	C	\$ 460.00	5%	\$ 437.00	See Note 1	N/A	N/A	See Note 1
Om-E-1FED-40	1 Federated directory	Each	C	\$ 230.00	5%	\$ 218.50	See Note 1	N/A	N/A	See Note 1
Om-E-50F-40	50 federated cameras	Each	C	\$ 1,470.00	5%	\$ 1,396.50	See Note 1	N/A	N/A	See Note 1
Om-E-100F-40	100 federated cameras	Each	C	\$ 2,710.00	5%	\$ 2,574.50	See Note 1	N/A	N/A	See Note 1
Om-E-1000F-40	1000 federated cameras	Each	C	\$ 22,510.00	5%	\$ 21,384.50	See Note 1	N/A	N/A	See Note 1
WVLC1710	17" LCD monitor - 500 lines of resolution S-Vid in, BNC Composite in/out, audio in/out, comp in	Each	C	\$ 1,470.00	5%	\$ 1,396.50	See Note 1	N/A	N/A	See Note 1
WVLD1500	15" LCD monitor - 450 lines of resolution S-Vid in, BNC Composite in/out, audio in/out, comp in	Each	C	\$ 840.00	5%	\$ 798.00	See Note 1	N/A	N/A	See Note 1
WVLD2000	20" LCD monitor - 450 lines of resolution S-Vid in, BNC Composite in/out, audio in/out, comp in	Each	C	\$ 1,190.00	5%	\$ 1,130.50	See Note 1	N/A	N/A	See Note 1



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<b>Accessories (Audio - Speakers and Microphones)</b>										
AT-Mix-Auto	Mixer for Multiple Microphones, 4 Channel Automatic	Each	C	\$ 899.00	5%	\$ 854.05	See Note 1	N/A	N/A	See Note 1
AT-Mix-Manual	Mixer for Multiple Microphones, 4 Channel Manual w/Audio Inputs	Each	C	\$ 460.00	5%	\$ 437.00	See Note 1	N/A	N/A	See Note 1
AT8314-10	Microphone Cable, 10 Foot	Each	C	\$ 24.00	5%	\$ 22.80	See Note 1	N/A	N/A	See Note 1
AT8314-25	Microphone Cable, 25 Foot	Each	C	\$ 35.00	5%	\$ 33.25	See Note 1	N/A	N/A	See Note 1
AT-VHF1235-831	Wireless Microphone (VHF)	Each	C	\$ 764.00	5%	\$ 725.80	See Note 1	N/A	N/A	See Note 1
STD-PPK	USB Standard Enhancement Pack (Speaker & Case)	Each	C	\$ 99.00	5%	\$ 94.05	See Note 1	N/A	N/A	See Note 1
*MICROPHONE-SYSTEM	Follow-Me Microphone System for SchoolStation/Nstation	Each	C	\$ 1,999.00	5%	\$ 1,899.05	See Note 1	N/A	N/A	See Note 1
*MC6-REM	Replacement Remote Control for Pan Tilt Zoom Cameras	Each	C	\$ 50.00	5%	\$ 47.50	See Note 1	N/A	N/A	See Note 1
*AUD-01	Tabletop Microphone	Each	C	\$ 199.00	5%	\$ 189.05	See Note 1	N/A	N/A	See Note 1
*AUD-USB	Tabletop Microphone for USB	Each	C	\$ 99.00	5%	\$ 94.05	See Note 1	N/A	N/A	See Note 1
*AUD-GRP	Group System Microphone for N-Station / SchoolStation	Each	C	\$ 199.00	5%	\$ 189.05	See Note 1	N/A	N/A	See Note 1
*AUD-961	Mixer Capable Microphone	Each	C	\$ 249.00	5%	\$ 236.55	See Note 1	N/A	N/A	See Note 1
*AUD-ML	Hanging Microphone	Each	C	\$ 315.00	5%	\$ 299.25	See Note 1	N/A	N/A	See Note 1
*VF5	VoiceFinder Unit for SS-5 Models	Each	C	\$ 2,194.50	5%	\$ 2,084.77	See Note 1	N/A	N/A	See Note 1
*SPEAK	Speaker System for Group Systems	Each	C	\$ 438.90	5%	\$ 416.95	See Note 1	N/A	N/A	See Note 1
HDSET	Headset for Desktop Kits	Each	C	\$ 45.00	5%	\$ 42.75	See Note 1	N/A	N/A	See Note 1
HD-WL	Wireless Headset	Each	C	\$ 599.00	5%	\$ 569.05	See Note 1	N/A	N/A	See Note 1
<b>Accessories (Monitors, Carts and Video Interface)</b>										
*MON-29-NTSC	29" NTSC Monitor (27" viewable)	Each	C	\$ 1,000.00	5%	\$ 950.00	See Note 1	N/A	N/A	See Note 1
*MON-17	17" XGA Monitor (16" viewable) w/Integrated Speakers and Microphone	Each	C	\$ 405.00	5%	\$ 384.75	See Note 1	N/A	N/A	See Note 1
*MON-32-SS	32" LCD TV 1280X768 DVI-HDCP includes speakers and stand	Each	C	\$ 2,398.00	5%	\$ 2,278.10	See Note 1	N/A	N/A	See Note 1
*MON-37-SS	37" LCD TV 1366X768 DVI-HDCP includes speakers and stand	Each	C	\$ 4,197.00	5%	\$ 3,987.15	See Note 1	N/A	N/A	See Note 1
*MON-40-SS	40" LCD 1280X768 DVI-HDCP includes speakers and stand	Each	C	\$ 5,347.00	5%	\$ 5,079.65	See Note 1	N/A	N/A	See Note 1
*MON-PRJ	XGA Projection Monitor	Each	C	\$ 8,995.00	5%	\$ 8,545.25	See Note 1	N/A	N/A	See Note 1
PMC14F	Monitor High Res Color 14" Rack mountable 120/220V	Each	C	\$ 483.00	5%	\$ 458.85	See Note 1	N/A	N/A	See Note 1
PMC21A	Monitor High Res Color 21" Rack adaptable 120/220V	Each	C	\$ 692.00	5%	\$ 657.40	See Note 1	N/A	N/A	See Note 1
PMC9A	Monitor, Color, 9" Rack mountable NTSC/PAL	Each	C	\$ 682.00	5%	\$ 647.90	See Note 1	N/A	N/A	See Note 1
PMCL15A	LCD Monitor, 15" Color NTSC/PAL/PC	Each	C	\$ 1,701.00	5%	\$ 1,615.95	See Note 1	N/A	N/A	See Note 1
PMM1201	Monitor B/W 12" monochrome high Res 120V EIA	Each	C	\$ 224.00	5%	\$ 212.80	See Note 1	N/A	N/A	See Note 1
PVS14-CBV3	Public Viewing System with 14" Color Monitor	Each	C	\$ 1,253.00	5%	\$ 1,190.35	See Note 1	N/A	N/A	See Note 1
*PLASMA-36	36" Plasma	Each	C	\$ 4,495.00	5%	\$ 4,270.25	See Note 1	N/A	N/A	See Note 1
*PLASMA-42	42" Plasma	Each	C	\$ 6,995.00	5%	\$ 6,645.25	See Note 1	N/A	N/A	See Note 1
*PLASMA-50	50" Plasma	Each	C	\$ 10,995.00	5%	\$ 10,445.25	See Note 1	N/A	N/A	See Note 1
*PLASMA-61	61" Plasma	Each	C	\$ 19,995.00	5%	\$ 18,995.25	See Note 1	N/A	N/A	See Note 1
*PLASMA-DSK	Desk Stand for Plasma Display	Each	C	\$ 375.00	5%	\$ 356.25	See Note 1	N/A	N/A	See Note 1
*PLASMA-SPK	Side Mounted Speakers for Plasma Display	Each	C	\$ 750.00	5%	\$ 712.50	See Note 1	N/A	N/A	See Note 1
*TV-PK	TV Pack to enable NTSC capability on XGA Monitors	Each	C	\$ 300.00	5%	\$ 285.00	See Note 1	N/A	N/A	See Note 1
*MC-Cart	Rollabout Cart for 29" and 34" Monitor	Each	C	\$ 1,200.00	5%	\$ 1,140.00	See Note 1	N/A	N/A	See Note 1
*MC-Dualcart	Dual rollabout cart for (2) 29" or 34" monitors	Each	C	\$ 1,800.00	5%	\$ 1,710.00	See Note 1	N/A	N/A	See Note 1
*WSCart	Wide Screen display cart (for plasma or LCD monitors up to 61")	Each	C	\$ 2,495.00	5%	\$ 2,370.25	See Note 1	N/A	N/A	See Note 1
RACK-CUSTOM1	Custom System Rack	Each	C	\$ 1,723.00	5%	\$ 1,636.85	See Note 1	N/A	N/A	See Note 1
S1708e-T	High resolution Ethernet video server (encoder) with 8 video inputs (12VDC)	Each	C	\$ 2,800.00	5%	\$ 2,660.00	See Note 1	N/A	N/A	See Note 1
S1708e-T-A	High resolution Ethernet video server (encoder) with 8 video inputs and 1bidirectional audio input (12VDC)	Each	C	\$ 3,100.00	5%	\$ 2,945.00	See Note 1	N/A	N/A	See Note 1
S1712e-T	High resolution Ethernet video server (encoder) with 12 video inputs (12VDC)	Each	C	\$ 2,850.00	5%	\$ 2,707.50	See Note 1	N/A	N/A	See Note 1
S1712e-T-A	High resolution Ethernet video server (encoder) with 12 video inputs and 1bidirectional audio input (12VDC)	Each	C	\$ 3,150.00	5%	\$ 2,992.50	See Note 1	N/A	N/A	See Note 1
S1712e-T-12iA	High resolution Ethernet video server (encoder) with 12 video inputs and 12 bidirectional audio inputs (12VDC)*	Each	C	\$ 3,550.00	5%	\$ 3,372.50	See Note 1	N/A	N/A	See Note 1



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**New England Systems Software, Inc.  
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Model Number	Product Description	U/M	Product Category	MSRP	% Disc from MSRP	NYS Net Price	Install/Unit	% Dis from List.	NYS Net Install	Maint/unit/m onth
S1724e-T	High resolution Ethernet video server (encoder) with 24 video inputs (12VDC)	Each	C	\$ 3,650.00	5%	\$ 3,467.50	See Note 1	N/A	N/A	See Note 1
S1724e-T-A	High resolution Ethernet video server (encoder) with 24 video inputs and 1bidirectional audio input (12VDC)	Each	C	\$ 3,850.00	5%	\$ 3,657.50	See Note 1	N/A	N/A	See Note 1
SRM10	Standard black anodized 19 inch rack mount panel for S1500e/S1600e video servers (for 10 modules)	Each	C	\$ 105.00	5%	\$ 99.75	See Note 1	N/A	N/A	See Note 1
PS1260	110VAC to 12VDC at 45W transformer for (1) one S1504/1508/1708/1712/1724 series	Each	C	\$ 80.00	5%	\$ 76.00	See Note 1	N/A	N/A	See Note 1
PS1280	110/220VAC to 12VDC at 450W (37A) transformer for (10) ten S1504/1508/1708/1712/1724 series	Each	C	\$ 750.00	5%	\$ 712.50	See Note 1	N/A	N/A	See Note 1
PDP10	19-inch 1U power distribution panel rack mount to connect up to ten 1504/1508/1708/1712 /1724 units (requires the purchase of a PS1280)	Each	C	\$ 165.00	5%	\$ 156.75	See Note 1	N/A	N/A	See Note 1
951-3010	MotionTrack – One Input	Each	C	\$ 1,750.00	5%	\$ 1,662.50	See Note 1	N/A	N/A	See Note 1
<b>VBrick (Ethernet Video Transmission)</b>										
9110-4200-0002	MPEG-2 Single Channel Encoder 10/100BT Ethernet with cable kit/remote	Each	B	\$ 7,495.00	15%	\$ 6,370.75	See Note 1	N/A	N/A	See Note 1
9110-4200-1002	MPEG-2 Single Channel Encoder 10/100BT Ethernet with cable kit/remote , with VBSTAR	Each	B	\$ 8,490.00	15%	\$ 7,216.50	See Note 1	N/A	N/A	See Note 1
9110-4211-0002	MPEG-2 Single Channel Encoder 10/100 Ethernet & ATM OC3 MM	Each	B	\$ 8,490.00	15%	\$ 7,216.50	See Note 1	N/A	N/A	See Note 1
9110-4300-0002	MPEG-2 Dual Channel Encoder 10/100BT Ethernet	Each	B	\$ 9,995.00	15%	\$ 8,495.75	See Note 1	N/A	N/A	See Note 1
9110-4300-1002	MPEG-2 Dual Channel Encoder 10/100BT Ethernet with cable kit/remote , with VBSTAR	Each	B	\$ 10,990.00	15%	\$ 9,341.50	See Note 1	N/A	N/A	See Note 1
9110-4311-0002	MPEG-2 Dual Channel Encoder 10/100BT Ethernet & ATM OC3MM with cable kit/remote	Each	B	\$ 10,990.00	15%	\$ 9,341.50	See Note 1	N/A	N/A	See Note 1
9110-5200-0002	MPEG-2 Single Channel Decoder 10/100BT Ethernet with cable kit/remote	Each	B	\$ 4,995.00	15%	\$ 4,245.75	See Note 1	N/A	N/A	See Note 1
9110-5200-1002	MPEG-2 Single Channel Decoder 10/100BT Ethernet with cable kit/remote, with VBStar	Each	B	\$ 5,990.00	15%	\$ 5,091.50	See Note 1	N/A	N/A	See Note 1
9110-5300-0002	MPEG-2 Dual Channel Decoder 10/100BT Ethernet	Each	B	\$ 7,495.00	15%	\$ 6,370.75	See Note 1	N/A	N/A	See Note 1
9110-5300-1002	MPEG-2 Dual Channel Decoder 10/100BT Ethernet with cable kit/remote, with VBStar	Each	B	\$ 8,490.00	15%	\$ 7,216.50	See Note 1	N/A	N/A	See Note 1
9110-6200-1002	MPEG-2 Encoder/Decoder 10/100BT Ethernet with Cable Kit/remote with VBStar	Each	B	\$ 10,990.00	15%	\$ 9,341.50	See Note 1	N/A	N/A	See Note 1
9110-6211-0102	MPEG-2 Encoder/Decoder 10/100BT Ethernet & ATM-OC3 MM Single SDI input	Each	B	\$ 12,985.00	15%	\$ 11,037.25	See Note 1	N/A	N/A	See Note 1
9170-4200-0002	Single Channel Encoder 10/100BT Ethernet. No Audio Channel	Each	B	\$ 3,895.00	15%	\$ 3,310.75	See Note 1	N/A	N/A	See Note 1
7400-0013-0004	StreamPlayer 4.2.0	Each	B	Free	15%	Free	See Note 1	N/A	N/A	See Note 1
7400-0013-0104	StreamPlayer 4.2.0 (\$1 per license for quantity over 1000)	Each	B	\$ 1.00	15%	\$ 0.85	See Note 1	N/A	N/A	See Note 1
7502-0000-0002	StreamPlayer License Server 4.1.1	Each	B	N/C	15%	N/C	See Note 1	N/A	N/A	See Note 1
7400-0910-0000	StreamPlayer with MPEG-2	Each	B	\$ 10.00	15%	\$ 8.50	See Note 1	N/A	N/A	See Note 1
7400-0010-0004	StreamPlayer Plus Single Client License	Each	B	\$ 30.00	15%	\$ 25.50	See Note 1	N/A	N/A	See Note 1
7400-0010-0004	StreamPlayer Plus Single Client License	Each	B	\$ 30.00	15%	\$ 25.50	See Note 1	N/A	N/A	See Note 1
8000-0065-0000	EthernetTV-ES4 2TB SAN Array	Each	B	\$ 25,000.00	15%	\$ 21,250.00	See Note 1	N/A	N/A	See Note 1
8000-0033-0003	SDK (Software Development Kit)	Each	B	\$ 995.00	15%	\$ 845.75	See Note 1	N/A	N/A	See Note 1
8000-0044-0002	Ethernetv Set Top Box for MPEG 1/2/4	Each	B	\$ 750.00	15%	\$ 637.50	See Note 1	N/A	N/A	See Note 1
8000-0051-0001	EthernetTv-STB IR Remote Control	Each	B	\$ 35.00	15%	\$ 29.75	See Note 1	N/A	N/A	See Note 1
8000-0052-0001	EthernetTv-STB Wireless Keyboard	Each	B	\$ 50.00	15%	\$ 42.50	See Note 1	N/A	N/A	See Note 1
7500-0120-0002	EthernetTV-MCS 2.0.0 SW Only	Each	B	\$ 7,495.00	15%	\$ 6,370.75	See Note 1	N/A	N/A	See Note 1
8000-0053-0000	EthernetTV- NXG1 Video on Demand Server	Each	B	\$ 14,995.00	15%	\$ 12,745.75	See Note 1	N/A	N/A	See Note 1
8000-0054-0000	EthernetTV-NXG2 Video on Demand Server	Each	B	\$ 39,995.00	15%	\$ 33,995.75	See Note 1	N/A	N/A	See Note 1
8000-0025-0000	Six (6) Foot Cabinet for SDS Components	Each	B	\$ 1,875.00	15%	\$ 1,593.75	See Note 1	N/A	N/A	See Note 1
8000-0039-0000	VCR Prosumer Slice	Each	B	\$ 1,500.00	15%	\$ 1,275.00	See Note 1	N/A	N/A	See Note 1





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Model Number	Product Description	U/M	Product Category	MSRP	% Disc from MSRP	NYS Net Price	Install/Unit	% Dis from List.	NYS Net Install	Maint/unit/m onth
8000-0040-0000	DVD Prosumer Slice	Each	B	\$ 1,500.00	15%	\$ 1,275.00	See Note 1	N/A	N/A	See Note 1
8000-0041-0000	VCR Professional Slice	Each	B	\$ 2,500.00	15%	\$ 2,125.00	See Note 1	N/A	N/A	See Note 1
8000-0042-0000	DVD Professional Slice	Each	B	\$ 2,500.00	15%	\$ 2,125.00	See Note 1	N/A	N/A	See Note 1
8000-0043-0000	Universal Slice	Each	B	\$ 1,000.00	15%	\$ 850.00	See Note 1	N/A	N/A	See Note 1
4110-0022-0100	Rack Mount Tray	Each	B	\$ 135.00	15%	\$ 114.75	See Note 1	N/A	N/A	See Note 1
9140-4200-0002	MPEG-4 Single Channel Encoder in a VB6000	Each	B	\$ 4,995.00	15%	\$ 4,245.75	See Note 1	N/A	N/A	See Note 1
9140-4300-0002	MPEG-4/MPEG-4 Dual Channel Encoder in VB6000	Each	B	\$ 7,995.00	15%	\$ 6,795.75	See Note 1	N/A	N/A	See Note 1
9130-4300-0002	MPEG-4/MPEG-2 Dual Channel Encoder in VB6000	Each	B	\$ 8,995.00	15%	\$ 7,645.75	See Note 1	N/A	N/A	See Note 1
9130-4300-1002	MPEG-4/MPEG-2 Dual Channel Encoder with VBSTAR in VB6000	Each	B	\$ 9,990.00	15%	\$ 8,491.50	See Note 1	N/A	N/A	See Note 1
9130-4300-1012	MPEG-4/MPEG-2 Single Channel Encoder. Single SDI Input.	Each	B	\$ 11,985.00	15%	\$ 10,187.25	See Note 1	N/A	N/A	See Note 1
9130-6200-0002	MPEG-4/MPEG-2 Encoder/Decoder in VB6000	Each	B	\$ 8,995.00	15%	\$ 7,645.75	See Note 1	N/A	N/A	See Note 1
9130-6200-1002	MPEG-4/MPEG-2 Encoder/Decoder with VBSTAR in VB6000	Each	B	\$ 9,990.00	15%	\$ 8,491.50	See Note 1	N/A	N/A	See Note 1
9140-5200-0002	VB5200 MPEG-4 Decoder	Each	B	\$ 3,995.00	15%	\$ 3,395.75	See Note 1	N/A	N/A	See Note 1
9140-5300-0002	VB5300 MPEG-4 Dual Decoder	Each	B	\$ 5,495.00	15%	\$ 4,670.75	See Note 1	N/A	N/A	See Note 1
9140-6200-0002	VB6200 MPEG-4 Encoder/Decoder	Each	B	\$ 6,995.00	15%	\$ 5,945.75	See Note 1	N/A	N/A	See Note 1
9130-5300-0002	VB5300 MPEG-2/4 Hybrid Decoder	Each	B	\$ 6,495.00	15%	\$ 5,520.75	See Note 1	N/A	N/A	See Note 1
9174-4200-0002	VBSSM-MP4 Video only Encoder	Each	B	\$ 3,895.00	15%	\$ 3,310.75	See Note 1	N/A	N/A	See Note 1
9190-4200-100X	Windows Media Single Channel Encoder 10/100BT Ethernet with cable kit and remote control. Hard Drive	Each	B	\$ 5,590.00	15%	\$ 4,751.50	See Note 1	N/A	N/A	See Note 1
9190-4300-100X	Windows Media Dual Channel Encoder 10/100BT Ethernet with cable kit and remote control. Hard Drive	Each	B	\$ 8,490.00	15%	\$ 7,216.50	See Note 1	N/A	N/A	See Note 1
9190-4200-000x	Windows Media Single Channel Encoder 10/100BT Ethernet with cable kit and remote control.	Each	B	\$ 4,595.00	15%	\$ 3,905.75	See Note 1	N/A	N/A	See Note 1
9190-4300-000x	Windows Media Dual Channel Encoder 10/100BT Ethernet with cable kit and remote control.	Each	B	\$ 7,495.00	15%	\$ 6,370.75	See Note 1	N/A	N/A	See Note 1
8000-0076-0000	EtherneTV Live Portal Server. Includes Streamplayer software, 100 MPEG2 and MPEG4 software decoder licenses and unlimited MPEG-1 Software decoder licenses. Specify Rails.	Each	B	\$ 6,245.00	15%	\$ 5,308.25	See Note 1	N/A	N/A	See Note 1
8000-0049-0003	EtherneTV Portal Server Hardware and Software	Each	B	\$ 12,495.00	15%	\$ 10,620.75	See Note 1	N/A	N/A	See Note 1
7500-0120-0003	EtherneTV-MCS 3.1.0 SW Only	Each	B	\$ 9,995.00	15%	\$ 8,495.75	See Note 1	N/A	N/A	See Note 1
7500-0139-0000	EthernetTV Advanced Scheduling Module. Requires Portal Server.	Each	B	\$ 9,995.00	15%	\$ 8,495.75	See Note 1	N/A	N/A	See Note 1
7500-0140-0000	EtherneTV Live Portal Server (Software Only). Includes Streamplayer software, 100 MPEG2 and MPEG4 software decoder licenses and unlimited MPEG-1 Software decoder licenses. Specify Rails.	Each	B	\$ 3,745.00	15%	\$ 3,183.25	See Note 1	N/A	N/A	See Note 1
7500-0141-0000	EtherneTV-MCS 2.0 to Portal Server 3.0.0 Upgrade	Each	B	\$ 2,995.00	15%	\$ 2,545.75	See Note 1	N/A	N/A	See Note 1
8000-0077-0000	Network Video Recorder Server. Records up to 10 simultaneous streams. Specify Rails. Requires Portal Server.	Each	B	\$ 9,995.00	15%	\$ 8,495.75	See Note 1	N/A	N/A	See Note 1
8000-0078-0000	Network Video Recorder Server. Records up to 40 simultaneous streams. Specify Rails. Requires Portal Server.	Each	B	\$ 19,995.00	15%	\$ 16,995.75	See Note 1	N/A	N/A	See Note 1
8000-0073-0000	VOD Windows 50mbps Video On Demand Server. Specify Rails.	Each	B	\$ 9,995.00	15%	\$ 8,495.75	See Note 1	N/A	N/A	See Note 1
8000-0074-0000	VOD Windows 125mbps Video On Demand Server. Specify Rails.	Each	B	\$ 19,995.00	15%	\$ 16,995.75	See Note 1	N/A	N/A	See Note 1
8000-0075-0000	VOD Windows 300 mbps Video On Demand Server. Specify Rails.	Each	B	\$ 44,995.00	15%	\$ 38,245.75	See Note 1	N/A	N/A	See Note 1
8000-0083-0000	VOD Windows Media 125 mbps Video on Demand Server. Specify Rails.	Each	B	\$ 6,245.00	15%	\$ 5,308.25	See Note 1	N/A	N/A	See Note 1
8000-0090-0000	VOD Windows Media 300 mbps Video on Demand Server. Specify Rails.	Each	B	\$ 14,995.00	15%	\$ 12,745.75	See Note 1	N/A	N/A	See Note 1
8000-0091-0000	VOD Windows Media 300 mbps Video on Demand Server. Specify Rails.	Each	B	\$ 19,995.00	15%	\$ 16,995.75	See Note 1	N/A	N/A	See Note 1
VBPresenter	VBPresenter Software for Windows Media Appliance	Each	B	\$ 295.00	15%	\$ 250.75	See Note 1	N/A	N/A	See Note 1
VBEducast	Video Live on Internet: Includes WM Appliance, VBPresenter software, MiniDV Handycam camcorder.	Each	B	\$ 5,495.00	15%	\$ 4,670.75	See Note 1	N/A	N/A	See Note 1



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Model Number	Product Description	U/M	Product Category	MSRP	% Disc from MSRP	NYS Net Price	Install/Unit	% Dis from List.	NYS Net Install	Maint/unit/month
VBCorpCast	Video Live on Internet: Includes WM Appliance, VBPresenter software, MiniDV Handycam camcorder.	Each	B	\$ 5,495.00	15%	\$ 4,670.75	See Note 1	N/A	N/A	See Note 1
VBEducast-Star	Video Live on Internet: Includes WM Appliance with a hard drive, VBPresenter software, MiniDV Handycam camcorder.	Each	B	\$ 6,490.00	15%	\$ 5,516.50	See Note 1	N/A	N/A	See Note 1
MPEG4-UPG	MPEG-4 Upgrade. MPEG-4 Encoder Open Slot Upgrade	Each	B	\$ 2,995.00	15%	\$ 2,545.75	See Note 1	N/A	N/A	See Note 1
MPEG4-UPG2	MPEG-4 Upgrade. MPEG-4 Module Swap Upgrade. Swap MPEG-2 module with MPEG-4 encoder.	Each	B	\$ 2,495.00	15%	\$ 2,120.75	See Note 1	N/A	N/A	See Note 1
VB-SDI	SDI Interface	Each	B	\$ 2,000.00	15%	\$ 1,700.00	See Note 1	N/A	N/A	See Note 1
8000-0004-0100	AudioMate Kit - Includes AudioMate microphone with built-in echo cancellation, power supply, and cables to connect to a Vbrick. Up to 3 AudioMates can be daisy-chained together for larger conference rooms.	Each	B	\$ 795.00	15%	\$ 675.75	See Note 1	N/A	N/A	See Note 1
ENC-TRAV-WM	Meeting/Conference Encoder WM Kit, WM Encoder w/HDD, DV Camera System, Travel Case, 25 Participant (8GB Traffic Limit License), 8 hour Remote Setup Assistance, 1 Year SW/HW Maintenance and Telephone Support	Each	B	\$ 9,898.00	15%	\$ 8,413.30	See Note 1	N/A	N/A	See Note 1
ENC_TRAV-M4	Meeting/Conference Encoder WM Kit, no HDD, DV Camera System, Travel Case, 25 Participant (8GB Traffic Limit License), 8 hour Remote Setup Assistance, 1 Year SW/HW Maintenance and Telephone Support	Each	B	\$ 8,885.00	15%	\$ 7,552.25	See Note 1	N/A	N/A	See Note 1
SRV-CNF-REF	Conference Live Reflector Add-on for WM or MPEG4 (1GB)	Each	B	\$ 12.00	15%	\$ 10.20	See Note 1	N/A	N/A	See Note 1
SRV-CNF-STOR	Conference Storage Add-On for WM or MPEG4 (250MB)	Each	B	\$ 175.00	15%	\$ 148.75	See Note 1	N/A	N/A	See Note 1
8000-0115-0000	Content Windows Media K-8 Package 1 This Package Contains 868 Titles Of K-8 Content For The VOD-WM125 Server. (Year)	Each	B	\$ 2,288.50	15%	\$ 1,945.22	See Note 1	N/A	N/A	See Note 1
8000-0116-0000	Content Windows Media High School Package 2 This Package Contains 568 Titles Of HS Content For The VOD-WM125 Server. (Year)	Each	B	\$ 3,438.50	15%	\$ 2,922.72	See Note 1	N/A	N/A	See Note 1
8000-0117-0000	Content K-8 Package 1 - This Package Contains 100 Titles Of K-8 Content For The VOD-W50 Server. (Year)	Each	B	\$ 563.50	15%	\$ 478.97	See Note 1	N/A	N/A	See Note 1
8000-0118-0000	Content K-8 Package 2 This Package Contains 250 Titles Of K-8 Content For The VOD-W125 Server. (Year)	Each	B	\$ 1,138.50	15%	\$ 967.72	See Note 1	N/A	N/A	See Note 1
8000-0119-0000	Content K-8 Package 3 This Package Contains 500 Titles Of K-8 Content For The VOD-W300 Server. (Year)	Each	B	\$ 2,288.50	15%	\$ 1,945.22	See Note 1	N/A	N/A	See Note 1
8000-0120-0000	Content High School Package 1 This Package Contains 100 Titles Of HS Content For The VOD-W50 Server. (Year)	Each	B	\$ 1,138.50	15%	\$ 967.72	See Note 1	N/A	N/A	See Note 1
8000-0121-0000	Content High School Package 2 This Package Contains 250 Titles Of HS Content For The VOD-W125 Server. (Year)	Each	B	\$ 2,288.50	15%	\$ 1,945.22	See Note 1	N/A	N/A	See Note 1
8000-0122-0000	Content High School Package 3 This Package Contains 450 Titles Of HS Content For The VOD-W300 Server. (Year)	Each	B	\$ 3,438.50	15%	\$ 2,922.72	See Note 1	N/A	N/A	See Note 1
8000-0083-0001	VOD Windows Media 125mbps with Multicast Ability	Each	B	\$ 11,245.00	15%	\$ 9,558.25	See Note 1	N/A	N/A	See Note 1
8000-0096-0000	MPEG2 Set Top Box	Each	B	\$ 280.00	15%	\$ 238.00	See Note 1	N/A	N/A	See Note 1
8000-0095-0000	Keyboard for MPEG2 Set Top Box	Each	B	\$ 56.00	15%	\$ 47.60	See Note 1	N/A	N/A	See Note 1
8000-0084-0000	VB-PC Remote	Each	B	\$ 99.00	15%	\$ 84.15	See Note 1	N/A	N/A	See Note 1
<b>Documentation</b>										
UM-(Model)	User's Manual (fill in model name for requested manual)	Each	C	\$ 10.00	5%	\$ 9.50	See Note 1	N/A	N/A	See Note 1
<b>Installation, Maintenance and Support Services</b>										
SRV-MXM	90-Day Phone Support for Media Xchange Manager	Each	D	\$ 1,500.00	0%	\$ 1,500.00	See Note 1	N/A	N/A	See Note 1
SRV-MXM-1	1 Year Phone Support for Media Xchange Manager (10-200 Users)	Each	D	\$ 3,000.00	0%	\$ 3,000.00	See Note 1	N/A	N/A	See Note 1
SRV-MXM-2	1 Year Phone Support for Media Xchange Manager (10-200 Users)	Each	D	\$ 4,000.00	0%	\$ 4,000.00	See Note 1	N/A	N/A	See Note 1
SRV-MXM-3	1 Year Phone Support for Media Xchange Manager (250-750 Users)	Each	D	\$ 5,000.00	0%	\$ 5,000.00	See Note 1	N/A	N/A	See Note 1
RES1-PLS36	One Year Monitor Warranty for PLASMA-36	Each	D	\$ 449.00	0%	\$ 449.00	See Note 1	N/A	N/A	See Note 1
RES1-PLS42	One Year Monitor Warranty for PLASMA-42	Each	D	\$ 699.00	0%	\$ 699.00	See Note 1	N/A	N/A	See Note 1
RES1-PLS50	One Year Monitor Warranty for PLASMA-50	Each	D	\$ 1,099.00	0%	\$ 1,099.00	See Note 1	N/A	N/A	See Note 1
RES1-PLS61	One Year Monitor Warranty for PLASMA-61	Each	D	\$ 1,999.00	0%	\$ 1,999.00	See Note 1	N/A	N/A	See Note 1



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Model Number	Product Description	U/M	Product Category	MSRP	% Disc from MSRP	NYS Net Price	Install/Unit	% Dis from List.	NYS Net Install	Maint/unit/m onth
7800-0000-0000	MPEG-1 Standard Repair. Return to Factory.	Each	D	\$ 1,295.00	0%	\$ 1,295.00	See Note 1	N/A	N/A	See Note 1
7800-1000-0000	MPEG-1 Priority Repair "Spare in the Air". Cross Ship. Next Day.	Each	D	\$ 1,795.00	0%	\$ 1,795.00	See Note 1	N/A	N/A	See Note 1
7801-0000-0000	MPEG2 Standard Repair. Return to Factory.	Each	D	\$ 1,995.00	0%	\$ 1,995.00	See Note 1	N/A	N/A	See Note 1
7801-1000-0000	MPEG2 Priority Repair "Spare in the Air". Cross Ship. Next Day.	Each	D	\$ 2,495.00	0%	\$ 2,495.00	See Note 1	N/A	N/A	See Note 1
SRV-CR384-B1	Cruiser 384 One Year Basic Service (Phone Support, Next Day Parts)	Each	D	\$ 750.00	0%	\$ 750.00	See Note 1	N/A	N/A	See Note 1
SRV-CR384-P1	Cruiser 384 One Year Premium Service (Phone Support, Next Day Parts, Install, 1 Yr SW Subscription)	Each	D	\$ 1,500.00	0%	\$ 1,500.00	See Note 1	N/A	N/A	See Note 1
SRV-CR384-M1	Cruiser 384 One Year Premium Service (Phone Support, Next Day Parts, Minus Install, 1 Yr SW Subscription)	Each	D	\$ 1,000.00	0%	\$ 1,000.00	See Note 1	N/A	N/A	See Note 1
SRV-FALL-B1	Falcon IP One Year Basic Service (Phone Support, Next Day Parts)	Each	D	\$ 1,000.00	0%	\$ 1,000.00	See Note 1	N/A	N/A	See Note 1
SRV-SS-INSTALL	Group System w/o Monitor Installation and Setup	Each	D	\$ 1,575.00	0%	\$ 1,575.00	See Note 1	N/A	N/A	See Note 1
SRV-SS-INSTALL-M	Group System/Monitor Installation and Setup	Each	D	\$ 1,875.00	0%	\$ 1,875.00	See Note 1	N/A	N/A	See Note 1
SRV-SS-B1	Group System w/o Monitor One Year Basic Service (Phone Support, Next Day Parts)	Each	D	\$ 1,050.00	0%	\$ 1,050.00	See Note 1	N/A	N/A	See Note 1
SRV-SS-P1	Group System w/o Monitor One Year Premium Service (Install, Next Day Parts, On-Site Technician, SW Subscription)	Each	D	\$ 1,650.00	0%	\$ 1,650.00	See Note 1	N/A	N/A	See Note 1
SRV-SS-B1-M	Group System One Year Basic Service (Phone Support, Next Day Parts)	Each	D	\$ 1,350.00	0%	\$ 1,350.00	See Note 1	N/A	N/A	See Note 1
SRV-SS-P1-M	Group System One Year Premium Service ( Next Day Parts, On-Site Technician, Software Subscription, NC Install/Training Session yr1 only)	Each	D	\$ 2,650.00	0%	\$ 2,650.00	See Note 1	N/A	N/A	See Note 1
SRV-S5-B1	SchoolStation 5 w/o Monitor One Year Basic Service (Phone Support, Next Day Parts)	Each	D	\$ 1,700.00	0%	\$ 1,700.00	See Note 1	N/A	N/A	See Note 1
SRV-SS5-P1	SchoolStation 5 w/o Monitor One Year Premium Service (Install, Next Day Parts, On-Site Technician, SW Subscription)	Each	D	\$ 2,250.00	0%	\$ 2,250.00	See Note 1	N/A	N/A	See Note 1
SRV-SS5-B1-M	SchoolStation 5 One Year Basic Service (Phone Support, Next Day Parts)	Each	D	\$ 1,950.00	0%	\$ 1,950.00	See Note 1	N/A	N/A	See Note 1
SRV-SS5-P1-M	SchoolStation 5 One Year Premium Service ( Next Day Parts, On-Site Technician, Software Subscription, NC Install/Training Session yr1 only)	Each	D	\$ 2,970.00	0%	\$ 2,970.00	See Note 1	N/A	N/A	See Note 1
SRV-BASCNSLT	Basic Installation Assistance and Configuration - PTP Hourly Rate	Each	D	\$ 120.00	0%	\$ 120.00	See Note 1	N/A	N/A	See Note 1
SRV-RESCNSLT	Design and Professional Services - PTP Hourly Rate (Video Setup/Config)	Each	D	\$ 150.00	0%	\$ 150.00	See Note 1	N/A	N/A	See Note 1
SRV-NETCNSLT	Network Consulting - PTP Hourly Rate (Advanced Network Integration)	Each	D	\$ 190.00	0%	\$ 190.00	See Note 1	N/A	N/A	See Note 1
SRV-AFTCNSLT	After Hours Support, PTP T&M (Evenings, Weekends, Holidays)	Each	D	\$ 245.00	0%	\$ 245.00	See Note 1	N/A	N/A	See Note 1
SS-25-1	Software Subscription for Desktop Products (1 Year)	Each	D	\$ 49.00	0%	\$ 49.00	See Note 1	N/A	N/A	See Note 1
SS-SSNS	Schoolstation/N-Station Series Software Subscription (1 Year)	Each	D	\$ 775.00	0%	\$ 775.00	See Note 1	N/A	N/A	See Note 1
SS-VPOINT-1	vPoint software subscription for USB Systems and vPoint standalone	Each	D	\$ 49.00	0%	\$ 49.00	See Note 1	N/A	N/A	See Note 1
SS-VCB-2008	Software Subscription for VCB 2008 Server	Each	D	\$ 1,449.50	0%	\$ 1,449.50	See Note 1	N/A	N/A	See Note 1
SS-VCB-2016	Software Subscription for VCB 2016 Server	Each	D	\$ 2,499.50	0%	\$ 2,499.50	See Note 1	N/A	N/A	See Note 1
<b>New England Systems Maintenance Contracts and Packaged Support Maintenance Contracts. Maintenance Contract cost is determined by taking the current List Price of all products and multiplying by the applicable percentage as shown.</b>										
HW-CLB	Hardware Warranty Extension for Class B Products	Each	D	5 % of List	0%	5% of List	See Note 1	N/A	N/A	See Note 1
SWUP-CLB	Software Updates and Technical Support for Class B Products	Each	D	15% of List	0%	15% of List	See Note 1	N/A	N/A	See Note 1
SS-SSVB	Software Subscription for Class B/C Products	Each	D	5 % of List	0%	5% of List	See Note 1	N/A	N/A	See Note 1
SRV-PK-B	Packaged Support for Class B/C Products, Telephone and Replacement 8% of List Price	Each	D	8% of List	0%	8% of List	See Note 1	N/A	N/A	See Note 1
SRV-PK-NBD	Packaged Support for Class B/C Products, Telephone and Replacement 12% of List Price, Next Business Day	Each	D	12% of List	0%	12% of List	See Note 1	N/A	N/A	See Note 1
SRV-PK-NBD-ONSITE	Packaged Support for Class B/C Products, Telephone and Replacement 20% of List Price, Next Business Day - On-Site Technician	Each	D	20% of List	0%	20% of List	See Note 1	N/A	N/A	See Note 1
<b>Software Upgrades</b>										
MP-46G	MeetingPoint, Group System Products	Each	D	\$ 750.00	0%	\$ 750.00	See Note 1	N/A	N/A	See Note 1
VP-UPG	vPoint Software Upgrade for USB systems and vPoint Standalone	Each	D	\$ 49.00	0%	\$ 49.00	See Note 1	N/A	N/A	See Note 1



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MXM-10-UPG	MXM Upgrade - 10 User (version upgrade)	Each	D	\$ 1,250.00	0%	\$ 1,250.00	See Note 1	N/A	N/A	See Note 1
MXM-25-UPG	MXM Upgrade - 25 User (version upgrade)	Each	D	\$ 2,500.00	0%	\$ 2,500.00	See Note 1	N/A	N/A	See Note 1
MXM-50-UPG	MXM Upgrade - 50 User (version upgrade)	Each	D	\$ 3,750.00	0%	\$ 3,750.00	See Note 1	N/A	N/A	See Note 1
MXM-100-UPG	MXM Upgrade - 100 User (version upgrade)	Each	D	\$ 6,250.00	0%	\$ 6,250.00	See Note 1	N/A	N/A	See Note 1
MXM-200-UPG	MXM Upgrade - 200 User (version upgrade)	Each	D	\$ 11,000.00	0%	\$ 11,000.00	See Note 1	N/A	N/A	See Note 1
<b>Accessories (Gatekeeper, Gateway, MCU and Camera Management)</b>										
VPS-HD-STD	Vpoint HD Standard: One Client Seat	Each	C	\$ 209.00	5%	\$ 198.55	See Note 1	N/A	N/A	See Note 1
VPS-HD-PRO	Vpoint HD Professional (Vpoint HD Client, USB Camera, Headset)	Each	C	\$ 299.00	5%	\$ 284.05	See Note 1	N/A	N/A	See Note 1
MXM10	MXM Gatekeeper Software 10 User License	Each	C	\$ 5,000.00	5%	\$ 4,750.00	See Note 1	N/A	N/A	See Note 1
MXM25	MXM Gatekeeper Software 25 User License	Each	C	\$ 10,000.00	5%	\$ 9,500.00	See Note 1	N/A	N/A	See Note 1
MXM50	MXM Gatekeeper Software 50 User License	Each	C	\$ 15,000.00	5%	\$ 14,250.00	See Note 1	N/A	N/A	See Note 1
MXM100	MXM Gatekeeper Software 100 User License	Each	C	\$ 25,000.00	5%	\$ 23,750.00	See Note 1	N/A	N/A	See Note 1
MXM200	MXM Gatekeeper Software 200 User License	Each	C	\$ 44,000.00	5%	\$ 41,800.00	See Note 1	N/A	N/A	See Note 1
MXM25UP	MXM Gatekeeper Software 10 to 25 User License Upgrade	Each	C	\$ 5,000.00	5%	\$ 4,750.00	See Note 1	N/A	N/A	See Note 1
MXM50UP	MXM Gatekeeper Software 25 to 50 User License Upgrade	Each	C	\$ 5,000.00	5%	\$ 4,750.00	See Note 1	N/A	N/A	See Note 1
MXM100UP	MXM Gatekeeper Software 50 to 100 User License Upgrade	Each	C	\$ 10,000.00	5%	\$ 9,500.00	See Note 1	N/A	N/A	See Note 1
MXM200UP	MXM Gatekeeper Software 100 to 200 User License Upgrade	Each	C	\$ 19,000.00	5%	\$ 18,050.00	See Note 1	N/A	N/A	See Note 1
MXM-RACK	MXM Rack Mounted, Pre-Configured and Pre-installed MXM Option	Each	C	\$ 7,995.00	5%	\$ 7,595.25	See Note 1	N/A	N/A	See Note 1
MXM-10S	MXM Starter Kit. 10 User MXM, 1-session VCB, 10 vPoint client seats, 1 YR s/w subscription. No server included.	Each	C	\$ 8,500.00	5%	\$ 8,075.00	See Note 1	N/A	N/A	See Note 1
MXM-25C	MXM 25 Complete. 25 User MXM, 1-session VCB, 20 vPoint client seats, 10 IPNexus logins, 1 YR s/w subscription, installed in specified server - tower server included.	Each	C	\$ 20,000.00	5%	\$ 19,000.00	See Note 1	N/A	N/A	See Note 1
MXM-50C	MXM 50 Complete. 50 User MXM, 2-session VCB, 50 vPoint client seats, 10 IPNexus logins, 1 YR s/w subscription, installed in specified server - tower server included.	Each	C	\$ 30,000.00	5%	\$ 28,500.00	See Note 1	N/A	N/A	See Note 1
VCB-25008	VCB2508 - 8 Port MCU, 10 user embedded gatekeeper (MXM), Conference Moderator, 10 vpoint HD client seats, with 1 year software subscription. Includes advanced audio and video features	Each	C	\$ 19,995.00	5%	\$ 18,995.25	See Note 1	N/A	N/A	See Note 1
VCB-25016	VCB2516 - 16 Port MCU, 25-user embedded gatekeeper (MXM), Conference Moderator, 25 vpoint HD client seats, with 1-year software subscription. Includes advanced audio and video features.	Each	C	\$ 32,995.00	5%	\$ 31,345.25	See Note 1	N/A	N/A	See Note 1
VCB-MP-8Port	Adds 8 Ports Multipoint Conferencing	Each	C	\$ 8,000.00	5%	\$ 7,600.00	See Note 1	N/A	N/A	See Note 1
VCM1000	Conference Moderator for MXM (10-100 users)	Each	C	\$ 3,500.00	5%	\$ 3,325.00	See Note 1	N/A	N/A	See Note 1
VCM750	Conference Moderator for MXM (200-750 users)	Each	C	\$ 10,000.00	5%	\$ 9,500.00	See Note 1	N/A	N/A	See Note 1
VCM5000	Conference Moderator for MXM (1000-5000 users)	Each	C	\$ 20,000.00	5%	\$ 19,000.00	See Note 1	N/A	N/A	See Note 1
VCG-3-80	Starbak Torrent VCG Server. 3 H.323 Ports, 100GB Storage, 80Mbps WMT	Each	C	\$ 24,000.00	5%	\$ 22,800.00	See Note 1	N/A	N/A	See Note 1
VCG-5-80	Starbak Torrent VCG Server. 5 H.323 Ports, 100GB Storage, 80Mbps WMT	Each	C	\$ 34,000.00	5%	\$ 32,300.00	See Note 1	N/A	N/A	See Note 1
OSA-80-80	Starbak Torrent 100 / Origin Streaming Appliance. 100GB Storage, 80Mbs total streaming capacity, 80 WMT streaming capacity.	Each	C	\$ 13,000.00	5%	\$ 12,350.00	See Note 1	N/A	N/A	See Note 1
OSA-200-80	Starbak Torrent 100 / Origin Streaming Appliance. 100GB Storage, 200Mbs total streaming capacity, 80 WMT streaming capacity.	Each	C	\$ 21,000.00	5%	\$ 19,950.00	See Note 1	N/A	N/A	See Note 1
OSA-200-200	Starbak Torrent 100 / Origin Streaming Appliance. 100GB Storage, 200Mbs total streaming capacity, 200 WMT streaming capacity.	Each	C	\$ 26,000.00	5%	\$ 24,700.00	See Note 1	N/A	N/A	See Note 1
SCSI	SCSI Interface Card	Each	C	\$ 400.00	5%	\$ 380.00	See Note 1	N/A	N/A	See Note 1
Fibre	Fibre Channel Interface Card	Each	C	\$ 4,000.00	5%	\$ 3,800.00	See Note 1	N/A	N/A	See Note 1
SDA-200-50	Torrent SDA caching appliance including Windows Media (50 streams) with dual 10/100 LAN and 100GB storage	Each	C	\$ 12,000.00	5%	\$ 11,400.00	See Note 1	N/A	N/A	See Note 1
SDA-400	Torrent SDA caching appliance including Windows Media with GbE LAN and 100GB storage	Each	C	\$ 15,000.00	5%	\$ 14,250.00	See Note 1	N/A	N/A	See Note 1



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VSM-200-10	Torrent VSM management appliance for 10 devices with dual 10/100 LAN and 100GB storage	Each	C	\$ 5,000.00	5%	\$ 4,750.00	See Note 1	N/A	N/A	See Note 1
1000-0000-1001	Lifesize Room System for HD Conference	Each	C	\$ 11,999.00	5%	\$ 11,399.05	See Note 1	N/A	N/A	See Note 1
55880-00602	4 slot chassis for 400. Including dual power supply.	Each	C	\$ 6,000.00	5%	\$ 5,700.00	See Note 1	N/A	N/A	See Note 1
55888-00601	Supports 96 audio conferencing ports of any codec combination. SIP and	Each	C	\$ 45,000.00	5%	\$ 42,750.00	See Note 1	N/A	N/A	See Note 1
55882-00602	gw-P20 2 PRI Gateway card, H.323, H.320 Supports G.711 and G.722	Each	C	\$ 35,000.00	5%	\$ 33,250.00	See Note 1	N/A	N/A	See Note 1
55883-00601	gw-S40 4 ports serial Gateway card, H323 (over IP) <-> H.320 (over serial	Each	C	\$ 25,000.00	5%	\$ 23,750.00	See Note 1	N/A	N/A	See Note 1
55883-00601-CABLE	Cable for gw-S40	Each	C	\$ 200.00	5%	\$ 190.00	See Note 1	N/A	N/A	See Note 1
55875-00601	Application Server Card- Windows 2003 Server Operating System.	Each	C	\$ 11,000.00	5%	\$ 10,450.00	See Note 1	N/A	N/A	See Note 1
55782-00001	Scopia Gateway P10: Single PRI Gateway with built-in Audio Transcoding	Each	C	\$ 22,000.00	5%	\$ 20,900.00	See Note 1	N/A	N/A	See Note 1
55782-00002	Dual PRI Gateway with built-in Audio Transcoding.	Each	C	\$ 30,000.00	5%	\$ 28,500.00	See Note 1	N/A	N/A	See Note 1
55785-00001	Quad BRI gateway with built-in Audio Transcoding	Each	C	\$ 13,000.00	5%	\$ 12,350.00	See Note 1	N/A	N/A	See Note 1
55783-00001	Quad port serial gateway with built-in audio transcoding.	Each	C	\$ 25,000.00	5%	\$ 23,750.00	See Note 1	N/A	N/A	See Note 1
54780-00601	12+12 port MCU (12 video + 12 audio) for H.323 and SIP conferencing. Full Audio and video transcoding.	Each	C	\$ 30,000.00	5%	\$ 28,500.00	See Note 1	N/A	N/A	See Note 1
54780-00603	12+12 port MCU (12 video + 12 audio) for H.323 and SIP conferencing. Full Audio and video transcoding.	Each	C	\$ 43,000.00	5%	\$ 40,850.00	See Note 1	N/A	N/A	See Note 1
55678-00001	Firewall Traversal Appliance. Supports 10 traversal calls / 60 registrations.	Each	C	\$ 25,000.00	5%	\$ 23,750.00	See Note 1	N/A	N/A	See Note 1
88678-00001	Additional 5 traversal calls / 30 registrations.	Each	C	\$ 11,000.00	5%	\$ 10,450.00	See Note 1	N/A	N/A	See Note 1
55591-00010	Complete network management for 50 seats (ports/terminals). Contains iCM, NMS and Outlook integration - Providing scheduling,	Each	C	\$ 12,500.00	5%	\$ 11,875.00	See Note 1	N/A	N/A	See Note 1
88591-00101	Additional 25 seats (port/terminals) for Radvision iVIEW Suite. The total licence count should be the maximum of the managed ports and	Each	C	\$ 6,250.00	5%	\$ 5,937.50	See Note 1	N/A	N/A	See Note 1
55597-00016	Enhanced Communication Server for full gatekeeper functionality, including flat dial plan. Includes XML-API, RADIUS, Multi Sub zone and Flat Index. Ports required, specify port option	Each	C	N/C	5%	N/C	See Note 1	N/A	N/A	See Note 1
88597-00005	30 port license	Each	C	\$ 9,950.00	5%	\$ 9,452.50	See Note 1	N/A	N/A	See Note 1
88597-00001	50 port license	Each	C	\$ 12,950.00	5%	\$ 12,302.50	See Note 1	N/A	N/A	See Note 1
88597-00002	100 port license	Each	C	\$ 21,950.00	5%	\$ 20,852.50	See Note 1	N/A	N/A	See Note 1
88597-00003	200 port license	Each	C	\$ 33,950.00	5%	\$ 32,252.50	See Note 1	N/A	N/A	See Note 1
55595-00001	T.120 Data Collaboration Software Package for MCU 30/60/100 or Onlan	Each	C	\$ 5,950.00	5%	\$ 5,652.50	See Note 1	N/A	N/A	See Note 1
55595-00002	T.120 Data Collaboration Software Package for MCU 30/60/100	Each	C	\$ 11,950.00	5%	\$ 11,352.50	See Note 1	N/A	N/A	See Note 1
55595-00003	T.120 Data Collaboration Software Package for MCU 30/60/100	Each	C	\$ 19,950.00	5%	\$ 18,952.50	See Note 1	N/A	N/A	See Note 1
55595-00004	T.120 Data Collaboration Software Package for MCU 30/60/100	Each	C	\$ 44,950.00	5%	\$ 42,702.50	See Note 1	N/A	N/A	See Note 1
MCU-4205	12 Port Enterprise IP MCU	Each	C	\$ 29,000.00	5%	\$ 27,550.00	See Note 1	N/A	N/A	See Note 1
VFO-4205	Video Firewall Option for MCU-4205	Each	C	\$ 7,000.00	5%	\$ 6,650.00	See Note 1	N/A	N/A	See Note 1
HRO-4205	High Resolution Option for MCU-4205	Each	C	\$ 3,750.00	5%	\$ 3,562.50	See Note 1	N/A	N/A	See Note 1
WCO-4205	Web conferencing option for MCU-4205	Each	C	\$ 3,750.00	5%	\$ 3,562.50	See Note 1	N/A	N/A	See Note 1
ISDNGW-3210	1 PRI 320 to 323 Gateway	Each	C	\$ 17,000.00	5%	\$ 16,150.00	See Note 1	N/A	N/A	See Note 1
VFO-2210	Video firewall option for IPVCR-2210	Each	C	\$ 7,900.00	5%	\$ 7,505.00	See Note 1	N/A	N/A	See Note 1
BND-A121	12 Port MCR plus 1 PRI Gateway bundle, MCU-4205 and ISDNGW-3210	Each	C	\$ 42,500.00	5%	\$ 40,375.00	See Note 1	N/A	N/A	See Note 1

\*\* Group System: A Group System is defined as any system that is designed for use by multiple participants in a group. Examples include the SchoolStation (Model 1-5).

\*\* Desktop System: A desktop system is defined as a system designed to be used by 1-2 users in a personal conferencing system environment. Typically these systems attach to or are installed in a PC based system. Examples include the PCS-1, Personal Conferencing Workstation.