

# Exhibit 1 Goods Pricing Discounts

| Equipment Category                                    | Manufacturer Name   | Discount off MSRP(1) | Shipping & Freight <sup>(2)</sup> | Notes   |
|---|---------------------|----------------------|-----------------------------------|---|
| Flat Panel Displays                                   | Sony                | 23%                  | Included                          |   |
| Flat Panel Displays                                   | Panasonic           | 2%                   | Included                          | Discount off of Panasonic education (Currently Top of the Class pricing)                                |
| Flat Panel Displays                                   | Samsung             | 30%                  | Included                          |   |
| Flat Panel Displays                                   | NEC                 | 2%                   | Included                          |   |
| Flat Panel Displays                                   | LG                  | 13%                  | Included                          |   |
| Flat Panel Displays                                   | Sharp Professional  | 42%                  | Included                          |   |
| Video Inputs/Audio/Video                              | Crestron            | 11%                  | Included                          | 11% off with Crestron edu pricing A+ program with registration or 44% off all other non-qualified Goods |
| Video Inputs/Audio/Video                              | AMX/Harmon          | 44%                  | Included                          |   |
| Video Inputs/Audio/Video                              | Extron              | 42%                  | Included                          |   |
| Video Inputs/Audio/Video                              | Wolfvision          | 5%                   | Included                          |   |
| Video Inputs/Audio/Video                              | Denon               | 22%                  | Included                          |   |
| Video Inputs/Audio/Video                              | Evertz              | 17%                  | Included                          |   |
| Video Inputs/Audio/Video                              | Grass Valley        | 5%-20%               | Included                          |   |
| Video Inputs/Audio/Video                              | IPV                 | 5%                   | Included                          |   |
| Video Inputs/Audio/Video                              | AJA                 | 10%                  | Included                          |   |
| Video Inputs/Audio/Video                              | Digital Projections | 15%                  | Included                          |   |
| Video Inputs/Audio/Video                              | Telestream          | 5%-20%               | Included                          |   |
| Conferencing systems/cameras/encoder and decoder/etc. | Panasonic           | 2%                   | Included                          | Discount off of Panasonic education (Currently Top of the Class pricing)                                |
| Conferencing systems/cameras/encoder and decoder/etc. | Polycom             | 33%                  | Included                          |   |
| Conferencing systems/cameras/encoder and decoder/etc. | Vaddio              | 11%                  | Included                          |   |
| Conferencing systems/cameras/encoder and decoder/etc. | Sony                | 22%                  | Included                          |   |
| Conferencing systems/cameras/encoder and decoder/etc. | Extron              | 42%                  | Included                          |   |
| Audio Systems   | Harmon              | 33%                  | Included                          |   |
| Audio Systems   | Extron              | 42%                  | Included                          |   |
| Audio Systems   | Shure               | 36%                  | Included                          |   |
| Audio Systems   | Biamp               | 44%                  | Included                          |   |
| Audio Systems   | Clearone            | 20%                  | Included                          |   |
| Audio Systems   | Qsc                 | 35%                  | Included                          |   |
| Audio Systems   | Listen              | 33%                  | Included                          |   |
| Audio Systems   | Sennheiser          | 11%                  | Included                          |   |
| Audio Systems   | Mackie              | 15%                  | Included                          |   |
| Audio Systems   | Genelec             | 10%                  | Included                          |   |
| Audio Systems   | Avid                | 5%                   | Included                          |   |

(1) Line of Business (LOB) discount percentage off the published Manufacturers Suggested Resale Price (MSRP) or list price by the Manufacturers product line in each category. MSRP is defined as the product sales price list published in some form by the manufacturer or publisher of a product and available to and recognized by the trade.

(2). All domestic ground shipments will be FOB Destination, Freight Prepaid and Included. Any handling fees shall also be included in the pricing.

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|------------------------------------|-------------------|----------------------|-----------------------------------|---|
| Audio Systems                      | Harmon            | 33%                  | Included                          |   |
| Audio Systems                      | Extron            | 42%                  | Included                          |   |
| Audio Systems                      | Shure             | 36%                  | Included                          |   |
| Audio Systems                      | Biamp             | 44%                  | Included                          |   |
| Audio Systems                      | Clearone          | 20%                  | Included                          |   |
| Audio Systems                      | Qsc               | 35%                  | Included                          |   |
| Audio Systems                      | Listen            | 33%                  | Included                          |   |
| Audio Systems                      | Sennheiser        | 11%                  | Included                          |   |
| Audio Systems                      | Mackie            | 15%                  | Included                          |   |
| Audio Systems                      | Genelec           | 10%                  | Included                          |   |
| Audio Systems                      | Avid              | 5%                   | Included                          |   |
| Projection Screens                 | Da-Lite/Legrand   | 33%                  | Included                          |   |
| Projection Screens                 | Draper            | 33%                  | Included                          |   |
| Projection Screens                 | Stewart           | 25%                  | Included                          |   |
| Video Projectors                   | Panasonic         | 2%                   | Included                          | Discount off of Panasonic education (Currently Top of the Class pricing)  |
| Video Projectors                   | Epson             | 2%                   | Included                          | Discount off of BriExcludes Pro G and L series models which requires a bid registration. Discount of 18% from Regular MSRP for non-edu pricing. |
| Video Projectors                   | NEC               | 2%                   | Included                          |   |
| Video Projectors                   | Sony              | 47%                  | Included                          |   |
| Video Projectors                   | Barco             | 5%-15%               | Included                          |   |
| Control Systems                    | Extron            | 42%                  | Included                          |   |
| Control Systems                    | Crestron          | 11%                  | Included                          | 11% off with Crestron edu pricing A+ program with registration or 44% off all other non-qualified Goods   |
| Control Systems                    | AMX               | 44%                  | Included                          |   |
| Control Systems                    | Clear-Com         | 10%                  | Included                          |   |
| Control Systems                    | IHSE              | 5%                   | Included                          |   |
| Wireless Presentation-Video Inputs | Extron            | 42%                  | Included                          |   |
| Wireless Presentation-Video Inputs | Crestron          | 11%                  | Included                          | 11% off with Crestron edu pricing A+ program with registration or 44% off all other non-qualified Goods   |

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|--------------------|-------------------|----------------------|-----------------------------------|-------|
| Lecture Capture    | Extron            | 42%                  | Included                          |       |
| Accessories        | Legrand           | 33%                  | Included                          |       |
| Accessories        | Chief             | 33%                  | Included                          |       |
| Accessories        | Middle Atlantic   | 48%                  | Included                          |       |
| Accessories        | Furman            | 30%                  | Included                          |       |
| Accessories        | Premier           | 45%                  | Included                          |       |
| Accessories        | Crimson           | 15%                  | Included                          |       |
| Accessories        | Clartouch         | 15%                  | Included                          |       |
| Accessories        | Facilis           | 5%                   | Included                          |       |
| Accessories        | IHSE              | 5%                   | Included                          |       |
| Accessories        | Premier           | 45%                  | Included                          |       |
| Other              | Avid              | 5%                   | Included                          |       |
| Other              | Blackmagic        | 5%                   | Included                          |       |
| Other              | Adobe             | 1%                   | Included                          |       |
| Other              | Ross Video        | 5%                   | Included                          |       |
| Other              | NewTek            | 15%                  | Included                          |       |
| Other              | Blackmagic        | 5%                   | Included                          |       |
| Other              | LiveU             | 5%                   | Included                          |       |
| Other              | Pixellot          | 5%                   |                                   |       |
| Other              | Castus            | 5%                   |                                   |       |
| Other              | Clartouch         | 25%                  | Included                          |       |
| Other              | Media-L           | 5%                   | Included                          |       |

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# Exhibit 2

## Services Rate Card

| Audio/Video - SERVICES |  |  |                     |                    |                            |                  |
|------------------------|--|--|---------------------|--------------------|----------------------------|------------------|
| Billable Job Title     | <u>REQUIRED</u><br>Years of Experience | Total Standard Billable Hourly Rate <sup>(1)</sup> | Overtime Multiplier | Overtime Bill Rate | Double Overtime Multiplier | Double Time Rate |
| Project Manager 1      | 1-3                                    | \$127  | 1.50                | \$190.50           | 2.00                       | \$254.00         |
| Project Manager 2      | 4-10                                   | \$166  | 1.50                | \$249.00           | 2.00                       | \$332.00         |
| Project Manager 3      | 11+                                    | \$200  | 1.50                | \$300.00           | 2.00                       | \$400.00         |
| Designer 1             | 1-3                                    | \$161  | 1.50                | \$241.50           | 2.00                       | \$322.00         |
| Designer 2             | 4-10                                   | \$156  | 1.50                | \$234.00           | 2.00                       | \$312.00         |
| Designer 3             | 11+                                    | \$180  | 1.50                | \$270.00           | 2.00                       | \$360.00         |
| Engineer 1             | 1-3                                    | \$88   | 1.50                | \$132.00           | 2.00                       | \$176.00         |
| Engineer 2             | 4-10                                   | \$146  | 1.50                | \$219.00           | 2.00                       | \$292.00         |
| Engineer 3             | 11+                                    | \$200  | 1.50                | \$300.00           | 2.00                       | \$400.00         |
| Technician 1           | 1-3                                    | \$88   | 1.50                | \$132.00           | 2.00                       | \$176.00         |
| Technician 2           | 4-10                                   | \$146  | 1.50                | \$219.00           | 2.00                       | \$292.00         |
| Technician 3           | 11+                                    | \$200  | 1.50                | \$300.00           | 2.00                       | \$400.00         |
| Installer 1            | 1-3                                    | \$88   | 1.50                | \$132.00           | 2.00                       | \$176.00         |
| Installer 2            | 4-10                                   | \$102  | 1.50                | \$153.00           | 2.00                       | \$204.00         |
| Installer 3            | 11+                                    | \$112  | 1.50                | \$168.00           | 2.00                       | \$224.00         |
| Programmer 1           | 1-3                                    | \$146  | 1.50                | \$219.00           | 2.00                       | \$292.00         |
| Programmer 2           | 4-10                                   | \$171  | 1.50                | \$256.50           | 2.00                       | \$342.00         |
| Programmer 3           | 11+                                    | \$200  | 1.50                | \$300.00           | 2.00                       | \$400.00         |

(1) Fixed hourly rate includes wages, overhead, general and administrative expenses and profit.

Prevailing wages apply

Note: Travel charges/expenses will not be permitted unless approved by a UC Location for a specific project. Any expenses that UC agrees to reimburse will be reimbursed under UC's Travel Policy, which can be found at <https://www.ucop.edu/central-travel-management/resources/index.html>.