COMMONWEALTH OF VIRGINIA
DIVISION OF PURCHASES AND SUPPLY
P. O. BOX 1199
RICHMOND, VIRGINIA 23218-1199

PURCHASING AGREEMENT

1. DATE .....August 1, 2006
2. COMMODITY .....Audio Visual Products and Services
3. AGREEMENT NUMBER.....8801101-70PA
4. AGREEMENT PERIOD ..... September 1, 2006 through August 31, 2007
5. SUPERSEDES.....8801101-60PA
6. AUTHORIZED USERS .....State Agencies and Other Public Bodies
7. CONTRACTOR INFORMATION..... See Attached
8. DMBE SWAM CERTIFICATION ..... See Page 2
9. TERMS..... See Attached
10. DELIVERY..... See Attached
11. F.O.B. .....Delivered
12. MINIMUM ORDER..... See Attached
13. VIEW/PRINT THIS AGREEMENT AND ANY CHANGES AT: www.eva.state.va.us
14. FOR INFORMATION CONTACT: Edwin Patterson
    Telephone: (804) 786-3897 / Fax: (804) 786-0223
    E-mail: edwin.patterson@dgs.virginia.gov

Notice to all State Agencies and Public Bodies: This Purchase Agreement is optional use and is limited to a maximum of $5,000.00 (after discount and including freight) per order. This purchasing agreement was established on non-competitive, voluntary basis with a variety of audio visual products vendors that offer a significant number of small dollar audio visual goods and services. Installation services requiring a Commonwealth of Virginia contractor's license are not included as part of this agreement.

Note: This public body does not discriminate against faith-based organizations in accordance with the Code of Virginia, § § 2.2-4343.1 or against a bidder or offeror because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment.

Edwin Patterson

Edwin Patterson
Statewide Commodity Contract Officer

PARTICIPATING SUPPLIERS

BOXLIGHT CORPORATION
19332 Powder Hill Place
Poulsbo, WA 98370

CAMCOR, INC.
P. O. Box 1899
Burlington, NC 27216

COMMUNICATIONS ELECTRONICS, INC.
9494 Deerco Road
Timonium, MD 21093

KUNZ, INC.
1630 Sulphur Spring Road
Baltimore, MD 21227-2539

LEE HARTMAN & SONS, INC.
3236 Cove Road, N.W.
Roanoke, VA 24033-3365
(DMBE Swam Certification: Small Business)

LONG'S ELECTRONICS INC.
Attn.: Special Markets Department
2630 5th Avenue South
Irondale, AL 35210-1240
(DMBE Swam Certification: Small Business)

NICHOLAS P. PIPINO & ASSOCIATES, INC.
9159-A Red Branch Road
Columbia, MD 21045
(DMBE Swam Certification: Small Business)

PLUS VISION CORPORATION OF AMERICA
9610 SW Sunshine Court, Suite 800
Beaverton, OR 97005

STREET & CO AUDIO VISUAL
3817 Gaskins Road
Richmond, VA 23233
(DMBE Swam Certification: Small Business)

TROXELL COMMUNICATIONS
700 E. Main Street, Suite 1600
Richmond, VA 23219
(DMBE Swam Certification: Small Business)

VIRGINIA INTEGRATED COMMUNICATION
5361 Cleveland Street
Virginia Beach, VA 23462
(DMBE Swam Certification: Small Business)

AGREEMENT USE INSTRUCTIONS

1. This Purchase Agreement, hereinafter referred to as "Agreement" was established on a voluntary basis with the vendors identified herein. Reference the *Commonwealth of Virginia Audio Visual Products and Services Purchasing Agreement No. 8801101-30PA* signed by the vendor and the Commonwealth.

   This **optional use** Agreement is **limited to a maximum of $5,000.00 (after discount and including any freight charges) per order.**

2. Unless otherwise instructed by the Division of Purchases and Supply, all Departments, Institutions, Agencies and other Public Bodies of the Commonwealth of Virginia may order equipment and supplies that do not exceed $5,000.00 per order.

3. Requirements up to $5,000.00: Purchaser may choose to order from any vendor identified in the attached agreement. Each vendor agreement should be **carefully reviewed** and Purchaser should contact the vendor for additional information prior to placing order. Products, discounts, installation, warranties, etc., may differ for each vendor. Prices are F.O.B. Delivered; however vendors will be permitted to add transportation costs if any minimum order requirements are shown and not met. Payment terms are Net 30, unless otherwise shown. It will be the decision of the Purchaser to determine which vendor is the most advantageous overall.

4. Requirements between $5,000.00 and $50,000.00: Quotes must be solicited and documented by State Agencies and Institutions in accordance with the Agency Procurement and Surplus Property Manual, Chapter 5, Small Purchases. Other Public Bodies should follow their policies for purchases under $50,000.00.

5. Requirements over $50,000.00: State Agencies and Institutions are required to submit requisitions to DGS/DPS when over $50,000.00 or their delegated authority, whichever is greater.

6. Standing orders between $5,000.00 and $50,000.00 in aggregate value must be competitively established using the instruction identified in item #4.

7. Order splitting is prohibited as stipulated in the Agency Procurement and Surplus Property Manual, section 4.11. The placement of multiple orders within other than a reasonable time period to one or more vendors for the same, like, or related goods or services is prohibited. This is a standard review area when procurement reviews are conducted by DGS/DPS.

8. Purchasers should view on-line catalogs of listed vendors on the eVA web site, and/or contact listed vendors and request catalogs and/or price books.

9. Any complaint as to quality, faulty or delinquent delivery, etc., shall be reported to the Division of Purchases and Supply for handling with the Vendor. Preprinted forms (DGS-41-024), by which to facilitate the notification of the Vendor and this office of complaints, are available from the Division of Purchases and Supply web site at www.eva.state.va.us.

10. The purchase agreement number and vendor federal employer identification number (FIN) must be shown on all orders. The purchase order number shall be shown by the Vendor on all related invoices, delivery memoranda, bills of lading, packages and/or correspondence.

11. Excise tax exemption registration No. 54-73-0076K may be used when required.

12. WARRANTY (COMMERCIAL)/WARRANTY MINIMUM: The contractor agrees that the goods or services furnished under this solicitation shall be covered by the most favorable commercial warranties the contractor gives any customer for such goods or services and that the rights and remedies provided therein are in addition to and do not limit those available to the Commonwealth by any other clause of this solicitation. At a minimum, all equipment shall be warranted against defective parts, excluding vandalism, for one year from date of delivery. All parts proving defective within the first year shall be replaced without charge by the Contractor. Transportation and labor for installation of replacement parts for the first 90 days shall be the responsibility of the Contractor.

13. RENEWAL OF AGREEMENT: This agreement may be renewed by the Commonwealth upon written agreement of both parties for two (2) successive one-year periods, at a reasonable time (approximately 60 days) prior to the expiration.

14. **eVA Business-To-Government Contracts and Orders:** The solicitation/contract will result in numerous purchase order(s) with the eVA transaction fee specified below assessed for each order. a. For orders issued prior to July 1, 2006, the Vendor Transaction Fee is 1%, capped at a maximum of $500 per order. b. For orders issued July 1, 2006 and after, the Vendor Transaction Fee is: (i) DMBE-certified Woman-owned Businesses: 1%, Capped at $500 per order. (ii) DMBE-certified Minority-owned Businesses: 1%, Capped at $500 per order. (iii) Other Businesses not specified in (i) or (ii) above: 1%, Capped at $1,500 per order. The eVA transaction fee will be assessed approximately 30 days after each purchase order is issued. Any adjustments (increases/decreases) will be handled through eVA change orders. Internet electronic procurement solution, web site portal www.eva.state.va.us , streamlines and automates government purchasing activities in the Commonwealth. The portal is the gateway for vendors to conduct business with state agencies and public bodies. Vendors desiring to provide goods and/or services to the Commonwealth shall participate in the eVA Internet e-procurement solution and agree to comply with the following: If this solicitation is for a term contract, failure to provide an electronic catalog (price list) or index page catalog for items awarded will be just cause for the Commonwealth to reject your bid/offer or terminate this contract for default. The format of this electronic catalog shall conform to the eVA Catalog Interchange Format (CIF) Specification that can be accessed and downloaded from www.eVA.virginia.gov. Contractors should email Catalog or Index Page information to eVA-catalog-manager@dgs.virginia.gov.

CAMCOR, INC.
P.O. BOX 1899
BURLINGTON, NC 27216

FEDERAL IDENTIFICATION NUMBER
560818892

DUNS NUMBER
024445074

CATALOGS AND DISCOUNTS
See attached two page listing of manufacturer catalogs and percentage discounts.

MINIMUM ORDER FOR DELIVERY WITHOUT FREIGHT CHARGES
$100.00
(Orders under $100.00 will be accepted, but freight charges will be added to invoice)
Inside Delivery on Freight (Truck) Shipment May Incur an Additional Charge.

DELIVERY TIME
Generally two to 30 days after receipt of order, depending on product availability. Products on backorder or allocation from the manufacturer may take longer for delivery.

AMERICAN EXPRESS CORORATE CARD IS ACCEPTED

ORDER PLACEMENT/INQUIRIES
800-868-2462
Fax: 800-298-1181

CONTACT FOR PURCHASING AGREEMENT
Rodney Bailey
TELE: 800-868-2462, ext. 170
FAX: 800-298-1181
EMAIL: jrbailey@camcor.com

INTERNET WEB SITE ADDRESS:
www.camcor.com

Commonwealth Purchasing Agreement

PO Box 1899 Burlington, NC 27216-1899
Voice: 336-228-0251 Fax: 336-222-8011
www.camcor.com

Product Category	Manufacturer	% Discount Off Manufacturer's List Price
LCD/DLP Projectors		
	Dukane	40%
	Eiki	37%
	Panasonic	36%
	Sharp-PG Series	33%
Plasma Display		
	Pioneer	25%
	Panasonic	20%
	Zenith	15%
Projection Screens		
	Apollo	25%
	DaLite	20%
Overhead Projectors		
	Apollo	25%
	Dukane	36%
Audio Products		
	Anchor	25%
	Califone	25%
Digital Cameras		
	Canon	12%
	Olympus	15%
	Nikon	14%
	Sony	20%
Televisions		
	Panasonic Consumer	15%
	Zenith	15%
TV/VCR Combos		
	Panasonic Consumer	15%
Camcorders		
	Canon	12%
	Panasonic Consumer	9%
	Sony Consumer	20%
VCR		
	Panasonic Consumer	10%
DVD		
	Panasonic Consumer	15%
Visual Presenters		
	Canon	20%

	Elmo	25%
	Samsung	20%
	AverMedia	18%
A/V Carts		
	Apollo	25%
Tripods		
	Bogen	19%
Interactive Boards/Tablets	GTCO Calcomp	15%-30%

Camcor, Inc Customer Service
Description of Service Escalation Procedure
800-868-2462

Upon notification of a situation with a product, our customer service department and/or one of our service technicians, will contact the using agency typically within four (4) hours. Our first step is a verbal analysis of the situation and, if needed, the performance of some applicable remote diagnostic procedures with the user. This step is designed to identify the potential problem and determine if there is a simple solution to the situation such as; a cable not connected correctly, resolution incompatible with the projector or computer, lamp burned out, power on but lamp not turned on, lamp door not seated correctly, something covering the air inlet causing an over temperature situation, etc.

Once it is determined that the situation cannot be resolved over the phone and a hardware problem does exist that requires the product to be returned for service, arrangements will be made to have the product picked up. Service may;(1) immediately issue a "UPS Call Tag" to have the product picked up if the using agency has the original packaging; (2) if needed, send an appropriate shipping container for the product along with appropriate packing, shipping, and "UPS Call Tag" information.

Also, Camor, Inc. has a Virginia sales representative dedicated to the Commonwealth of Virginia. His phone number is 800-868-2462 ext. 357 (jbowling@camcor.com). Mr. Bowling may also be able to pick up any problem units.

Furthermore, Camcor, Inc. is an authorized Califone warranty repair service center.