

STATE OF HAWAII
STATE PROCUREMENT OFFICE

P.O. Box 119
Honolulu, Hawaii 96810-0119
Tel: (808) 586-0554
email: state.procurement.office@hawaii.gov
<http://spo.hawaii.gov>

July 1, 2025

TO:	Executive Departments/Agencies	City and County of Honolulu
	Department of Education	Honolulu City Council
	School Facilities Authority	Honolulu Board of Water Supply
	Hawaii Health Systems Corporation	Honolulu Authority for Rapid Transportation
	Office of Hawaiian Affairs	County of Hawaii
	University of Hawaii	Hawaii County Council
	Public Charter School Commission and Schools	County of Hawaii-Department of Water Supply
	House of Representatives	County of Maui
	Senate	Maui County Council
	Judiciary	County of Maui-Department of Water Supply
		County of Kauai
		Kauai County Council
		County of Kauai – Department of Water

FROM: Bonnie Kahakui, Administrator *Bonnie A Kahakui*

SUBJECT: **Change No. 10**
SPO Vendor List Contract No. 20-18
NASPO VALUEPOINT AUDIO VIDEO EQUIPMENT AND SUPPLIES
RFP Solicitation No. 190000044
Expires: December 31, 2025

The following changes are made to the vendor list contract:

1. The contract for B&H Foto and Electronics Corp dba B&H Photo is extended to December 31, 2025.
2. CDW Government LLC is temporarily removed from the vendor list and will be reinstated when the contract is extended in NASPO.
3. The Agency Instructions are updated.

The current vendor list contract incorporating Change No. 10 is available on the SPO website: <http://spo.hawaii.gov>. Click on *Price & Vendor List Contracts* on the home page.

If you have any questions, please contact Matthew Chow at (808) 586-0577 or matthew.m.chow@hawaii.gov.

TABLE OF CONTENTS

INFORMATION ON NASPO VALUEPOINT	3
PARTICIPATING JURISDICTIONS	4
POINTS OF CONTACT.	4
USE OF PRICE & VENDOR LIST CONTRACTS BY NONPROFIT ORGANIZATIONS.	5
CONTRACTORS.	6
VENDOR CODES.....	6
COMPLIANCE PURSUANT TO HRS §103D-310(c).....	6
PURCHASING CARD (pCard).	6
PURCHASE ORDERS.....	6
PAYMENTS	6
LEASE AGREEMENTS	6
STATE GENERAL EXCISE TAX (GET) AND COUNTY SURCHARGE	7
COMPLIANCE PURSUANT TO HRS §103-53.....	7
VENDOR AND PRODUCT EVALUATION	7
PRICE OR VENDOR LIST CONTRACT AVAILABLE ON THE INTERNET	7
EMERGENCY PURCHASE	7
CONTRACT INFORMATION	8
Scope of Work	8
Delivery	8
Freight Charges	8
Category Descriptions	9
AGENCY INSTRUCTIONS	10
AUDIO ENHANCEMENT INC	11
B&H FOTO AND ELECTRONICS CORP DBA B&H PHOTO.....	12

**STATE OF HAWAII
STATE PROCUREMENT OFFICE**

SPO Vendor List Contract No. 20-18
Includes Change No. 10
Effective: 07/01/2025

THIS SPO PRICE/VENDOR LIST CONTRACT IS FOR AUTHORIZED BUSINESS ONLY

**NASPO VALUEPOINT
AUDIO VIDEO EQUIPMENT AND SUPPLIES
(RFP No. 190000044)
January 11, 2021 to December 31, 2025**

INFORMATION ON NASPO VALUEPOINT

The NASPO ValuePoint Cooperative Purchasing Organization is a multi-state contracting consortium of state governments, including local governments, of which the State of Hawaii is a member. The NASPO ValuePoint Purchasing Organization seeks to achieve price discounts by combining the requirements of multi-state governmental agencies, and cost-effective and efficient acquisition of quality products and services.

The State of Alaska is the current lead agency and contract administrator for the NASPO ValuePoint Audio Video Equipment and Supplies contract. A request for competitive sealed proposals was issued on behalf of NASPO ValuePoint Cooperative Purchasing Organization, LLC and contracts were awarded to three qualified contractors.

The purpose of this contract is to acquire Audio Equipment, Video Equipment, Projection Equipment, Photographic Equipment, Screens/Displays and Peripherals/Accessories.

For additional information on this contract, visit the NASPO ValuePoint website at <https://www.naspovaluepoint.org/portfolio/audio-video-equipment-and-supplies-2019-2024/>.



PARTICIPATING JURISDICTIONS listed below have signed a cooperative agreement with the SPO and are authorized to utilize this vendor list contract.

Executive Departments/Agencies	City and County of Honolulu (C&C Honolulu)
Department of Education (DOE)	Honolulu City Council
School Facilities Authority (SFA)	Honolulu Board of Water Supply
Hawaii Health Systems Corporation (HHSC)	Honolulu Authority for Rapid Transportation (HART)
Office of Hawaiian Affairs (OHA)	County of Hawaii
University of Hawaii (UH)	Hawaii County Council
Public Charter School Commission and Schools	County of Hawaii – Department of Water Supply
House of Representatives (House)	County of Maui
Senate	Maui County Council
Judiciary	County of Maui – Department of Water Supply
	County of Kauai
	Kauai County Council
	County of Kauai – Department of Water

The participating jurisdictions are not required but may purchase from this vendor list contract, and requests for exception from the contract are not required. Participating jurisdictions are allowed to purchase from other contractors; however, HRS chapter 103D, and the procurement rules apply to purchases by using the applicable method of procurement and its procedures, such as small purchases or competitive sealed bidding. The decision to use this contract or to solicit pricing from other sources is at the discretion of the participating jurisdiction.

POINTS OF CONTACT. Questions regarding the products listed, ordering, pricing and status should be directed to the contractor(s).

Procurement questions or concerns may be directed as follows:

Jurisdiction	Name	Telephone	FAX	E-mail
Executive	Matthew Chow	586-0577	586-0570	matthew.m.chow@hawaii.gov
DOE	Procurement Staff	675-0130	675-0133	G-OFS-DOE-Procurement@k12.hi.us
SFA	Gaudencia "Cindy" Watarida	430-5531	n/a	cindy.watarida@k12.hi.us
HHSC	Nancy Delima	359-0994	n/a	ndelima@hhsc.org
OHA	Christopher Stanley	594-1833	594-1865	chriss@oha.org
UH	Karlee Hisashima	956-8687	956-2093	karlee@hawaii.edu
Public Charter School Commission and Schools	Danny Vasconcellos	586-3775	586-3776	danny.vasconcellos@spcsc.hawaii.gov
House	Brian Takeshita	586-6423	586-6401	takeshita@capitol.hawaii.gov
Senate	Carol Taniguchi	586-6720	586-6719	c.taniguchi@capitol.hawaii.gov

Jurisdiction	Name	Telephone	FAX	E-mail
Judiciary	Tritia Cruz	538-5805	538-5802	tritia.l.cruz@courts.hawaii.gov
Honolulu City and County (C&C)	Procurement Specialist	768-5535	768-3299	bfs purchasing@honolulu.gov
Honolulu City Council	Kendall Amazaki, Jr.	768-5084	n/a	kamazaki@honolulu.gov
Honolulu City Council	Nanette Saito	768-5085	768-5011	nsaito@honolulu.gov
Honolulu Board of Water Supply	Procurement Office	748-5071	n/a	fn_procurement@hbws.org
HART	Dean Matro	768-6246	n/a	dean.matro@honolulu.gov
County of Hawaii	Diane Nakagawa	961-8440	n/a	Diane.Nakagawa@hawaiicounty.gov
Hawaii County Council	Diane Nakagawa	961-8440	n/a	Diane.Nakagawa@hawaiicounty.gov
County of Hawaii - Department of Water Supply	Ka'iulani L. Matsumoto	961-8050 ext. 224	961-8657	kmatsumoto@hawaiidws.org
County of Maui	Jared Masuda	463-3816	n/a	jared.masuda@co.maui.hi.us
Maui County Council	Marlene Rebugio	270-7838	n/a	marlene.rebugio@mauicounty.us
County of Maui - Department of Water Supply	Kenneth L. Bissen	270-7684	270-7136	ken.bissen@co.maui.hi.us
County of Kauai	Ernest Barreira	241-4295	241-6297	ebarreira@kauai.gov
Kauai County Council	Codie Tabalba	241-4193	241-6349	ctabalba@kauai.gov
County of Kauai - Department of Water	Christine Erorita	245-5409	245-5813	cerorita@kauaiwater.org

USE OF PRICE & VENDOR LIST CONTRACTS BY NONPROFIT ORGANIZATIONS. Pursuant to HRS §103D-804, nonprofit organizations with current purchase of service contracts (HRS chapter 103F) have been invited to participate in the SPO price & vendor lists contracts.

A listing of these nonprofit organizations is available at the SPO website: <http://spo.hawaii.gov>. Click on *For Vendors > Non-Profits > Cooperative Purchasing Program > View the list of qualifying nonprofits eligible to participate in cooperative purchasing.*

If a nonprofit wishes to purchase from a SPO price or vendor list contract, the nonprofit must obtain approval from each Contractor, i.e., participation must be mutually agreed upon. A Contractor may choose to deny participation by a nonprofit. Provided, however, if a nonprofit and Contractor mutually agree to this arrangement, it is understood that the nonprofit will retain its right to purchase from other than a SPO price or vendor list Contractor(s).

CONTRACTORS. The authorized contractors are listed in this vendor list contract. They have signed a Master Agreement with the State of Alaska and a Participating Addendum with the Hawaii State Procurement Office.

Contractor	Master Agreement No.
Audio Enhancement Inc	200000035 A
B&H Foto and Electronics Corp DBA B&H Photo Video	200000035 B

VENDOR CODES for annotation on purchase orders are obtainable from the *Alphabetical Vendor Edit Table* available at your department's fiscal office. Agencies are cautioned that the remittance address on an invoice may be different from the address of the vendor code annotated on the purchase order.

COMPLIANCE PURSUANT TO HRS §103D-310(c). Prior to awarding this contract, the SPO verified compliance of the Contractor(s) named in the SPO Vendor List Contract No. 20-18. *No further compliance verification is required prior to issuing a contract, purchase order, or pCard payment when utilizing this contract.*

PURCHASING CARD (pCard). The State of Hawaii Purchasing Card (pCard) is required to be used by the Executive department/agencies, excluding the DOE, SFA, HHSC, OHA, and UH, for orders totaling less than \$2,500. For purchases of \$2,500 or more, agencies may use the pCard, subject to its credit limit, or issue a purchase order.

Note: Vendors may not impose a transaction fee for pCard transactions.

PURCHASE ORDERS may be issued for purchases of \$2,500 or more and for vendors who either do not accept the pCard, or set minimum order requirements before accepting the pCard.

SPO VL CONTRACT NO. 20-18 & applicable NASPO VALUEPOINT MASTER AGREEMENT NUMBER shall be typed on purchase orders issued against this vendor list contract. For pCard purchases, the SPO Vendor List Contract No. 20-18 and the applicable NASPO ValuePoint Master Agreement Number shall be notated on the appropriate transaction document.

PAYMENTS are to be made to the Contractor(s) remittance address. HRS §103-10 provides that the State shall have thirty (30) calendar days after receipt of invoice or satisfactory completion of contract to make payment. Payments may also be made via pCard.

LEASE AGREEMENTS are not allowed under this contract.

STATE GENERAL EXCISE TAX (GET) AND COUNTY SURCHARGE shall not exceed the following rates if seller elects to pass on the charges to its customers.

COUNTY	COUNTY SURCHARGE TAX RATE	STATE GET	MAX PASS-ON TAX RATE	EXPIRATION DATE OF SURCHARGE TAX RATE
C&C OF HONOLULU	0.50%	4.0%	4.7120%	12/31/2030
HAWAII	0.50%	4.0%	4.7120%	12/31/2030
COUNTY OF MAUI (including Molokai and Lanai)	0.50%	4.0%	4.7120%	12/31/2030
KAUAI	0.50%	4.0%	4.7120%	12/31/2030

The GET or use tax and county surcharge may be added to the invoice as a separate line item and shall not exceed the current max pass-on tax rate(s) for each island.

County surcharges on state general excise (GE) tax or Use tax may be visibly passed on but is not required. For more information on county surcharges and the max pass-on tax rate, please visit the Department of Taxation's website at <http://tax.hawaii.gov/geninfo/countysurcharge>.

COMPLIANCE PURSUANT TO HRS §103-53. All state and county contracting officers or agents shall withhold final payment of a contract until the receipt of tax clearances from the director of taxation and the Internal Revenue Service. This section does not apply to contracts of less than \$25,000.

VENDOR AND PRODUCT EVALUATION form, SPO-012, for the purpose of addressing concerns on this vendor list contract, is available to agencies at the SPO website: <http://spo.hawaii.gov>. Click on *Forms* on the home page.

PRICE OR VENDOR LIST CONTRACT AVAILABLE ON THE INTERNET at the SPO website: <http://spo.hawaii.gov>. Click on *Price & Vendor List Contracts* on the home page.

EMERGENCY PURCHASE. The FEMA special provisions have been added to the contract to allow departments/agencies to make purchases during a declared disaster and seek FEMA reimbursement during a declared emergency. For more information, please visit: <https://spo.hawaii.gov/for-state-county-personnel/disaster-preparedness-procurement/fema-reimbursement/>

The following Contractors have agreed to the FEMA special provisions:

- Audio Enhancement Inc
- B&H Foto and Electronics Corp DBA B&H Photo Video

CONTRACT INFORMATION

Scope of Work

The primary purpose of this contract is for "box sales" (online or catalog sales) and delivery. Services such as installation services or repair services outside of the warranty, setup services, or basic training services, etc.

Value-add Services to be used on an as-needed basis. Only Value-add Services listed on the Contractor's proposal will be included on this contract. Value-add Services not listed on the Contractor's proposal will not be allowed. If Value-add Service options are requested, the Purchasing Entity may choose to request a quote only or require the Contractor to create a Statement of Work (SOW) detailing the exact scoping and pricing of the services to be provided.

Delivery

The Contractor(s) must deliver goods within fifteen (15) calendar days from receipt of an order, unless otherwise mutually agreed upon by the Ordering Entity, with exceptions being made for holidays, special orders and backorders. Contractor must contact the Ordering Entity to notify them of any deliveries that will not be made within fifteen (15) calendar days, along with an explanation with the actual delivery date and the reason for the delay.

All deliveries will be F.O.B. destination (including Alaska and Hawaii), freight pre-paid, with all transportation and handling charges paid by the Contractor. Responsibility and liability for loss or damage shall remain the Contractor's until final inspection and acceptance when responsibility will pass to the Purchasing Entity except as to latent defects, fraud and Contractor's warranty obligations. Any portion of an Order to be shipped without transportation charges that is back ordered will be shipped without charge,

All deliveries will be "Inside Deliveries" as designated by a representative of the Purchasing Entity placing the Order. Inside Delivery refers to a delivery to other than a loading dock, front lobby, or reception area. Specific delivery instructions will be noted on the order form or Purchase Order.

All products must be delivered in the manufacturer's standard package. Costs shall include all packing and/or crating charges. Cases will be of durable construction, good condition, properly labeled and suitable in every respect for storage and handling of contents. Each shipping carton will be marked with the commodity, brand, quantity, item code number and the Purchasing Entity's Purchase Order number.

Products returned because of quality problems, duplicated shipments, etc., will be sent back to the contractor within 10 calendar days at the contractor's expense, with no restocking charge and shall be replaced with specified products or the Ordering Entity will be credited/refunded for the full purchase price.

Freight Charges

All deliveries will be F.O.B destination (including Hawaii), freight pre-paid with all transportation and handling charges paid by the Contractor. Responsibility and liability for loss or damage shall remain the Contractor's until final inspection and acceptance, which shall occur no later than five

(5) business days from receipt of products. Any portion of an Order that would otherwise be shipped without transportation charges that is back ordering will be shipped without charge.

Products weighing more than 70 lbs or requiring nonstandard delivery due to their size may be charged reasonable shipping. Various delivery options may be available to the customer in such instance.

Category Descriptions

1. CATEGORY 1: AUDIO EQUIPMENT includes but not limited to Audio Mixers, Speaker Systems, Stereo Receivers/Equalizers, Compact Disc Players, MP3 Players, AM/FM Radio, Public Address Systems (including Portable), Portable Sound Systems, Wireless Microphone Systems, Amplifiers, Audio Cassette Recorder/Players.
2. CATEGORY 2: VIDEO EQUIPMENT includes but not limited to Equipment for Videoconferencing, Studio Production, Video Recording, Digital Video Disc Players, Televisions, Plasma Screen Televisions, Television Monitors/Monitor Receivers, TV/VCR Combo Units, Camcorders, Digital Video Recorders, High Definition Cameras (NON-Security Related), Digital Video Editing Systems, TelePrompTers, Blu Ray Players/Recorders.
3. CATEGORY 3: PROJECTION EQUIPMENT includes but not limited to Video Projection Systems, Video Presentation Boards, Projectors: LCD, DLP (Digital Light Processing), Overhead, Slide.
4. CATEGORY 4: PHOTOGRAPHIC EQUIPMENT includes but not limited to Cameras, Digital Cameras, Digital Imaging, Camera Lenses, Stand Alone Printers for Digital Camera Printing only, SLR (small, medium & large format), Film Holders, Slide Printers, Lens Accessories, Digital Memory Cards.
5. CATEGORY 5: SCREENS/DISPLAYS includes but not limited to Projection Screens including: Rear Projection, Motorized, Tripod, Portable & Wall, Video Plasma Displays, LCD Panels, Interactive Whiteboards.
6. CATEGORY 6 PERIPHERALS/ACCESSORIES Products in this category will include those used in relation with the above Product Categories 1-5 - Audio Video Carts, Projector Mounting Systems, Podiums, Lecterns, Stands, Equipment Cases, Racks and Rack Mounting Equipment, Test Equipment, Batteries, Chargers, Cables, Connectors, Adapters, Multimedia Consoles and Control Systems, Switchers, Routers, Camera Accessories: Tripods, Fluid Heads, Camera Support Equipment.

AGENCY INSTRUCTIONS

1. Obtain a quote from all Contractors awarded in the category of equipment.
2. Personnel conducting or participating in utilizing Vendor List Contract No. 20-18 is responsible to complete form SPO-010, *Record of Procurement* for purchases of \$5,000 or more. If unable to obtain the minimum number of price quotes, written justification is explained in Part C. If award is not made to the lowest bidder, written justification is explained in Part D. The approved Form SPO-010 is kept in the procurement/contract file.
3. Basis of Award. Purchasing Agency may award on best value. Best value means the most advantageous offer determined by evaluating and comparing all relevant criteria, in addition to price, so that the offer meeting the overall combination that best serves the State is selected. These criteria may include, but not limited to, the total cost of ownership, performance history of the vendor, quality of goods, warranties, services, or construction, delivery, and proposed technical performance. The agency shall justify in writing, and document kept in the procurement file, when not selecting the lowest quote.
4. Agencies shall ensure that task orders, statements of work, or requests for quotations include the requirement to comply with the Hawaii Electronic Information Technology Disability Access Standards. The following language shall be included when procuring information technology:

“All electronic information technology developed or provided under this contract or procurement shall comply with the applicable requirements of the Hawaii Electronic Information Technology Disability Access Standards (Access Standards).”

Awarded Categories		
Categories of Equipment	Audio Enhancement	B&H Foto and Electronics Corp DBA B&H Photo Video
Audio Equipment	No Award	Award
Video Equipment	Award	Award
Projection Equipment	No Award	Award
Photographic Equipment	No Award	Award
Screens/Displays	No Award	Award
Peripherals/Accessories	No Award	Award
Field Service	10%	1%
Technical Installation	10%	1%
Non-technical Installation	10%	1%
Programming	40%	1%
Design	40%	1%
Basic Setup	10%	1%
Entry Level Training	10%	1%
Blueprint to Design	N/A	N/A
eSports Design	N/A	N/A
Business Needs Assessment	N/A	N/A
AV Design	N/A	N/A
Unified Communication Pre-Sales Support	N/A	N/A
Endpoint Threat Assessment	N/A	N/A
Education Technology Strategists	N/A	N/A

AUDIO ENHANCEMENT INC
Master Agreement No. 200000035 A
(EXPIRES 12/31/2025)

NASPO URL: <https://www.naspovaluepoint.org/portfolio/audio-video-equipment-and-supplies-2019-2025/audio-enhancement/>

Remit Payment To:

Contact Name: Jessica Bevard
Contact Phone Number: (801) 243-6010
Contact Email: Jessica.Bevard@AudioEnhancement.com

9858 S Audio Dr
W Jordan, UT 84081
Vendor Code: 35748400

To request a quote please go to: <https://naspo.audioenhancement.com/>

For other information, please go to: <https://audioenhancement.com/>

Audio Enhancement's Minimum Discount off of Manufacturer's List Price:

Category	Manufacturer	Discount
Category 2 Video Equipment	Audio Enhancement	40%
Category 2 Video Equipment	Vaddio	10%

B&H FOTO AND ELECTRONICS CORP DBA B&H PHOTO

Master Agreement No. 200000035 B

(EXPIRES 12/31/2025)

NASPO URL: <https://www.naspovaluepoint.org/portfolio/audio-video-equipment-and-supplies-2019-2025/bh-photo-video/>

Remit Payment To:

Portal technical support- eprocurement@bhphoto.com

All other inquiries: NASPO@bhphoto.com

B&H Photo Video
Remittance Processing Center
PO Box 28072
New York, NY 10087-8072
Vendor Code: 34044300

To view equipment or request a quote please go to: www.bhphoto.com/naspo-hi

B&H Foto and Electronics Corp DBA B&H Photo Video Minimum Discount off of Manufacturer's List Price:

Category	Manufacturer	Discount %
Category 1 Audio Equipment	AKG-Harman	23%
Category 1 Audio Equipment	Allen & Heath	21%
Category 1 Audio Equipment	Anchor Audio	24%
Category 1 Audio Equipment	Audio-Technica	12%
Category 1 Audio Equipment	Azden	25%
Category 1 Audio Equipment	Behringer	38%
Category 1 Audio Equipment	Belden	10%
Category 1 Audio Equipment	Blackmagic Design	5%
Category 1 Audio Equipment	Blonder Tongue	12%
Category 1 Audio Equipment	Bose	13%
Category 1 Audio Equipment	Bugera	38%
Category 1 Audio Equipment	Casio	25%
Category 1 Audio Equipment	CHAUVET DJ	25%
Category 1 Audio Equipment	CHAUVET PROFESSIONAL	18%
Category 1 Audio Equipment	Countryman	25%
Category 1 Audio Equipment	Crown Audio-Harman	20%

Category 1 Audio Equipment	Denon	9%
Category 1 Audio Equipment	DPA Microphones	10%
Category 1 Audio Equipment	Eartec	5%
Category 1 Audio Equipment	Elaton Professional	25%
Category 1 Audio Equipment	Electro-Voice	25%
Category 1 Audio Equipment	Focusrite	29%
Category 1 Audio Equipment	Genelec	10%
Category 1 Audio Equipment	HamiltonBuhl	40%
Category 1 Audio Equipment	JBL - Harman	15%
Category 1 Audio Equipment	Lap.gruppen	30%
Category 1 Audio Equipment	Lectrosonics	15%
Category 1 Audio Equipment	Listen Technologies	25%
Category 1 Audio Equipment	Mackie	33%
Category 1 Audio Equipment	Neumann	5%
Category 1 Audio Equipment	Neutrik	7%
Category 1 Audio Equipment	Phoenix Audio	4%
Category 1 Audio Equipment	QSC	30%
Category 1 Audio Equipment	RDL	9%
Category 1 Audio Equipment	Rode	17%
Category 1 Audio Equipment	Roland	7%
Category 1 Audio Equipment	Samson	29%
Category 1 Audio Equipment	SanDisk	25%
Category 1 Audio Equipment	Senal	8%
Category 1 Audio Equipment	Sennheiser	5%
Category 1 Audio Equipment	Shure	15%
Category 1 Audio Equipment	Sonos	12%
Category 1 Audio Equipment	Sound Devices	4%
Category 1 Audio Equipment	Tannoy	25%
Category 1 Audio Equipment	Tascam	3%
Category 1 Audio Equipment	Telex	16%
Category 1 Audio Equipment	Yamaha	15%
Category 1 Audio Equipment	Zoom	13%
Category 2 Video Equipment	AJA	10%
Category 2 Video Equipment	Atlona	25%
Category 2 Video Equipment	Belden	10%
Category 2 Video Equipment	Blackmagic Design	6%
Category 2 Video Equipment	Blonder Tongue	12%
Category 2 Video Equipment	Canon	2%
Category 2 Video Equipment	Datavideo	5%

Category 2 Video Equipment	DJI	5%
Category 2 Video Equipment	Focusrite	29%
Category 2 Video Equipment	Gefen AV	32%
Category 2 Video Equipment	GoPro	13%
Category 2 Video Equipment	HamiltonBuhl	42%
Category 2 Video Equipment	Hitachi	25%
Category 2 Video Equipment	Hoya	53%
Category 2 Video Equipment	HP	1%
Category 2 Video Equipment	HuddleCamHD	12%
Category 2 Video Equipment	Insta360	12%
Category 2 Video Equipment	JVC	6%
Category 2 Video Equipment	Kino Flo	8%
Category 2 Video Equipment	Kramer	30%
Category 2 Video Equipment	LG	3%
Category 2 Video Equipment	Marshall Electronics	19%
Category 2 Video Equipment	Microsoft	2%
Category 2 Video Equipment	Middle Atlantic	41%
Category 2 Video Equipment	Neutrik	7%
Category 2 Video Equipment	NewTek	5%
Category 2 Video Equipment	OWL LABS	14%
Category 2 Video Equipment	Panasonic	2%
Category 2 Video Equipment	Pearstone	23%
Category 2 Video Equipment	Peerless-AV	33%
Category 2 Video Equipment	Prompter People	4%
Category 2 Video Equipment	PTZOptics	17%
Category 2 Video Equipment	QSC	30%
Category 2 Video Equipment	Revolabs	18%
Category 2 Video Equipment	Ruggard	49%
Category 2 Video Equipment	Samsung	4%
Category 2 Video Equipment	Sanus	35%
Category 2 Video Equipment	Sharp	15%
Category 2 Video Equipment	SKB	40%
Category 2 Video Equipment	SmallHD	5%
Category 2 Video Equipment	SmallHD	8%
Category 2 Video Equipment	Sony	12%
Category 2 Video Equipment	Tascam	30%
Category 2 Video Equipment	Vaddio	10%
Category 2 Video Equipment	VIZIO	3%
Category 2 Video Equipment	Wacom	4%

Category 2 Video Equipment	Watson	35%
Category 2 Video Equipment	Whirlwind	20%
Category 2 Video Equipment	Yamaha	16%
Category 2 Video Equipment	Zhiyun-Tech	18%
Category 3 Projection Equipment	Barco	15%
Category 3 Projection Equipment	BenQ	4%
Category 3 Projection Equipment	Canon	15%
Category 3 Projection Equipment	Casio	25%
Category 3 Projection Equipment	CHAUVET DJ	25%
Category 3 Projection Equipment	CHAUVET PROFESSIONAL	18%
Category 3 Projection Equipment	Christie	9%
Category 3 Projection Equipment	Elmo	9%
Category 3 Projection Equipment	Epson	8%
Category 3 Projection Equipment	Hitachi	39%
Category 3 Projection Equipment	HoverCam	35%
Category 3 Projection Equipment	Infocus	40%
Category 3 Projection Equipment	LG	12%
Category 3 Projection Equipment	Lumens	18%
Category 3 Projection Equipment	NEC	14%
Category 3 Projection Equipment	Optoma Technology	15%
Category 3 Projection Equipment	Panasonic	20%
Category 3 Projection Equipment	Ricoh	10%
Category 3 Projection Equipment	Sony	40%
Category 3 Projection Equipment	Viewsonic	19%
Category 4 Photographic Equipment	ARRI	5%
Category 4 Photographic Equipment	Canon	15%
Category 4 Photographic Equipment	Core SWX	10%
Category 4 Photographic Equipment	DJI	4%
Category 4 Photographic Equipment	Dracast	12%
Category 4 Photographic Equipment	Elation Professional	25%
Category 4 Photographic Equipment	FUJIFILM	15%
Category 4 Photographic Equipment	Genaray	31%
Category 4 Photographic Equipment	GoPro	15%
Category 4 Photographic Equipment	HamiltonBuhl	42%
Category 4 Photographic Equipment	Hasselblad	3%
Category 4 Photographic Equipment	Hitachi	10%
Category 4 Photographic Equipment	Hoya	53%
Category 4 Photographic Equipment	Ilford	21%
Category 4 Photographic Equipment	Joby	35%

Category 4 Photographic Equipment	Kodak	15%
Category 4 Photographic Equipment	Leica	3%
Category 4 Photographic Equipment	Litepanels	20%
Category 4 Photographic Equipment	Lowel	20%
Category 4 Photographic Equipment	Lumens	18%
Category 4 Photographic Equipment	Mole-Richardson	15%
Category 4 Photographic Equipment	Nikon	4%
Category 4 Photographic Equipment	Olympus	11%
Category 4 Photographic Equipment	Panasonic	3%
Category 4 Photographic Equipment	Pearstone	23%
Category 4 Photographic Equipment	Profoto	15%
Category 4 Photographic Equipment	RED DIGITAL CINEMA	4%
Category 4 Photographic Equipment	Ricoh	10%
Category 4 Photographic Equipment	Ruggard	49%
Category 4 Photographic Equipment	Savage	44%
Category 4 Photographic Equipment	Sigma	15%
Category 4 Photographic Equipment	SKB	40%
Category 4 Photographic Equipment	Sony	5%
Category 4 Photographic Equipment	Tamron	15%
Category 4 Photographic Equipment	Tiffen	25%
Category 4 Photographic Equipment	Vello	5%
Category 4 Photographic Equipment	Watson	35%
Category 5 Screens/Display	Asus	3%
Category 5 Screens/Display	BenQ	4%
Category 5 Screens/Display	Da-Lite	25%
Category 5 Screens/Display	Draper	25%
Category 5 Screens/Display	HamiltonBuhl	40%
Category 5 Screens/Display	Hitachi	25%
Category 5 Screens/Display	HP	1%
Category 5 Screens/Display	Infocus	45%
Category 5 Screens/Display	Lenovo	1%
Category 5 Screens/Display	LG	7%
Category 5 Screens/Display	Marshall Electronics	19%
Category 5 Screens/Display	NEC	5%
Category 5 Screens/Display	Optoma Technology	15%
Category 5 Screens/Display	Panasonic	4%
Category 5 Screens/Display	QOMO	15%
Category 5 Screens/Display	Ricoh	10%
Category 5 Screens/Display	Samsung	3%

Category 5 Screens/Display	Sharp	15%
Category 5 Screens/Display	SmallHD	8%
Category 5 Screens/Display	Sony	10%
Category 5 Screens/Display	Viewsonic	14%
Category 5 Screens/Display	Vizio	1%
Category 6 Peripherals/Accessories	AJA	10%
Category 6 Peripherals/Accessories	AKG-Harman	23%
Category 6 Peripherals/Accessories	Allen & Heath	21%
Category 6 Peripherals/Accessories	Anchor Audio	24%
Category 6 Peripherals/Accessories	APC	12%
Category 6 Peripherals/Accessories	Aputure	1%
Category 6 Peripherals/Accessories	ARRI	2%
Category 6 Peripherals/Accessories	Asus	3%
Category 6 Peripherals/Accessories	Atlona	25%
Category 6 Peripherals/Accessories	Atomos	5%
Category 6 Peripherals/Accessories	Audio-Technica	11%
Category 6 Peripherals/Accessories	Auray	35%
Category 6 Peripherals/Accessories	Azden	25%
Category 6 Peripherals/Accessories	Balt	35%
Category 6 Peripherals/Accessories	Barco	5%
Category 6 Peripherals/Accessories	Behringer	38%
Category 6 Peripherals/Accessories	Belden	10%
Category 6 Peripherals/Accessories	Belkin	5%
Category 6 Peripherals/Accessories	BenQ	15%
Category 6 Peripherals/Accessories	Benro	27%
Category 6 Peripherals/Accessories	Beseler	25%
Category 6 Peripherals/Accessories	Blackmagic Design	5%
Category 6 Peripherals/Accessories	Blonder Tongue	12%
Category 6 Peripherals/Accessories	Bose	12%
Category 6 Peripherals/Accessories	Bugera	38%
Category 6 Peripherals/Accessories	Cables2Go (C2G)	25%
Category 6 Peripherals/Accessories	Canare	5%
Category 6 Peripherals/Accessories	Canon	1%
Category 6 Peripherals/Accessories	Cartoni	10%
Category 6 Peripherals/Accessories	Casio	25%
Category 6 Peripherals/Accessories	CHAUVET DJ	25%
Category 6 Peripherals/Accessories	CHAUVET PROFESSIONAL	18%
Category 6 Peripherals/Accessories	Chief	25%
Category 6 Peripherals/Accessories	Christie	9%

Category 6 Peripherals/Accessories	Comprehensive	18%
Category 6 Peripherals/Accessories	Core SWX	10%
Category 6 Peripherals/Accessories	Countryman	25%
Category 6 Peripherals/Accessories	Crown Audio-Harman	20%
Category 6 Peripherals/Accessories	Crucial	4%
Category 6 Peripherals/Accessories	Da-Lite	25%
Category 6 Peripherals/Accessories	Datavideo	6%
Category 6 Peripherals/Accessories	Denon	9%
Category 6 Peripherals/Accessories	DJI	2%
Category 6 Peripherals/Accessories	DPA Microphones	10%
Category 6 Peripherals/Accessories	Dracast	12%
Category 6 Peripherals/Accessories	Draper	25%
Category 6 Peripherals/Accessories	Dymo	25%
Category 6 Peripherals/Accessories	Eartec	5%
Category 6 Peripherals/Accessories	Elation Professional	25%
Category 6 Peripherals/Accessories	Electro-Voice	25%
Category 6 Peripherals/Accessories	Elmo	9%
Category 6 Peripherals/Accessories	Ergotron	35%
Category 6 Peripherals/Accessories	Flilex	9%
Category 6 Peripherals/Accessories	FUJIFILM	2%
Category 6 Peripherals/Accessories	Fujinon	5%
Category 6 Peripherals/Accessories	Fujitsu	2%
Category 6 Peripherals/Accessories	Gator Cases	45%
Category 6 Peripherals/Accessories	Gefen AV	30%
Category 6 Peripherals/Accessories	Genaray	31%
Category 6 Peripherals/Accessories	Genelec	10%
Category 6 Peripherals/Accessories	GoPro	15%
Category 6 Peripherals/Accessories	G-Technology	5%
Category 6 Peripherals/Accessories	HamiltonBuhl	40%
Category 6 Peripherals/Accessories	Hasselblad	2%
Category 6 Peripherals/Accessories	Hitachi	3%
Category 6 Peripherals/Accessories	HoverCam	10%
Category 6 Peripherals/Accessories	Hoya	53%
Category 6 Peripherals/Accessories	IDX System Technology	8%
Category 6 Peripherals/Accessories	ikan	5%
Category 6 Peripherals/Accessories	Ilford	21%
Category 6 Peripherals/Accessories	Intelix	35%
Category 6 Peripherals/Accessories	JBL - Harman	15%
Category 6 Peripherals/Accessories	JVC	15%

Category 6 Peripherals/Accessories	Kino Flo	8%
Category 6 Peripherals/Accessories	Kodak	15%
Category 6 Peripherals/Accessories	Kopul	25%
Category 6 Peripherals/Accessories	Kramer	30%
Category 6 Peripherals/Accessories	Lab.gruppen	30%
Category 6 Peripherals/Accessories	Lacie	5%
Category 6 Peripherals/Accessories	Lectrosonics	15%
Category 6 Peripherals/Accessories	Leica	3%
Category 6 Peripherals/Accessories	Lenovo	1%
Category 6 Peripherals/Accessories	LG	3%
Category 6 Peripherals/Accessories	Libec	15%
Category 6 Peripherals/Accessories	Listen Technologies	25%
Category 6 Peripherals/Accessories	Litepanels	20%
Category 6 Peripherals/Accessories	Logitech	2%
Category 6 Peripherals/Accessories	Lowel	20%
Category 6 Peripherals/Accessories	Lumens	18%
Category 6 Peripherals/Accessories	Luxor	25%
Category 6 Peripherals/Accessories	Mackie	33%
Category 6 Peripherals/Accessories	Magnus	39%
Category 6 Peripherals/Accessories	Manfrotto	5%
Category 6 Peripherals/Accessories	MarkerBot	2%
Category 6 Peripherals/Accessories	Marshall Electronics	19%
Category 6 Peripherals/Accessories	Matthews	18%
Category 6 Peripherals/Accessories	Metabones	2%
Category 6 Peripherals/Accessories	Microsoft	2%
Category 6 Peripherals/Accessories	Middle Atlantic	41%
Category 6 Peripherals/Accessories	Miller	20%
Category 6 Peripherals/Accessories	Mole-Richardson	15%
Category 6 Peripherals/Accessories	NEC	5%
Category 6 Peripherals/Accessories	Neumann	5%
Category 6 Peripherals/Accessories	Neutrik	7%
Category 6 Peripherals/Accessories	NewTek	2%
Category 6 Peripherals/Accessories	Nikon	2%
Category 6 Peripherals/Accessories	Olympus	2%
Category 6 Peripherals/Accessories	Optoma Technology	15%
Category 6 Peripherals/Accessories	OWC	2%
Category 6 Peripherals/Accessories	OWL LABS	14%
Category 6 Peripherals/Accessories	Panasonic	2%
Category 6 Peripherals/Accessories	Pearstone	23%

Category 6 Peripherals/Accessories	Peerless-AV	33%
Category 6 Peripherals/Accessories	Pelican	15%
Category 6 Peripherals/Accessories	Phoenix Audio	4%
Category 6 Peripherals/Accessories	Porta Brace	10%
Category 6 Peripherals/Accessories	Profoto	15%
Category 6 Peripherals/Accessories	Protapes	15%
Category 6 Peripherals/Accessories	QSC	30%
Category 6 Peripherals/Accessories	RDL	9%
Category 6 Peripherals/Accessories	RED DIGITAL CINEMA	2%
Category 6 Peripherals/Accessories	Redrock Micro	15%
Category 6 Peripherals/Accessories	Ricoh	10%
Category 6 Peripherals/Accessories	Rode	17%
Category 6 Peripherals/Accessories	Rokinon	3%
Category 6 Peripherals/Accessories	Roland	7%
Category 6 Peripherals/Accessories	Ruggard	49%
Category 6 Peripherals/Accessories	Sachtler	15%
Category 6 Peripherals/Accessories	Samson	29%
Category 6 Peripherals/Accessories	Samsung	3%
Category 6 Peripherals/Accessories	SanDisk	3%
Category 6 Peripherals/Accessories	Sanus	35%
Category 6 Peripherals/Accessories	Savage	44%
Category 6 Peripherals/Accessories	Seagate	1%
Category 6 Peripherals/Accessories	Senal	8%
Category 6 Peripherals/Accessories	Sennheiser	5%
Category 6 Peripherals/Accessories	Sharp	15%
Category 6 Peripherals/Accessories	Shure	15%
Category 6 Peripherals/Accessories	Sigma	1%
Category 6 Peripherals/Accessories	Siig	12%
Category 6 Peripherals/Accessories	SKB	40%
Category 6 Peripherals/Accessories	SmallHD	5%
Category 6 Peripherals/Accessories	SmallHD	8%
Category 6 Peripherals/Accessories	Sonos	12%
Category 6 Peripherals/Accessories	Sony	2%
Category 6 Peripherals/Accessories	Sound Devices	4%
Category 6 Peripherals/Accessories	SquareTrade	18%
Category 6 Peripherals/Accessories	StarTech	15%
Category 6 Peripherals/Accessories	Synology	1%
Category 6 Peripherals/Accessories	Tamron	15%
Category 6 Peripherals/Accessories	Tannoy	25%

Category 6 Peripherals/Accessories	Tascam	30%
Category 6 Peripherals/Accessories	Telex	16%
Category 6 Peripherals/Accessories	Teradek	50%
Category 6 Peripherals/Accessories	Tiffen	25%
Category 6 Peripherals/Accessories	Tilta	10%
Category 6 Peripherals/Accessories	Transcend	25%
Category 6 Peripherals/Accessories	Vaddio	10%
Category 6 Peripherals/Accessories	VariZoom	10%
Category 6 Peripherals/Accessories	Vello	5%
Category 6 Peripherals/Accessories	Viewsonic	14%
Category 6 Peripherals/Accessories	Vinten	5%
Category 6 Peripherals/Accessories	Vizio	1%
Category 6 Peripherals/Accessories	Watson	35%
Category 6 Peripherals/Accessories	Western Digital	1%
Category 6 Peripherals/Accessories	Whirlwind	18%
Category 6 Peripherals/Accessories	Wooden Camera	10%
Category 6 Peripherals/Accessories	Yamaha	15%
Category 6 Peripherals/Accessories	Zacuto	15%
Category 6 Peripherals/Accessories	ZEISS	2%
Category 6 Peripherals/Accessories	Zhiyun-Tech	10%
Category 6 Peripherals/Accessories	Zoom	13%