



Nov. 19, 2025

Attn: Charles Walker

Florida Buy State Cooperative Purchasing Contract #23-118

Technology Catalog Solutions

Hello Charles, we are happy to extend the above contract but respectfully request that you upload the below new pricing for 2026.

	Product Category				Percentage Discount off MSRP		
A	BalanceBox Equipment				10%		
B	Chief Equipment				15%		
C	ClearTouch Equipment` ``				15%		
D	Dalite Equipment				15%		
E	Epson Equipment				15%		
F	Galaxy Next Equipment				15%		
G	LG Displays Commercial Equipment				15%		
H	Newline Equipment`				10%		
I	SMART Technologies Equipment`				15%		
J	All other catalog equipmment				5%		
K	All other catalog accessories				5%		

System services and labor: Rates Per hour (M-F 8-5 otherwise overtime applies)

Professional System Design Consultation	\$190
Installation Technician I	\$100
Installation Technician II	\$115
Installation Technician III	\$130
Engineering	\$190
Training	\$170
Service	\$185
Programmer	\$172
Project Manager	\$170