
**STATEWIDE CONTRACT FOR INFOCUS/ASK PROXIMA
PROJECTORS**

CONTRACT AWARD NUMBER: #2006-9900-5970

CONTRACT VENDOR:

Contractor: Juneau Electronics
1000 Harbor Way
Juneau, AK 99801
Phone: 907-789-1400*
Fax: 907-789-4888
Contact: Gary Patton
E-mail: <mailto:gjpatton@ptialaska.net> *

* Contractor will accept collect calls/e-mails for placing orders.

CONTRACTING OFFICER: Jason Soza, (907) 465-5682

TERM OF CONTRACT: February 6, 2006 to February 5, 2008

This contract has two two-year renewal options to be exercised solely by the State.

MANDATORY CONTRACT USE: All Executive Branch State Agencies are to use these contracts for the purchase and delivery of InFocus/ASK Proxima brand projectors. Note: All other State of Alaska governmental entities may, at their option, purchase from this contract. Other State of Alaska governmental entities include the Alaska Legislative Branch, the Alaska Court System, the University of Alaska, Boards and Commissions, and all State of Alaska political subdivisions (cities, towns, boroughs and school districts).

The prices obtained under this contract are for the purchase of one each of the items. Contract users may negotiate additional discounts for the purchase of more than one each of a desired item.

MANUFACTURER'S PRICE LIST: Contract prices shall be based on the January 2006 InFocus/ASK Proxima Price Lists (see attached) for projectors and accessories and shall remain firm until the issuance of a revised Price List. Revised Price Lists shall be submitted to the contract administrator within 14 days of the date of issuance. If requested by using agencies, the contractor must also provide the most current Price List within 14 days of an agency's request.

The offered percentages shall:

1. apply to the price list(s) in effect at the time of order placement by the state, retroactive price adjustments will not be allowed;

2. apply to all updates and revisions to the price list during the life of the contract including its renewals, if any;
3. remain firm through the term of the contracts resulting from this solicitation and all renewals of the contracts, if any; and
4. apply to all items on the applicable price list.

At any time InFocus/ASK Proxima adds a new classification of projectors in addition to the existing "Mobile", "Multi-use", "Meeting Room", and "Installation & Integration" classifications, the new classification shall be added to the contract as a new price band with a percentage discount equal to the greatest discount offered for any other projector price band. If no discount percentages exist, the new classification shall be added to the contract as a new price band with a percentage markup equal to the lowest markup offered for any other projector price band.

F.O.B. POINT: The F.O.B. point for all items purchased under this contract is the final destination anywhere within the State of Alaska. Ownership of and title to the ordered items remains with the contractor until the items have been delivered to their final destination and are accepted by the state.

The cost of shipping and delivery within the State of Alaska is included in the bid price.

DELIVERY TIME: Delivery for orders under this contract shall be made within 15 calendar days.

REQUIRED MANUALS AND HARDWARE: The items purchased are to be shipped complete with the instructions and all hardware and software required for installation and operation. The cost of the installation and operation hardware, software, and instructions is to be included in the bid price of the equipment.

INVOICES: Invoices must be sent directly to the ordering agency's address. The contractors are responsible for acquiring ordering agency addresses for invoicing. The ordering agency will only make payment after it receives the merchandise and the invoice. Questions concerning delivery, invoicing and payments must be addressed to the ordering agency(s).

ITEM UPGRADES: The state reserves the right to accept upgrades to models on the basic contract when the upgrades improve the way the equipment operates or improve the accuracy of the equipment. Such upgraded items must be at the same price as the items in the basic contract.

PACKAGING: The cost of all packaging must be included in the price bid. All packaging must be new and suitable for shipment and short-term warehouse storage.

WARRANTY: The contractor warrants every unit purchased against faulty materials and workmanship for a minimum period of at least 6 months. If, during this period, faults develop with the unit or components of the unit, they will be repaired or replaced without any cost, including any transportation or freight cost, to the state. Bids, which

include supplemental warranties, will be accepted, but supplemental warranties that conflict with or diminish the state's rights under this warranty clause will be considered null and void. The state is not responsible for identifying conflicting warranty conditions before issuing a contract award. After award of the contract:

1. if a conflict arises between the supplemental warranty and the warranty in this ITB, the warranty in the ITB will prevail; and
2. if the state's rights are diminished as a result of application of the supplemental warranty, the supplemental warranty will be considered null and void and the ITB warranty will prevail.

By signature on the face page of this ITB the bidder acknowledges this requirement and indicates unconditional acceptance of this warranty clause.

PRICE SCHEDULE
Discounts effective February 6, 2006

Visit <http://www.infocus.com> for projector specifications.

Price Band	InFocus/ASK Proxima Part Numbers Included	% Discount Off List Price
1. Mobile	LP70+, LP70+G, LP120, LP120-G, M1, M2	66.5%
2. Multi-Use	X1A, X2, X3, C110	66.5%
3. Meeting Room	LP540, LP540-G, LP600, LP600-G, LP640, LP640-G, C160, C170, C180	57.5%
4. Installation & Integration	LP820, LP820-G, LP840, LP850, LP860, C420, C440, C450, C460	57.5%
5. Replacement Lamps	All part numbers starting with LAMP or SP-LAMP	16.0%
6. Accessories	All other part numbers not identified above	25.0%

Part numbers may be added, replaced, or removed from the price list. The discount for the applicable price band shall apply to the new part number(s).

Price Calculation Example:

List Price: \$3,999.00
% Discount: 66.5%
Actual Discount: \$3,999.00 x 0.665 = \$2,659.34
Price Paid: \$3,999.00 - \$2,659.34 = \$1,339.66

PRICE LIST 1. January 2006 Projectors



PART NUMBER	RESOLUTION/DESCRIPTION	COUNTRY OF ORIGIN	WEIGHT (LBS)	LIST
Mobile				
LP70+	DLP XGA 1500 lu	Malaysia	2.4	\$3,999
LP70+G	DLP XGA 1500 lu	Singapore	2.4	\$3,999
LP120	DLP XGA 1000 lu	Malaysia	1.98	\$3,999
LP120-G	DLP XGA 1000 lu	Singapore	1.98	\$3,999
M1	DLP XGA 1000 lu	Malaysia	1.98	\$3,999
M2+	DLP XGA 1500 lu	Malaysia	2.4	\$3,999
Multi-Use				
X1A	DLP SVGA 1100 lu	China	6.8	\$1,999
X2	DLP SVGA 1700 lu	China	6.7	\$2,399
X3	DLP XGA 1700 lu	China	6.7	\$2,799
C110	DLP SVGA 1700 lu	China	6.7	\$2,399
Meeting Room				
LP540	LCD XGA 1700 lu	Malaysia	7.5	\$2,799
LP540-G	LCD XGA 1700 lu	Singapore	7.5	\$2,799
LP600	DLP XGA 2000 lu	Malaysia	5.2	\$3,299
LP600-G	DLP XGA 2000 lu	Singapore	5.2	\$3,299
LP640	LCD XGA 2200 lu	Malaysia	7.5	\$3,699
LP640-G	LCD XGA 2200 lu	Singapore	7.5	\$3,699
C160	LCD XGA 1700 lu	Malaysia	7.5	\$2,799
C170	DLP XGA 2000 lu	Malaysia	5.2	\$3,299
C180	LCD XGA 2200 lu	Malaysia	7.5	\$3,699
Installation & Integration				
LP820	LCD XGA 3200 lu	Malaysia	13.1	\$6,999
LP820-G	LCD XGA 3200 lu	Singapore	13.1	\$6,999
LP840	LCD XGA 3500 lu	Japan	17	\$7,999
LP850	LCD XGA 4500 lu	Japan	17	\$8,999
LP860	LCD SXGA+ 3500 lu	Japan	17	\$9,999
C420	LCD XGA 3200 lu	Malaysia	13.1	\$6,999
C440	LCD XGA 3500 lu	Japan	17	\$7,999
C450	LCD XGA 4500 lu	Japan	17	\$8,999
C460	LCD SXGA+ 3500 lu	Japan	17	\$9,999

PRICE LIST 2. January 2006 Accessories



MARKETING ITEM CODE	DESCRIPTION	PROJECTOR USED WITH (IF APPLICABLE)	JAN 1, 2006 LIST PRICE
HW-VGA2OUT	1-IN-2-OUT VGA Distribution Amplifier		\$175
SP-AV30	Audio Video Cable, 30ft.		\$19
SP-CPSTVID-5M	High Performance Composite Video Cable, 16ft.		\$39
SP-DVI-A	M1 to VGA/USB-A Cable		\$59
SP-DVI-ADPT	M1 to DVI-D Adapter		\$49
SP-DVI-A-F	M1 to VGA(F)/USB-B(F) Cable		\$19
SP-DVI-D	M1 to USB/DVI-D Cable		\$59
SP-HDMI-ADPT	HDMI to M1 Adapter		\$49
SP-M1-10M	10 Meter Cable without USB Service		\$129
SP-M1-ADPT	Component Video to M1 Adapter		\$49
SP-PC-US1M	Power Cord, 1 meter		\$19
SP-RCAAUD-5M	High Performance RCA Audio Cable, 16ft.		\$39
SP-SVIDEO-10M	High Performance S-Video Cable, 33ft.		\$49
SP-SVIDEO-5M	High Performance S-Video Cable, 16ft.		\$39
SP-VESA-ADPT	Component to Vesa Adapter Service		\$19
SP-VGAEXT50-D	VGA Extension Bundle - 50ft. VGA Cable, 6ft. VGA Cable and Distribution Amplifier		\$319
SP-VGAEXT50-I	VGA 50 ft., 6ft. VGA Cable/Line AMP Extension Solution - International		\$319
SP-VIDEO-ADPT	Cable, Component Video Adapter		\$19
CA-ATA-INST	ATA Shipping case: Installation & Integration	LP815, LP820, LP840, LP850, LP860, C410, C420, C440, C450, C460, DP8400X, DP8500X	\$499
CA-ATA-MOB	ATA Shipping case: Mobile	LP70, LP70+, LP120, DP1200X, M1, M2+	\$399
CA-ATA-MTG	ATA Shipping case: Meeting Room	LP540, LP600, LP640, C110, C160, C170, C180, X2, X3	\$429
CA-BACKPACK-UNIV	Universal Backpack - InFocus Branded	LP70+, LP120, LP540, LP600, LP640, X1a, X2, X3, M1, M2+,	\$79

		C110, C160, C170, C180	
CA-BRIEFCASE-01	Briefcase with shoulder strap - Fits mobile projector, cables, up to 15in. notebook and more	LP70+, LP120, M1, M2+, DP1200X	\$49
CA-BRIEFCASE-02	Briefcase with shoulder strap - Fits multi-use and meeting room projector, cables, 15in. notebook and more	LP540, LP600, LP640, X1, X1A, X2, X3, C110, C160, C170, C180	\$55
CA-POUCH-01	Accessory Pouch for cables and remote (5in. x 9in. x 2in.)		\$10
CA-ROLLER-01	Traveler Case: Mobile - Fits 15in. notebook, projector & accessories, PDA, MP3, water bottle and more	LP70+, LP120, LP130, M1, M2+, DP1200X	\$99
CA-ROLLER-02	Traveler Case: Meeting Room - Fits 15in. notebook, projector & accessories, PDA, MP3, water bottle and more	LP240, LP500, LP540, LP600, LP640, X1, X1A, X2, X3, C110, C160, C170, C180	\$109
CA-SLEEVE-01	Protective Sleeve	LP120, M1	\$19
CA-SOFTCASE-01	Soft case with easy carry handle - Fits mobile projector, cables and remote	LP70+, LP120, M1, M2+, DP1200X	\$29
CA-SOFTCASE-02	Soft case with easy carry handle - Fits multi-use and meeting room projector, cables and remote	LP540, LP600, LP640, X1, X1A, X2, X3, C110, C160, C170, C180	\$35
SP-CEIL-012	Projector Mount	SP-777	\$198
SP-CEIL-UNIV	Universal Ceiling Mount	LP540, LP600, LP640, LP650, LP815, LP820, LP840, LP850, LP860, X1A, X2, X3, C110, C160, C170, C180, C410, C420, C440, C450, C460, DP8500X, SP-4805, SP5000, SP-7205, SP-7210	\$234
SP-EXTARM-01	Ceiling Mount Extension Arm: 6in. - 9in.	SP-CEIL-UNIV, SP-CEIL-012	\$79
SP-EXTARM-02	Ceiling Mount Extension Arm: 12in. - 18in.	SP-CEIL-UNIV, SP-CEIL-012	\$119
SP-EXTARM-03	Ceiling Mount Extension Arm: 18in. - 24in.	SP-CEIL-UNIV, SP-CEIL-012	\$129
SP-EXTARM-04	Ceiling Mount Extension Arm: 24in. - 36in.	SP-CEIL-UNIV, SP-CEIL-012	\$149
SP-LTMT-PLTB	Ceiling Plate	CEILING MOUNT SP-CEIL-UNIV	\$129
TD40A-SPKRS	Detachable Speakers	TD40A	\$229
TD40-STAND	Table Stand	TD40, TD40A	\$129
HW-HTSCREEN76	Manual Pull Down Screen, 76in. 16x9 HDTV White		\$165
SC-CEILCLIP-01	Screen False Ceiling Mount T-Bar Scissor Clip, White	SC-MANWHT-84, SC-MANWHT-100, SC-MANWHT-120, SC-MOTWHT-100, SC-MOTWHT-100I, SC-MOTWHT-120, SC-MOTWHT-120I	\$12
SC-FLRWHT-60	Floor Standing Screen: 60in. White		\$489
SC-FLRWHT-80	Floor Standing Screen: 80in. White		\$609
SC-MANGRY-106H	Manual Pull Down Screen, 106in. HDTV Gray		\$273
SC-MANGRY-92H	Manual Pull Down Screen, 92in. HDTV Gray		\$255
SC-MANWHT-100	Manual Pull Down Screen: 100in. White		\$163
SC-MANWHT-120	Manual Pull Down Screen: 120in. White		\$191

SC-MANWHT-60	Manual Pull Down Screen: 60in. White		\$99
SC-MANWHT-72	Manual Pull Down Screen: 72in. White		\$109
SC-MANWHT-76H	Manual Pull Down Screen 76in. White 16x9 HDTV		\$165
SC-MANWHT-84	Manual Pull Down Screen: 84in. White		\$125
SC-MOTGRY-106H	Motorized Screen, 106in. HDTV Gray 120 volt US		\$996
SC-MOTGRY-106HI	Motorized Screen, 106in. HDTV Gray 120 volt International		\$996
SC-MOTGRY-92H	Motorized Screen, 92in. HDTV Gray 120 volt US		\$957
SC-MOTGRY-92HI	Motorized Screen, 92in. HDTV Gray 120 volt International		\$957
SC-MOTWHT-100	Motorized Screen: 100in. White 120 volt US		\$954
SC-MOTWHT-100I	Motorized Screen: 100in White 220 volt International		\$954
SC-MOTWHT-120	Motorized Screen: 120in. White 120 volt US		\$1,001
SC-MOTWHT-120I	Motorized Screen: 120in White 220 volt International		\$1,001
SC-TABWHT-50	Table Top Screen: 50in. White		\$317
SC-TRIGGER-01	Screen Trigger, 12 Volt	X2, X3, C110, SP-4805, SP5000, SP-7205, SP-7210	\$129
SC-WALLBRACK-01	Screen Wall Mount Extension Bracket, White, 6in.	SC-MANWHT-84, SC-MANWHT-100, SC-MANWHT-120, SC-MOTWHT-100, SC-MOTWHT-100I, SC-MOTWHT-120, SC-MOTWHT-120I	\$20
SC-WALLBRACK-02	Screen Wall Mount Extension Bracket, White, 10in. Or 14in.	SC-MANWHT-84, SC-MANWHT-100, SC-MANWHT-120, SC-MOTWHT-100, SC-MOTWHT-100I, SC-MOTWHT-120, SC-MOTWHT-120I	\$30
SC-WALLGRY-106H	Wall Mounted Screen, 106in. HDTV Gray		\$1,246
SC-WALLGRY-92H	Wall Mounted Screen, 92in. HDTV Gray		\$1,001
SP-LOCK-B	PC Guardian Projector Cable Lock		\$52
HW-CONDUCTOR+	Remote, Ultimate in Control with Mouse Control, Laser, Menu Functions, Input Selection and More		\$79
HW-INTEGRATOR	Remote with Laser, Menu Functions, Mouse Control and Allows for Control of Multiple Sources		\$99
HW-LASERPRO	Full-Feature Laser Pro Remote Control		\$80
HW-NAVIGATOR	IR Technology, menu functions, multiple source selection, user programmable effect key		\$59
HW-PRESENTER	4 Button Remote with Laser Pointer and Programmable Effect Button		\$69
HW-PRESENTER-RF	Presenter RF Remote with Receiver		\$99
HW-WALLREMOTE-1	In-Wall Control System Remote	LP540, LP600, LP640, LP815, LP820, LP840, LP850, LP860, X1a, X2, X3, C110, C160, C170, C180, C410, C420, C440, C450, C460	\$249

LENS-020	Short Throw Lens	LP815, LP820, DP8200X, C410, C420	\$1,763
LENS-021	Long Throw Lens	LP815, LP820, DP8200X, C410, C420	\$1,438
LENS-022	Short Throw Fixed Lens (0.8:1)	LP840, LP850, LP860, DP8400X, DP8500X, C440, C450, C460	\$1,499
LENS-023	Short Throw Zoom Lens (1.1 - 1.5:1)	LP840, LP850, LP860, DP8400X, DP8500X, C440, C450, C460	\$1,699
LENS-024	Long Throw Zoom Lens (2.2 - 4.1:1)	LP840, LP850, LP860, DP8400X, DP8500X, C440, C450, C460	\$1,699
LENS-025	Ultra Long Throw Zoom Lens (3.9 - 7.3:1)	LP840, LP850, LP860, DP8400X, DP8500X, C440, C450, C460	\$1,999
LENS-026	Short Throw Fixed Lens for Rear Projection (0.64:1)	SP-777	\$8,000
LENS-027	Short Throw Fixed For Rear Projection (0.96:1)	SP-777	\$6,000
LENS-028	Short Throw Zoom (1.2 - 1.44:1)	SP-777	\$4,000
LENS-029	Long Throw Zoom (1.8 - 2.4:1)	SP-777	\$4,000
LENS-030	Extra Long Throw Zoom (2.4 - 3.6:1)	SP-777	\$4,000
LENS-031	Ultra Long Throw Zoom (3.6 - 5.6:1)	SP-777	\$6,000
LAMP-004	Replacement Lamp, 2000 Hours	PRO AV SX1	\$999
LAMP-011	Replacement Lamp, 1000 Hours	DP5950, DP9250	\$529
LAMP-013	Replacement Lamp, 4000 Hours	LX1, SV1, SV1+	\$399
LAMP-014	Replacement Lamp, 2000 Hours	DP9250+	\$529
LAMP-016	Replacement Lamp, 1500 Hours	DP9240, DP9260(+)	\$449
LAMP-017	Replacement Lamp, 2000 Hours	DP6850(+)	\$469
LAMP-018	Replacement Lamp, 1000 Hours	PRO AV 9300, PRO AV 9310, PRO AV 9400, PRO AV 9400L	\$279
LAMP-019	Replacement Lamp, 1000 Hours	LS2, LX2	\$439
LAMP-021	Replacement Lamp, 1000 Hours	PRO AV 9320, PRO AV 9320L, PRO AV 9400+, PRO AV 9400+L, PRO AV 9410	\$529
LAMP-022	Replacement Lamp, 1500 Hours	DS2, DX2	\$529
LAMP-025	Replacement Lamp, 1000 Hours	DP9280	\$559
LAMP-026	Replacement Lamp, 2000 Hours	DP6150	\$549
LAMP-027	Replacement Lamp	X350	\$479
LAMP-028	Replacement Lamp, 1500 Hours	PRO AV 9350	\$559
LAMP-029	Replacement Lamp, 2000 Hours	S520	\$439
LAMP-030	Replacement Lamp, 2000 Hours	DP6860	\$499
LAMP-031	Replacement Lamp, 2000 Hours	DP6155	\$419
LAMP-032	Replacement Lamp, 2000 Hours	DP9270, DP9290	\$689

SP-LAMP-001	Replacement Lamp, 1500 Hours	LP790, DP8000	\$499
SP-LAMP-002A	Replacement Lamp, 2000 Hours	LS110	\$419
SP-LAMP-003	Replacement Lamp, 4000 Hours	LP70, LP70+, DP1000X, M2+	\$419
SP-LAMP-004	Replacement Lamp, 1500 Hours	PRO AV 9500, PRO AV 9550	\$599
SP-LAMP-005	Replacement Lamp, 2000 Hours	LP240, DP2000S	\$389
SP-LAMP-006	Replacement Lamp, 1500 Hours	LP650, DP6500X, SP-5700, SP-7200, SP-7205, SP-7210	\$549
SP-LAMP-007	Replacement Lamp, 2000 Hours	LP250, DP2000X	\$389
SP-LAMP-008	Replacement Lamp, 1500 Hours	LP790HB, DP8000HB	\$499
SP-LAMP-009	Replacement Lamp, 4000 Hours	X1, X1A, SP-4800	\$299
SP-LAMP-010	Replacement Lamp, 2000 Hours	DP6870	\$449
SP-LAMP-011	Replacement Lamp, 1500 Hours	DP9295	\$479
SP-LAMP-012	Replacement Lamp, 2000 Hours	LP815, LP820, DP8200X, C410, C420	\$449
SP-LAMP-013	Replacement Lamp, 2000 Hours	LP120, DP1200X, M1	\$419
SP-LAMP-015	Replacement Lamp, 2000 Hours	LP840, DP8400X, C440	\$449
SP-LAMP-016	Replacement Lamp, 2000 Hours	LP850, LP860, DP8500X, C450, C460	\$579
SP-LAMP-017	Replacement Lamp, 2000 Hours	LP540, LP640, C160, C180, SP5000	\$402
SP-LAMP-018	Replacement Lamp, 4000 Hours	X2, X3, C110	\$299
SP-LAMP-019	Replacement Lamp, 2000 Hours	LP600, C170	\$499
SP-LAMP-020	Replacement Lamp, 1500 Hours	SP-777	\$899
SP-LAMP-021	Replacement Lamp, 3000 Hours	SP-4805	\$339
SP-LAMP-022	Replacement Lamp, 4000 Hours	TD61, SP50MD10, SP61MD10	\$529
SP-LAMP-IO9	Replacement Lamp, 2000 Hours	LP920	\$579
SP-LAMP-LP1	Replacement Lamp, 3000 Hours	LP130	\$379
SP-LAMP-LP2E	Replacement Lamp, 2000 Hours	LP280, LP290, RP10S, RP10X, X540	\$429
SP-LAMP-LP3	Replacement Lamp, 1000 Hours	LP330, LP335	\$469
SP-LAMP-LP3F	Replacement Lamp, 2000 Hours *Please verify S/N eligibility prior to ordering at www.InFocus.com/Service	LP340, LP340B, LP350	\$409
SP-LAMP-LP4	Replacement Lamp, 1000 Hours	LP400V, LP420V, LP425V	\$439
SP-LAMP-LP4Z	Replacement Lamp, 1000 Hours	LP425Z, LP435Z	\$439
SP-LAMP-LP5F	Replacement Lamp, 2000 Hours *Please verify S/N eligibility prior to ordering at www.InFocus.com/Service	LP500, LP530	\$419
SP-LAMP-LP630	Replacement Lamp, 2000 Hours	LP630	\$529
SP-LAMP-LP740	Replacement Lamp, 2000 Hours	LP740	\$529
SP-LAMP-LP755	Replacement Lamp, 2000 Hours	LP755	\$549

SP-LAMP-LP770	Replacement Lamp, 2000 Hours	LP770	\$629
SP-LAMP-LP9	Replacement Lamp, 2000 Hours	LP925, LP930	\$699