

November 6, 2020

Audio Visual Innovations, Inc.  
Attn: Steve Palmer, Chief Financial Officer  
6301 Benjamin Road Suite 101  
Tampa, FL 33634

Reference: IFB#2000003240 – Concurrent Learning Classroom Cameras

Dear Mr. Palmer:

**Acceptance Agreement**

**Contract Number: 4400010221**

This acceptance agreement signifies a contract award to Audio Visual Innovations, Inc., for Concurrent Learning Classroom Cameras for Part 3-Category A: Jabra. The period of the contract shall be from date of award through October 31, 2023 with the option to renew for three (3) one-year periods.

The contract award shall be in accordance with:

1. This Acceptance Agreement;
2. The Terms and Conditions of IFB#2000003240, and all addenda;
3. Your bid dated 10/28/2020; and
4. The attached summarized Pricing Schedule.

Please note that this is not an order to proceed. A purchase order, which constitutes your notice to proceed, will be issued to your company. Please provide your Insurance Certificate according to Special Provisions Paragraph 21 within ten (10) days after receipt of this letter. Contract award documents may be viewed on the Fairfax County, Department of Purchasing and Supply Management website at: [www.fairfaxcounty.gov/cregister](http://www.fairfaxcounty.gov/cregister).

Sincerely,



Michelle R. Pratt  
Director

MRP/ls

### PRICING SCHEDULE

Item No.	Item Description	Inside Delivery in Days	Qty	UOM	Unit Price	% Discount
Part 3: USB Speakerphone for multi-part Solutions						
Category A: Jabra AVI-SPL						
Percentage Discount for Jabra						40-43%
11.	Jabra Speak 510 UC- Manufacturer part # 7510-209	30	500	EA	\$84.87	43%
12.	Jabra Speak 710 UC- Manufacturer part # 7710-409	15	500	EA	\$179.28	43%
13.	Jabra Speak 810 UC- Manufacturer part # 7810-209	30	500	EA	\$372.43	41%