

Parent Contract Number: 6100046056

SAP/SRM Contract Number: 4400020819

Change Number: 01

Change Effective Date: May 25, 2021

**Using Agency:** All Using Agencies

Contract Title: Professional Broadcast, Audio Visual & Multimedia Equipment

Contract Period: Beginning 03/06/2017 and Ending 03/05/2022

Commodity Specialist: Amy Layman Telephone: (717)346-3826 Email: alayman@pa.gov

### **CHANGE SUMMARY:**

The above referenced contact expires on May 31, 2021. The Commonwealth is exercising it's right to extend the contract for one (1) year. As defined in Part 2, Terms and Conditions. Please see below.

#### 2. Renewal of Contract Term.

The Contract may be renewed for a maximum of **three (3)** additional **one (1)** year term(s), so long as Commonwealth provides written notice to Contractor of its intention to extend the Contract by letter prior to the expiration of the term of the agreement, or any extension thereof. The Commonwealth may exercise the renewal as individual year or multiple year term(s). Any renewal will be under the same terms, covenants and conditions. No further document is required to be executed to renew the term of the Contract.

ALL OTHER TERMS AND CONDITIONS OF THIS AGREEMENT NOT CHANGED BY THIS CHANGE NOTICE REMAIN AS ORIGINALLY WRITTEN.



May 7, 2021

Schaedler Yesco Distribution 3982 Paxton Street Harrisburg, PA 17111 pgreen@sydist.com

**SUBJECT:** 

Renewal of Contract: Professional Broadcast Audio Visual and Multimedia Equipment

Contract Number: 4400020819

Term of Renewal: 06/01/2021 - 05/31/2022

#### Dear Contractor:

Per the terms of the above referenced contract, the Commonwealth is considering exercising the renewal options contained within the Contract. We are therefore, requesting your concurrence to renew the above referenced Contract for the renewal period of 06/01/2021 through 05/31/2022.

As you may be aware, the Bureau of Procurement is working aggressively to reduce costs and identify the most efficient processes for procuring our goods and services.

Under Governor Wolf's "Go-Time" initiative, the Bureau of Procurement is applying commercial best practices throughout its organization and has reintroduced Reverse Auction technology as a way to generate additional cost savings. Furthermore, in the spirit of cost savings, we are asking current vendors to consider a price a reduction to current pricing.

In an effort to comply with the goals of the "Go-Time" initiative, we are asking you to consider the following:

- Agreeing to a voluntary price reduction (the Commonwealth suggests up to 10%).
- This voluntary price reduction could apply to any or all line items in your contract.

Any voluntary price reduction would become effective for the next renewal period of 06/01/2021 through 05/31/2022.

If you are in agreement with the proposed cost saving efforts, please indicate on page 2 of this letter.

If the Commonwealth elects to renew the contract, the Bureau will issue a revised contract document to reflect the renewed contract period and adjusted pricing.

Thank you for your immediate response and consideration. Please complete and return this letter to me by email prior to the close of business, <u>alayman@pa.gov</u>.

If you have any questions, please feel free to contact me.

Thank you, Amy Layman 717-346-3826



Page 2 of 2

I agree to the renewal of the above referenced Contract for the above stated Term of Renewal. All terms and conditions remain the same as in the current contract.
Yes No
I agree to offer a voluntary price reduction for the renewal period.
Yes No Proposed Voluntary Price Reduction%
Signature Mitty Title President
Date 5/10/2021
(Person signing this renewal agreement must have the power to bind their company by their signature.)

## Appendix A, Cost Submittal

Please read and follow all instructions below:

	Instructions
1	Offerors shall complete all applicable highlighted fields
2	A (0%) percentage will indicate no discount off list price (product or service offered at list price).
3	A blank percentage will indicate a product or service not offered.
4	A zero dollar (\$0) will be considered \$0 and at no cost to the Commonwealth.
5	A blank dollar will indicate a product or service not offered.
6	Offerors are responsible for entering accurant information.
	Manufacturer Discount List
1	Enter a discount rate off the list price in the "% Discount" column for the Categories the Offeror would like to provide.
2	Enter the Date of the Manufacturer's Price List that the submitted discount will apply to in the "Date of Price List Column"
3	For Miscellaneous Installation Equipment, Offerors should enter the Manufacturer and Item Description for any peripheral equipment needed to complete an installation that does not
	fall into one of the other categories (i.e. switches, connectors). The costs for miscellaneous installation equipment cannot exceed five percent (5%) of the total installation cost.
4	Offerors should enter any additional manufacturers and equipment that it is able to sell/resell in each category. Offerors may insert additional lines if needed.
	Manufacturer Discount List - OEM Required
2	Enter a discount rate off the list price in the "% Discount" column for the Categories the Offeror would like to provide.
3	Enter the Date of the Manufacturer's Price List that the submitted discount will apply to in the "Date of Price List Column"
	For Miscellaneous Installation Equipment, Offerors should enter the Manufacturer and Item Description for any peripheral equipment needed to complete an installation that does not
4	fall into one of the other categories (i.e. switches, connectors). The costs for miscellaneous installation equipment cannot exceed five percent (5%) of the total installation cost. OEM is
	not required for Miscellaneous Installation Equipment.
5	Offerors should enter any additional manufacturers and equipment that it is able to sell/resell in each category. Offerors may insert additional lines if needed.
	Maintenance & Services
1	Offerors should define what is included in warranties/services during the initial included warranty period.
2	Offerors should define what is included in any extended warranties/services offered.
3	Offerors should enter yearly cost amounts for extended warranties/services.
4	Additional lines may be inserted if needed.
	Summary
1	Summary tab is for evaluation purposes only. It does not guarantee any products to be ordered or work to be performed.

<sup>\*</sup> Offerors must retain the Manufacturer Authorization Letter for all Manufacturers your company will choose to be resellers for that are indicated as "OEM Required" on the cost sheet. The Commonwealth reserves the right to request a copy of the Manufacturer Authorization Letter.

<sup>\*\*</sup>Offerors must provide the Manufacturer Price List for All Manufacturers for which the Discount Rate will Apply to as a separate attachment in the Buyer Attachments.

Supplier Information			
Date:	5/25/2021		
Supplier Name:	Schaedler Yesco Distribution		
Point of Contact:	Steve Tucci		
Address:	3982 Paxton Street		
City , State , Zip:	Harrisburg, PA, 17111		
Phone Number:	717-233-1621		
Fax Number:	717-233-1626		
Email Address:	stucci@sydist.com		

# Manufacturer Discount List

### PROFESSIONAL MULTIMEDIA & CABLE SYSTEM EQUIPMENT

### **ACOUSTICS & AUDIO**

Manufacturer	Description	% Discount	Date of Price List
Anchor Audio, Inc	Audio & Acoustics		
AKG	Audio & Acoustics		
Allen & Heath	Audio & Acoustics		
Audio-Technica U.S., Inc.	Audio & Acoustics		
Bose	Audio & Acoustics		
Beyerdynamic, Inc.	Audio & Acoustics		
Biamp Systems, Inc	Audio & Acoustics		
Clear One Communications	Audio & Acoustics		
Crown International	Audio & Acoustics		
dbx, Inc.	Audio & Acoustics		
Denon Professional	Audio & Acoustics		
Digidesign	Audio & Acoustics		
Dorrough	Audio & Acoustics		
Electro-Voice, Inc	Audio & Acoustics		
Gentner Communications	Audio & Acoustics		
JBL Professional	Audio & Acoustics		
Lectrosonics, Inc	Audio & Acoustics		
Mackie Designs, Inc.	Audio & Acoustics		
M-Audio	Audio & Acoustics		
QSC	Audio & Acoustics		
RTS	Audio & Acoustics		
Sennheiser Electronic Corporation	Audio & Acoustics		
Shure Incorporated	Audio & Acoustics		
Tannoy	Audio & Acoustics		
TASCAM	Audio & Acoustics		
TOA Electronics, Inc.	Audio & Acoustics		
Yamaha	Audio & Acoustics		
add Manufacturer	Audio & Acoustics		
add Manufacturer	Audio & Acoustics		
add Manufacturer	Audio & Acoustics		

### **AUDIO-VISUAL RENTAL & EVENT STAGING**

Manufacturer	Description	% Discount	Date of Price List
Clair Brothers Systems	AV Rentals & Event Staging		
Galaxy Sound & Communications	AV Rentals & Event Staging		
J.P. Lilley & Son, Inc.	AV Rentals & Event Staging		
J V Chujko, Inc.	AV Rentals & Event Staging		
Premier Productions	AV Rentals & Event Staging		
Vision Technical Group, Inc.	AV Rentals & Event Staging		
add Manufacturer	AV Rentals & Event Staging		
add Manufacturer	AV Rentals & Event Staging		
add Manufacturer	AV Rentals & Event Staging		

### **CABLES, CONNECTORS & ACCESSORIES**

Manufacturer	Description	% Discount	Date of Price List
ADC	Cables, Connectors & Accessories		
AFL Telecommunications	Cables, Connectors & Accessories		
Beldon	Cables, Connectors & Accessories		
Canare	Cables, Connectors & Accessories		
Clark Wire & Cable	Cables, Connectors & Accessories		
Comprehensive	Cables, Connectors & Accessories		
Commscope	Cables, Connectors & Accessories		
General Cable	Cables, Connectors & Accessories		
Greenlee Textron	Cables, Connectors & Accessories		
Hubbell Premise Wiring	Cables, Connectors & Accessories	25.00%	5/15/2021
Ideal Industries	Cables, Connectors & Accessories		
Omni Cable	Cables, Connectors & Accessories		
TYCO Electronics	Cables, Connectors & Accessories		
West Penn Wire	Cables, Connectors & Accessories		
add Manufacturer	Cables, Connectors & Accessories		
add Manufacturer	Cables, Connectors & Accessories		

Manufacturer Discount List			
add Manufacturer	Cables, Connectors & Accessories		

### CONFERENCE, TRAINING, BOARD ROOMS

Manufacturer	Description	% Discount	Date of Price List
Aethra Video Conferencing	Conference, Training, Board Rooms		
Digital Samba	Conference, Training, Board Rooms		
Elmo	Conference, Training, Board Rooms		
IPWebTV	Conference, Training, Board Rooms		
PictureTel Corp.	Conference, Training, Board Rooms		
Polycom	Conference, Training, Board Rooms		
SMART Technologies, ULC	Conference, Training, Board Rooms		
add Manufacturer	Conference, Training, Board Rooms		
add Manufacturer	Conference, Training, Board Rooms		
add Manufacturer	Conference, Training, Board Rooms		

### DIGITAL ASSET MANAGEMENT

Manufacturer	Description	% Discount	Date of Price List
CASTNet	Digital Asset Management		
Magic Box	Digital Asset Management		
Next Window	Digital Asset Management		
Nanonation	Digital Asset Management		
Scala, Inc.	Digital Asset Management		
add Manufacturer	Digital Asset Management		
add Manufacturer	Digital Asset Management		
add Manufacturer	Digital Asset Management		

### **DIGITAL SIGNAGE**

Manufacturer	Description	% Discount	Date of Price List
CASTNet	Digital Signage System		
Nanonation	Digital Signage System		
Scala, Inc.	Digital Signage System		
add Manufacturer	Digital Signage System		
add Manufacturer	Digital Signage System		
add Manufacturer	Digital Signage System		

### **FURNITURE & CONSOLES**

Manufacturer	Description	% Discount	Date of Price List
Bretford Manufacturing, Inc.	Audio & Video Furniture		
Chief	Audio & Video Furniture		
Luxor Corp.	Audio & Video Furniture		
Marshall Furniture	Audio & Video Furniture		
Sound-Craft	Audio & Video Furniture		
Winsted Corporation	Audio & Video Furniture		
add Manufacturer	Audio & Video Furniture		
add Manufacturer	Audio & Video Furniture		
add Manufacturer	Audio & Video Furniture		

### SIGNAL MANAGEMENT / PROCESSING / SERVERS

Manufacturer	Description	% Discount	Date of Price List
360 Systems	Signal management / processing / servers		
Artel Video Systems	Signal management / processing / servers		
Aurora Multimedia	Signal management / processing / servers		
AutoPatch	Signal management / processing / servers		
Avocent	Signal management / processing / servers		
Blackbox	Signal management / processing / servers		
Black Magic Design	Signal management / processing / servers		
Brightline	Signal management / processing / servers		
Doremi Labs	Signal management / processing / servers		
EGT	Signal management / processing / servers		
ESE	Signal management / processing / servers		
Extron	Signal management / processing / servers		
Evertz	Signal management / processing / servers		
FSR Video Products Group	Signal management / processing / servers		
Harris Corporation	Signal management / processing / servers		
Leader Instruments Corp.	Signal management / processing / servers		
Leitch / DPS	Signal management / processing / servers		

Manufacturer Discount List		
Lynx Technik	Signal management / processing / servers	
Miranda	Signal management / processing / servers	
MultiDyne	Signal management / processing / servers	
Mushroom Networks	Signal management / processing / servers	
NetStreams	Signal management / processing / servers	
nVision	Signal management / processing / servers	
Omneon	Signal management / processing / servers	
Polaris	Signal management / processing / servers	
Pro-Bel	Signal management / processing / servers	
Rhozet	Signal management / processing / servers	
Rorke Data	Signal management / processing / servers	
Scale Logic	Signal management / processing / servers	
Scan Do	Signal management / processing / servers	
SeaChange	Signal management / processing / servers	
Sigma Electronics	Signal management / processing / servers	
Tektronix	Signal management / processing / servers	
Telecast	Signal management / processing / servers	
Think Logical	Signal management / processing / servers	
Thompson / Grass Valley	Signal management / processing / servers	
Utah Scientific	Signal management / processing / servers	
Vaddio	Signal management / processing / servers	
Videotek	Signal management / processing / servers	
add Manufacturer	Signal management / processing / servers	
add Manufacturer	Signal management / processing / servers	
add Manufacturer	Signal management / processing / servers	

### **VIDEO PRODUCTION & DIGITAL PHOTOGRAPHY**

Manufacturer	Description	% Discount	Date of Price List
Anton-Bauer	Video production equipment		
Anvil Case Company	Video production equipment		
Autoscript	Video production equipment		
Boradcast Pix	Video production equipment		
Calzone Case	Video production equipment		
Canon Broadcast and Communications	Video production equipment		
Canon Digital Photography	Digital Photography Equipment		
Chimera	Video production equipment		
Clear-Com Intercom Systems	Video production equipment		
Compix	Video production equipment		
Contemporary Research	Video production equipment		
DJI	Video production equipment		
ESE	Video production equipment		
Epson	Digital Photography Equipment		
Focus Enhancements	Video production equipment		
Frezzi Energy Systems	Video production equipment		
Fujinon	Video production equipment		
Hitachi	Video production equipment		
IDX	Video production equipment		
Ikegami	Video production equipment		
Lowell	Video production equipment		
Masterclock	Video production equipment		
Nikon	Digital Photography Equipment		
OnSync	Video production equipment		
Pelican Cases	Video production equipment		
Porta Brace	Video production equipment		
QTV	Video production equipment		
Ross Video	Video production equipment		
Sachtler	Video production equipment		
Snell & Wilcox	Video production equipment		
Telex Intercom	Video production equipment		
Tiffen	Video production equipment		
Vaddio	Video production equipment		
Vinton	Video production equipment		
add Manufacturer	Select One		
add Manufacturer	Select One		
add Manufacturer	Select One		

# Manufacturer Discount List

### **VIDEO EDITING & POST-PRODUCTION**

Manufacturer	Description	% Discount	Date of Price List
Adobe Systems	Video Editing & Post-Production		
AJA Video	Video Editing & Post-Production		
Apple Computer, Inc.	Video Editing & Post-Production		
Avid Technology, Inc.	Video Editing & Post-Production		
Boris FX	Video Editing & Post-Production		
Digimation	Video Editing & Post-Production		
Digital Juice	Video Editing & Post-Production		
Digital Rapids	Video Editing & Post-Production		
GTEC	Video Editing & Post-Production		
Inscriber	Video Editing & Post-Production		
Sonic Foundry	Video Editing & Post-Production		
Sonic Solutions	Video Editing & Post-Production		
Telestream	Video Editing & Post-Production		
Wacom	Video Editing & Post-Production		
add Manufacturer	Video Editing & Post-Production		
add Manufacturer	Video Editing & Post-Production		
add Manufacturer	Video Editing & Post-Production		

## MISCELLANEOUS INSTALLATION EQUIPMENT (See Instructions)

Manufacturer	Description	% Discount	Date of Price List
add Manufacturer	enter item description		
add Manufacturer	enter item description		
add Manufacturer	enter item description		
add Manufacturer	enter item description		
add Manufacturer	enter item description		

Description	% Discount
Average Discount PROFESSIONAL MULTIMEDIA & CABLE SYSTEM EQUIPMENT	25.00%

# Manufacturer Discount List (\*OEM Required)

### PROFESSIONAL MULTIMEDIA & CABLE SYSTEM EQUIPMENT

### \* FULL LINE OF AV EQUIPMENT

Manufacturer	Description	% Discount	Date of Price List
JVC Professional Products Company	Full line of AV equipment		
Magnavox	Full line of AV equipment		
Panasonic Broadcast & Television Systems	Full line of AV equipment		
Panasonic Professional	Full line of AV equipment		
Panasonic Consumer	Full line of AV equipment		
Pioneer	Full line of AV equipment		
Sony Broadcast & Business Solutions	Full line of AV equipment		
add Manufacturer	Full line of AV equipment		
add Manufacturer	Full line of AV equipment		
add Manufacturer	Full line of AV equipment		

### \* CABLE SYSTEM - HEADEND & DISTRIBUTION

Manufacturer	Description	% Discount	Date of Price List
Adtec	Cable System		
Arris (formerly Ccor)	Cable system - headend & distribution		
AV Tool	Cable system - headend & distribution		
BAS	Cable system - headend & distribution		
Blonder Tongue Laboratories, Inc.	Cable system - headend & distribution		
C-Cor	Cable system - headend & distribution		
Cable Constructors, Inc. (CCI)	System Consulting & Engineering		
Cable Services Company / Inc.	System Consulting & Engineering		
Comcast	System Consulting & Engineering		
Drake	Cable system - headend & distribution		
Eagle	Cable system - headend & distribution		
Element Management	Cable system - headend & distribution		
Fiber Options (GE)	Cable system - headend & distribution		
Jerrold	Cable system - headend & distribution		
Maxnet	Cable system - headend & distribution		
MFC	Cable system - headend & distribution		
Motorola	Cable system - headend & distribution		
Olson Technology	Cable system - headend & distribution		
PCI	Cable system - headend & distribution		
QUINTECH	Cable system - headend & distribution		
Radiant Communications, Inc.	Cable system - headend & distribution		
RCI	Cable system - headend & distribution		
RCN	System Consulting & Engineering		
SageTV	Cable system - headend & distribution		
Scientific-Atlanta	Cable system - headend & distribution		
Sencore	Cable system - headend & distribution		
Standard Communication	Cable system - headend & distribution		
Tandberg Television	Cable system - headend & distribution		
Thomas & Betts	Cable system - headend & distribution		
Toner Cable	Cable system - headend & distribution		
Trompeter Electronics	Cable system - headend & distribution		
add Manufacturer	Select One		
add Manufacturer	Select One		
add Manufacturer	Select One		

### \* CONTROL SYSTEMS

Manufacturer	Description	% Discount	Date of Price List
AMX	AV equipment control system		
Crestron Electronics, Inc.	AV equipment control system		

Manufacturer Discount List (*OEM Required)			
add Manufacturer	AV equipment control system		
add Manufacturer	AV equipment control system		
add Manufacturer	AV equipment control system		

### \* DISPLAYS, MONITORS & PROJECTORS

Manufacturer	Description	% Discount	Date of Price List
3M Visual Systems Division	Displays, Monitors & Projectors		
Barco	Displays, Monitors & Projectors		
Da-Lite Screen Company, Inc.	Projection Screens		
Draper	Projection Screens		
LG	Displays, Monitors & Projectors		
Marshal Electronics	Displays, Monitors & Projectors		
Mitsubishi Digital Electronics America, Inc.	Displays, Monitors & Projectors		
NEC Display Solutions	Displays, Monitors & Projectors		
Sharp Electronics Corp.	Displays, Monitors & Projectors		
Samsung	Displays, Monitors & Projectors		
TV Logic	Displays, Monitors & Projectors		
add Manufacturer	Select One		
add Manufacturer	Select One		
add Manufacturer	Select One		

### \* RACK SYSTEMS & POWER MANAGEMENT

Manufacturer	Description	% Discount	Date of Price List
APC	Rack systems & power management	25.00%	6/1/2021
Greenlee Textron	Rack systems & power management		
Hoffman	Rack systems & power management		
Pass and Seymor	Rack systems & power management		
Thomas and Betts	Rack systems & power management		
Sola Hevi-Duty	Rack systems & power management		
add Manufacturer	Rack systems & power management		
add Manufacturer	Rack systems & power management		
add Manufacturer	Rack systems & power management		

## \* SATELLITE / MICROWAVE

Manufacturer	Description	% Discount	Date of Price List
Adtec	Satellite/Microwave		
AVCOM	Satellite uplink / downlink		
Harmonic Lightwaves	Satellite uplink / downlink		
MITEQ	Satellite uplink / downlink		
RCI - Research Concepts Inc.	Satellite uplink / downlink		
RF Central	Microwave equipment		
Skyline Communications	Satellite uplink / downlink		
Standard	Satellite uplink / downlink		
Tandberg	Satellite uplink / downlink		
Vertex RSI	Satellite uplink / downlink		
add Manufacturer	Select One		
add Manufacturer	Select One		
add Manufacturer	Select One		

## MISCELLANEOUS INSTALLATION EQUIPMENT (See Instructions)

Manufacturer	Description	% Discount	Date of Price List
add Manufacturer	enter item description		
add Manufacturer	enter item description		
add Manufacturer	enter item description		
add Manufacturer	enter item description		
add Manufacturer	enter item description		

# Manufacturer Discount List (\*OEM Required)

Description	% Discount
Average Discount (OEM Required) PROFESSIONAL MULTIMEDIA & CABLE SYSTEM EQUIPMENT	25.00%

Manufacturer	Product Category	% Off Mfg. Price List	Date of Mfg. Price List	Describe Warranty/Maintenance included in Purchase Cost	Describe extended Warranty/Maintenance Plans available for purchase*	Year 2 Extended Cost	Year 3 Extended Cost	Year 4 Extended Cost	Year 5 Extended Co
	Select One					\$0.00	\$0.00	\$0.00	\$0
	Select One					\$0.00	\$0.00	\$0.00	\$0
	Select One					\$0.00	\$0.00	\$0.00	\$0
	Select One					\$0.00	\$0.00	\$0.00	\$0
	Select One					\$0.00	\$0.00	\$0.00	\$0
	Select One					\$0.00	\$0.00	\$0.00	\$0
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				Maintenance & Ser	vices				
Manufacturer	Product Category	% Off Mfg. Price List	Date of Mfg. Price List	Describe Warranty/Maintenance included in Purchase Cost	Describe extended Warranty/Maintenance Plans available for purchase*	Year 2 Extended Cost	Year 3 Extended Cost	Year 4 Extended Cost	Year 5 Extended Cost
	Select One					\$0.00	\$0.00	\$0.00	\$0.00
	Select One					\$0.00	\$0.00	\$0.00	\$0.00
	Select One					\$0.00	\$0.00	\$0.00	\$0.00
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	Select One					\$0.00	\$0.00	\$0.00	\$0.00
	Select One					\$0.00	\$0.00	\$0.00	\$0.00
	Select One					\$0.00	\$0.00	\$0.00	\$0.00
	Select One					\$0.00	\$0.00	\$0.00	\$0.00
	Select One					\$0.00	\$0.00	\$0.00	\$0.00
	Select One					\$0.00	\$0.00	\$0.00	\$0.00

Description	% Discount
Average % off Mfg. Price List Maintenance and Services	

Supplier Information				
Date:	44341			
Supplier Name:	Schaedler Yesco Distribution			
Point of Contact:	Steve Tucci			
Address:	3982 Paxton Street			
City , State , Zip:	Harrisburg, PA, 17111			
Phone Number:	717-233-1621			
Fax Number:	717-233-1626			
Email Address:	stucci@sydist.com			

Description	Average % discount	* List	* Cost
Professional Multimedia & Cable Systems Equipment	25.00%	\$ 60,000.00	\$ 45,000.00
Maintenance and Services		\$ 5,000.00	\$ 5,000.00

Total	\$ 50,000.00

<sup>\*</sup> Summary tab is for evaluation purposes only. It does not guarentee any products to be ordered or work to be performed.

<sup>\*</sup> All quantities and costs arefor evaluation purpoases only. It does not guarantee any products to be ordered or work to be perform



Parent Contract Number: 6100046056

SAP/SRM Contract Number: 4400020819

Change Number: 02

Change Effective Date: May 02, 2022

**Using Agency:** All Using Agencies

Contract Title: Professional Broadcast, Audio Visual & Multimedia Equipment

Contract Period: Beginning 06/01/2019 and Ending 05/31/2023

Commodity Specialist: Amy Layman Telephone: (717)346-3826 Email: alayman@pa.gov

### **CHANGE SUMMARY:**

The above referenced contact expires on May 31, 2022. The Commonwealth is exercising it's right to extend the contract for one (1) year. As defined in Part 2, Terms and Conditions. Please see below.

#### 2. Renewal of Contract Term.

The Contract may be renewed for a maximum of **three (3)** additional **one (1)** year term(s), so long as Commonwealth provides written notice to Contractor of its intention to extend the Contract by letter prior to the expiration of the term of the agreement, or any extension thereof. The Commonwealth may exercise the renewal as individual year or multiple year term(s). Any renewal will be under the same terms, covenants and conditions. No further document is required to be executed to renew the term of the Contract.

ALL OTHER TERMS AND CONDITIONS OF THIS AGREEMENT NOT CHANGED BY THIS CHANGE NOTICE REMAIN AS ORIGINALLY WRITTEN.



April 7, 2022

Schaedler Yesco Distribution 3982 Paxton Street Harrisburg, PA 17111 pgreen@sydist.com

SUBJECT: Renewal of Contract: Professional Broadcast Audio Visual and Multimedia Equipment

Contract Number: 4400020819

Term of Renewal: 06/01/2022 - 05/31/2023

### Dear Contractor:

Per the terms of the above referenced contract, the Commonwealth is considering exercising the renewal options contained within the Contract. We are therefore, requesting your concurrence to renew the above referenced Contract for the renewal period of 06/01/2022 through 05/31/2023.

As you may be aware, the Bureau of Procurement is working aggressively to reduce costs and identify the most efficient processes for procuring our goods and services.

Under Governor Wolf's "Go-Time" initiative, the Bureau of Procurement is applying commercial best practices throughout its organization and has reintroduced Reverse Auction technology as a way to generate additional cost savings. Furthermore, in the spirit of cost savings, we are asking current vendors to consider a price a reduction to current pricing.

In an effort to comply with the goals of the "Go-Time" initiative, we are asking you to consider the following:

- Agreeing to a voluntary price reduction (the Commonwealth suggests up to 10%).
- This voluntary price reduction could apply to any or all line items in your contract.

Any voluntary price reduction would become effective for the next renewal period of 06/01/2022 through 05/31/2023.

If you are in agreement with the proposed cost saving efforts, please indicate on page 2 of this letter.

If the Commonwealth elects to renew the contract, the Bureau will issue a revised contract document to reflect the renewed contract period and adjusted pricing.

Thank you for your immediate response and consideration. Please complete and return this letter to me by email prior to the close of business, <u>alayman@pa.gov.</u>

If you have any questions, please feel free to contact me.

Thank you, Amy Layman 717-346-3826



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I agree to the renewal of the above referenced Contract for the above stated Term of Renewal. All terms and conditions remain the same as in the current contract.
Yes No
I agree to offer a voluntary price reduction for the renewal period.
Yes No%
Signature Joseph J. Mithier Title Data Sales Manager Date 4/21/22
(Person signing this renewal agreement must have the power to bind their company by their signature.)



Parent Contract Number: 6100046056

SAP/SRM Contract Number: 4400020819

Change Number: 03

Change Effective Date: May 2, 2023

**Using Agency:** All Using Agencies

Contract Title: Professional Broadcast, Audio Visual & Multimedia Equipment

Contract Period: Beginning 06/01/2019 and Ending 05/31/2024

Commodity Specialist: Shawn Danner Telephone: 717-787-8085 Email: shdanner@pa.gov

### **CHANGE SUMMARY:**

The above referenced contact expires on May 31, 2024. The Commonwealth is exercising it's right to extend the contract for one (1) year. As defined in Part 2, Terms and Conditions. Please see below.

#### 2. Renewal of Contract Term.

The Contract may be renewed for a maximum of **three (3)** additional **one (1)** year term(s), so long as Commonwealth provides written notice to Contractor of its intention to extend the Contract by letter prior to the expiration of the term of the agreement, or any extension thereof. The Commonwealth may exercise the renewal as individual year or multiple year term(s). Any renewal will be under the same terms, covenants and conditions. No further document is required to be executed to renew the term of the Contract.

ALL OTHER TERMS AND CONDITIONS OF THIS AGREEMENT NOT CHANGED BY THIS CHANGE NOTICE REMAIN AS ORIGINALLY WRITTEN.