

TAB 2: PRODUCTS/PRICING

Products/Pricing

- i. Offerors shall provide pricing based on a discount from a manufacturer's price list or catalog, or fixed price, or a combination of both with indefinite quantities. Prices listed will be used to establish the extent of a manufacturer's product lines, services, warranties, etc. that are available from Offeror and the pricing per item. Multiple percentage discounts are acceptable if, where different percentage discounts apply, they different percentages are specified. Additional pricing and/or discounts may be included. Products and services proposed are to be priced separately with all ineligible items identified. Discounts proposed should remain the same for the first 12 months after the contract award. Offerors may elect to limit their proposals to any category or categories.

- ii. Include an electronic copy of the catalog from which discount, or fixed price, is calculated. Electronic price lists must contain the following: (if applicable)

- Manufacturer part #
- Offeror's Part # (if different from manufacturer part #)
- Description
- Manufacturers Suggested List Price and Net Price
- Net price to Region 4 ESC (including freight)

Media submitted for price list must include the Offerors' company name, name of the solicitation, and date on a Flash Drive (i.e. Pin or Jump Drives).

Daktronics will offer a 10% discount on standard catalog scoreboards, electronic signs, accessories, and audio products.

All standard catalog products are manufactured in the United States by Daktronics, Inc. Catalog information for reference only; please contact Daktronics sales representative or 1-800-325-8766 to request a specific quotation for your facility.

- iii. Offerors should describe their services, parts, and labor components.

Sales-related services:

- Design-build services for digital scoring and signage projects, including physical installation services
- Structural Engineering for support posts/structures
- Custom and Catalog Content Creation for digital displays
- Sound Pressure analysis and evaluation for custom sound systems
- Design and provision of standard and custom control room equipment and configurations

Services Include:

- Service Agreements: Multi-Year, Parts & Labor Extended Service Agreements
- Control System Upgrades: New projects to upgrade an entire control system
- Sales Service Parts

- iv. Is pricing available for all products and services?

Pricing is available for all products. Pricing is available for Service Agreements, Control System Upgrades and Service Sales Parts. See the price schedule for detailed pricing on service items.

- v. Describe any shipping charges.

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Freight will be quoted on a per project basis according to customer preferences and project conditions. Any travel expense to deliver service or labor on site will be delineated on the quote along with any freight or shipping costs related to the product.

- vi. Provide pricing for warranties on all products and services.

A standard parts warranty is included in the price of products and services. Extended Service Upgrades can be ordered on a project by project basis and the price will be determined by the scope of the project and services included.

- vii. Describe any return and restocking fees.

Most products are made to order and therefore not returnable. Select stock items in original unopened packaging may be returned if agreed upon in writing. A restocking fee of 15% plus freight and handling cost will be applied.

- viii. Describe any additional discounts or rebates available. Additional discounts or rebates may be offered for large quantity orders, single ship to location, growth, annual spend, guaranteed quantity, etc.

Our pricing offered is based on expected quantities and volume and is extended to Omnia's individual members regardless of individual member volume. Periodically during a short period of time (usually 3 months or less) we may offer incentive programs (credit or other) as a marketing method to increase order activity.

- ix. Describe how customers verify they are receiving Contract pricing.

All Omnia orders are tracked as such throughout the quote-order process. Each quote/order has the specific Omnia contract number listed clearly on the documentation. The complete process will be documented in our procedures and the specific process allows for tracking and audit to ensure Omnia members enjoy the benefits of the contract. We have multiple checkpoints through the course of an order from when the customer first quotes a project using Omnia to when the order is booked in our system. Our dedicated team of quote specialists is separate from the team in place that manages the pricelist to ensure accuracy of quoting and ordering.

- x. Describe payment methods offered.

Omnia members can choose to mail in a check, send in a wire transfer or ACH payment. See DF-2115 Payment Options.

- xi. Propose the frequency of updates to the Offeror's pricing structure. Describe any proposed indices to guide price adjustments. If offering a catalog contract with discounts by category, while changes in individual pricing may change, the category discounts should not change over the term of the Contract.

We conduct yearly pricing reviews. Historically, if a price increase incurs, it is on a select product or products and not an across the board increase on all products. Regardless of any future price increase, the category discount remains the same at 10%.

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- xii. Describe how future product introductions will be priced and align with Contract pricing proposed.

Future product will follow the same pricing structure as current product in the pricelist; offering a 10% discount on standard catalog scoreboards, electronic signs, accessories, and audio products.

- xiii. Provide any additional information relevant to this section.

WIRE TRANSFER & ACH INFORMATION

WIRE TRANSFER

Please wire transfer funds to the following bank:

Name Payee: Daktronics, Inc.

Name of Payee's Bank: US Bank

Payee's Bank Street Address: 141 North Main Ave

Payee's Bank City, State, Country: Sioux Falls, South Dakota, USA

Telephone Number of Bank: (605) 335-5450

Payee Bank's ABA Number: 091 408501

Payee's Bank SWIFT Code (International Wires Only): USBKUS44IMT

Exact Name of Payee's Bank Account: Daktronics, Inc.

Payee's Bank Account Number: 175095528907

Please include a reference with your payment (exp. Order no., invoice no., etc.) to enable us to properly credit your account. Thank you.

ACH INFORMATION

For ACH Credits:

Name Payee: Daktronics, Inc.

Name of Payee's Bank: US Bank

Payee's Bank Street Address: 141 North Main Ave

Payee's Bank City, State, Country: Sioux Falls, South Dakota, USA

Telephone Number of Bank: (605) 335-5450

Payee Bank's ABA Number: 021052053

Exact Name of Payee's Bank Account: Daktronics, Inc.

Payee's UPIC Account Number: 20223225

ELECTRONIC PAYMENT

For electronic ACH payments:

Visit Daktronics.com/payonline

PAYMENTS BY CHECK

Remit payments by check to:

Regular Mail

Daktronics, Inc.

SDS-12-2222

PO Box 86

Minneapolis, MN 55486-2222

800-452-2340

Overnight Service

US Bank Lockbox

SDS-12-2222

1200 Energy Park Drive

St. Paul, MN 55108

****Think Green!** Switch to electronic statements by contacting acctsrc@daktronics.com with appropriate email contact information, referencing your Daktronics account number.

A NEW WAY TO PAY FOR DAKTRONICS CUSTOMERS

➤ daktronics.com/payonline

U.S. BANK SECURE SITE

Working with U.S. Bank, we are now offering you, our customer, access to a secure website where you can make direct online payments following a few simple steps. Here's what you need to know:



SAME-DAY PAYMENTS

- Automated Clearing House (ACH) payments only (electronic payments that pull funds directly from your checking account)



PAYMENTS UP TO \$500,000

- Multiple invoices can be paid in one payment



NO FEES



CUSTOMER BENEFITS

- Save time and money compared to mailed checks



CONVENIENT AND FAST

- Designed with security, speed and reliability in mind

If you have questions, please reach out to us at acctsrc@daktronics.com.

DAKTRONICS.COM 800-DAKTRONICS

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