

**Appendix C Pricing Index
DIR-CPO-5087
Data Projections, Inc.**

Manufacturer / Brand	Subcategory	DIR Customer Discount % off MSRP
AMX	Hardware	38.00%
	Accessories	10.00%
AUDIO ENHANCEMENTS	Hardware	25.00%
	Accessories	15.00%
AVER MEDIA	Hardware	8.00%
	Accessories	5.00%
AVFI	Hardware	38.00%
AVOCOR	Hardware	15.00%
	Accessories	2.00%
	Warranty	7.00%
AVTEQ	Accessories	16.00%
	Hardware - Mounts	20.00%
	Hardware - Accessories	28.00%
BARCO	Accessories	5.00%
	Hardware	20.00%
BIAMP SYSTEMS	Hardware	38.00%
BSS	Hardware	20.00%
C2G	Hardware	38.00%
	Accessories	20.00%
CHIEF	Hardware	28.00%
CHRISTIE	Hardware	20.00%
	Accessories	12.00%
CLEVERTOUCH	Hardware	26.00%
	Accessories	23.00%
CRESTRON	Hardware	40.00%
CROWN	Hardware	38.00%
DA-LITE	Hardware	28.00%
DISCOVER VIDEO	Hardware	4.00%
DRAPER	Hardware	25.00%
	Accessories	12.00%
EDUSCAPE	Services	10.00%
EIPHAN	Hardware	3.00%
EPSON	Accessories	5.00%
	Hardware	10.00%
	Hardware - Professional	20.00%
	Printers/ Scanners	5.00%
	Printers/ Scanners - Large Format	13.00%
	Replacement Accessories	13.00%
	Warranty	5.00%
EXTRON	Hardware	38.00%

FRONT ROW	Hardware	8.00%
JBL	Hardware	20.00%
	Accessories	11.00%
KRAMER	Hardware	30.00%
	Hardware - Cables	25.00%
	Network	15.00%
	Accessories	18.00%
LIBERTY	Hardware	25.00%
	Bulk	15.00%
	Accessories	2.00%
LISTEN TECH	Hardware	25.00%
LOGITECH	Hardware	8.00%
	Accessories	5.00%
MediaSite	Accessories	5.00%
	Hardware	12.00%
	Software	12.00%
	Surcharge	5.00%
MERSIVE	Hardware	17.00%
	Subscription	5.00%
MIDDLE ATLANTIC	Hardware	35.00%
	Power	15.00%
	Accessories	25.00%
NEC	Hardware	20.00%
	Accessories	5.00%
	Warranty	5.00%
OWL LABS	Hardware	1.00%
PLANAR	Hardware	12.00%
	Accessories	3.00%
	Warranty	3.00%
POLYCOM	Hardware	10.00%
	Accessories	2.00%
PROMETHEAN	Hardware	19.00%
QSC	Hardware	28.00%
SAMSUNG	Accessories	22.00%
	Accessories - Devices	38.00%
	Brackets/ Mounts/ Cabinets	15.00%
	Hardware - LED	22.00%
	Hardware - Panels	15.00%
	Personal Devices	2.00%
	Warranty	15.00%
	Warranty - 24/7	22.00%
SHURE	Accessories	8.00%
	Hardware	16.00%
	Hardware - Wireless	25.00%
	Replacement Accessories	36.00%
SPECTRUM	Hardware	41.00%

TIV	Hardware - Power	2.00%
	Hardware	7.00%
VADDIO	Accessories	8.00%
	Hardware	15.00%
	Microphones	25.00%
VD360	Hardware - Teamcam	2.00%
	Hardware - Cameras	5.00%
	Accessories	10.00%
WILLIAMS SOUND	Accessories	4.00%
	Hardware - Microphones	10.00%
	Hardware - Systems	21.00%
WINSTED	Hardware	15.00%
WOLFVISION	Hardware	8.00%
	Hardware - (Cynap Pure - 1-3 piece pricing, Dry-Erase Working Surface Ceiling Series and VZ Series)	5.00%
	Hardware - (Cynap Pure > 20 piece pricing, Camera EYE-14, Visualizer VZ Series (Except VZ-8.UHD))	15.00%
	Hardware - (Visualizer VS-8.UHD)	12.00%
ZOOM	Software as a Service (SAAS)	8.00%

Related Services		
Data Projection, Inc.		
DATA PROJECTIONS, INC.	Labor per hour	9.00%
	Project Management per hour	9.00%
	Control System Programming per hour	9.00%
	System Design per hour	9.00%
	Training per day	4.00%
	Commissioning per hour	9.00%