

**APPENDIX C PRICING INDEX
DIR-SDD-2018
Amendment No. 3
SHI GOVERNMENT SOLUTIONS**

PRODUCTS	Customer Discount % off MSRP
Video Cameras	
Cisco Systems	40.50%
Logitech	22.25%
Polycom	24.50%
Audio Products	
Cisco Systems	53.50%
Polycom:	
Polycom SoundStation Systems	35.00%
All Other Polycom Audio Products	29.50%
Video Conferencing Kits	
AverMedia	4.50%
Cisco Systems	40.50%
Polycom	24.50%
Video Conferencing Accessories	
Ergotron – Power Shuttle Charging Carts and Desktop Charging Cabinets	39.00%
Ergotron – Wall Mounts and Accessories	20.00%
Ergotron (All other video conferencing accessories)	14.50%
Related Services	
Any related Training or extended warranties provided by the manufacturer on the above products provided Manufacturer gives SHI a discount.	4.50%