

APPENDIX C - PRICING INDEX
Amendment 3
DESIGNS THAT COMPUTE,
INC. DIR-SDD-2022

PRODUCTS	% DISCOUNT	CATEGORY EXPLANATION
CISCO		
Cisco Video Conferencing Equipment on the Global Price List	36.00%	
Cisco CTS-SX20-PHD12X-K9	43.00%	
Supporting Cisco Hardware / Software of the Global Price List	34.50%	
smartnet - 1 Year Cisco SMARTnet Contract - Government	9.50%	
smartnet - 3 Year Pre-Paid Cisco SMARTnet Contract - Government	16.50%	
Education Smartnet - 1 Year Cisco SMARTnet Contract - Education	19.50%	
Remote Operation - Cisco Remote Operation Service (ROS) *	9.50%	
Cisco Training	9.50%	
Cisco Installation	1.00%	
Visionality Training - Cisco	5.00%	
Visionality Labeled Service - Cisco	5.00%	
Visionality Installation - Cisco	5.00%	
Polycom		
Polycom DC10	26.65%	DC10 - PDC.8, SW1, Tier.7, vid.2, vid.3
Polycom DC12	32.25%	DC12 - aud.4, NS.2, Tier.8, vid,4
Polycom DC14	33.00%	DC14 - aud.2, aud.3,aud.5 (Item Class 840) NS.1 Tier.9
Polycom DC16	38.00%	DC16 - aud.10, aud.7, Tier.10, Tier.11
Polycom DC2	1.75%	DC2 - Tier.2
Polycom DC4	1.75%	DC4 - Tier.4
Polycom DC6	6.25%	DC6 - acc.1, acc.2, acc.3, Tier.5
Polycom DC8	10.75%	DC8- Tier.6
Polycom DC99	0.00%	DC99 acc.99, NS.99, sw.99, vid.99, Recertification Fee
Polycom QD.1	15.00%	QD.1
Polycom - QD-2	15.00%	QD.2
Polycom - TC.1	15.00%	TC.1
Polycom - Training	3.39%	Training
Polycom - Installation	3.39%	Installation
Visionality Training - Polycom	5.00%	Visionality Training
Visionality Labeled Service - Polycom	3.39%	Visionality Service
Visionality Installation - Polycom	5.00%	Visionality Installation
RADVISION		
Radvision - Scopia MCU and such	29.00%	
Radvision - Scopia Desktop - Codecs	29.00%	
Radvision Other Infrastructure Products	33.00%	
Radvision Standard Maintenance - % of list price of equipment	5.50%	
Radvision - Standard Maintenance Plus	6.00%	

PRODUCTS	% DISCOUNT	CATEGORY EXPLANATION
Radvision - Silver Maintenance	7.00%	
Radvision - Silver Maintenance Plus	8.00%	
Radvision - Application Maintenance	17.00%	
Radvision - API Support Maintenance	3.00%	
Radvision - Advanced Replacement Maintenance	5.50%	
Radvision - 24x7 Maintenance	5.50%	
Radvision - HD Maintenance	5.50%	
Radvision - Training	3.00%	
LIFESIZE		
Lifesize / Logitech - Class A	24.00%	A - Codes / Infrastructure
Lifesize / Logitech Class C	5.75%	C - Recertification Fees / Installation
Lifesize / Logitech Class D	0.00%	D - Training
Lifesize / Logitech Class E	10.75%	E - Logitech Accessories, MicPod Maintenance, etc. / Training
Lifesize / Logitech Class G	13.75%	G- Lifesize Passport / LG Executive and smaller CODECS
Lifesize / Logitech Class J	15.00%	J- Any J Category Product
VIDYO		
Vidyo Hardware	12.00%	Vidyo Hardware
Vidyo Software	12.00%	Vidyo Software
Vidyo Chat 150	1.00%	Chat 150
Vidyo PLUS Services	5.00%	Vidyo PLUS Services
Vidyo Partner Services	8.00%	Vidyo Partner Services
Value Added Services	1.00%	Value Added Services
Technical Services	5.00%	Technical Services
Technical Services	1.00%	Technical Services
Vidyo Campus	0.00%	Vidyo Campus
E-Rate Bundles	5.00%	E-Rate Bundles
Mid-Market Express Promo	8.00%	Mid-Market Express Promo
DESIGNS THAT COMPUTE (VISIONALITY) CUSTOM OFFERINGS		
		Visionality offers Turnkey Solutions based on Visionality designs. They fall into Three categories - ClassroomVision BoardroomVision and MobileVision
Visionality - CRV	14.00%	ClassroomVision Integrated Systems with Touch panel for complete classroom Control
Visionality - BRV	14.00%	BoardroomVision Integrated Systems with Touch panel for complete conference room Control
Visionality - MRV	14.00%	MobileVision Integrated Portable Systems designed to allow mobile videoconferencing
Visionality - INSTALLATION	35.00%	
Visionality - TRAINING	35.00%	
Visionality - TRAVEL	35.00%	
Visionality - ASSEMBLY	35.00%	
Visionality - PROGRAMMING	35.00%	
Visionality - Project Management	35.00%	

PRODUCTS	% DISCOUNT	CATEGORY EXPLANATION
Visionality - Design	35.00%	
Visionality - Platinum Service	5.00%	Complete Service Package for Parts, Labor, Software upgrades
Visionality - Gold Service	5.00%	Silver service plus unlimited amount of on site support for failures
Visionality - Gold Service Limited	5.00%	Silver service plus limited amount of on site support for failures
Visionality - Silver Service	5.00%	Service Package - for call center support of issues with special provisions for parts replacement and service
OTHER PRODUCTS		
Altinex	13.00%	Control Products
AMX	39.50%	Control Systems and other products
Audio Authority	13.00%	Control Products
Avteq	25.00%	Carts/Stands/Accessories
Avteq	40.00%	Wall Mounts
Avteq	10.00%	Articulating Wall Mounts/Camera Mounts
Avteq	22.00%	Custom Kiosks
Avteq	8.00%	All Others
Bogen	5.00%	Audio Components
Bretford	5.00%	Furniture
Cables To Go (C2G)	10.00%	Cables and peripherals
Chief	28.25%	
Clear One	20.00%	Video conferencing products / Interact Products
Clear One	21.50%	All other Clear One parts
Clear One	5.00%	Collaborate Accessories and Stands
Crestron	43.50%	Control Products/ Audio Products / Video Products
Crestron P/N: TSW-750-B-S, TSW-1050-B-S, DMPS3-200-C, TWS-W-S, Tsw-1052-W-S	48.00%	
Crestron P/N: DMPS-300C	55.00%	
Copernicus	5.00%	Classroom Media Furniture
Cyvix	5.00%	Video Walls
Da-Lite - A	13.00%	FAST-FOLD HEAVY DUTY DELUXE, FAST-FOLD TRUSS & FAST-FOLD DRAPERY
Da-Lite - B	21.00%	FAST-FOLD DELUXE
Da-Lite - C	27.00%	ELECTRIC , INTERACTIVE, FIXED FRAME , REAR PROJECTION (RIGID) ADVANCE CARTS, EASELS
Da-Lite - D	38.00%	Manual and LECTERNS (WOOD PRODUCTS) TRIPOD & PORTABLE
Draper - A	24.00%	Cinefold /Dress Kits
Draper - B	24.00%	Tripod Screens, Cinefold, ultimate folding screen, StageScreen
Draper - C	33.00%	Luma2
Draper - D	27.00%	All Others, Motorized Screens, etc.
Ebeam	5.00%	
Extron	42.00%	Annotation Devices
Extron	38.00%	All Other Parts, less templates
Extron	32.00%	450 Cross point, MAV Plus 6000 series, MGP, XTP
Hitachi	5.00%	Projectors, Displays, and other components
Kramer	32.50%	Components/and all non cable
Kramer	42.00%	Cables

PRODUCTS	% DISCOUNT	CATEGORY EXPLANATION
KW/2, Primetime	15.00%	Lighting
Liberty AV	35.00%	Cables
Liberty AV	20.00%	Baluns, Electronics and Racks
Lectrosonic	24.00%	Aspen, LecNet, D4, Venue, Wireless
Lectrosonic	10.00%	Accessories and misc.
Listen Technologies	19.00%	Hearing Impairment Equipment
Listen Technologies	12.00%	Cables, Some Antennae, Service
Middle Atlantic	37.00%	Racks
NEC	8.00%	NEC-Projectors, NEC Commercial
Optoma	43.00%	Standard Projectors
Optoma	13.00%	Lens Options
Optoma	14.00%	Replacement Lamps
Optoma	12.00%	Warranties, Screens, Cables, Other
Peerless	20.00%	
Pointmaker	5.00%	Graphics Display
Qomo	30.00%	Document Cameras, Electronic Whiteboards, Electronic slates, Polling Devices
QSC	5.00%	Audio Components
Raxxess - Chief Manufacturing	28.25%	
RevoLabs	16.00%	Microphones, Etc.
Sharp	18.00%	
Shure	15.00%	
Sound Tube	25.00%	Speakers, Amplifiers
Spectrum	43.75%	All Standard Spectrum Furniture
Tannoy	14.00%	
Vaddio	3.50%	WallVIEW
Vaddio	13.50%	WallVIEW D90/ Bose/ EasyTALK/ ProductionVIEW/ AV Bridge
Vaddio	16.50%	ControlVIEW/ WallVIEW HD-18 / WallVIEW HD-19
Vaddio	27.50%	In-Wall Mounts - Cables - Shelves
Vbrick	29.00%	Interconnect
VFI	22.00%	Plasma Carts/Brackets
VFI	15.00%	All Others
Vutec	5.00%	
Wolfvision	20.00%	Document Cameras and other hardware products
Wolfvision	22.48%	Document Cameras Vz Product Line Include: Vz-8plus4
Wolfvision	17.00%	Mounting Hardware