

APPENDIX C PRICING INDEX
DIR-SDD-2023
Amendment #2
AUDIO FIDELITY COMMUNICATIONS CORPORATION DBA WHITLOCK

Products	Customer Discount % off MSRP
Ace Backstage	24.50%
AKG Acoustics (Harmon)	15.50%
Alcorn McBride	8.50%
AMK	35.50%
AMX	46.50%
Anchor Audio	25.50%
Atlas Sound	27.50%
Atlona	8.50%
Ashly Audio	22.50%
ATM Flyware / Adaptive Technology	19.50%
AVTEQ	44.50%
Barco	17.50%
Beyer	15.50%
Biamp	28.50%
Bi-Tronics	14.50%
Blonder Tongue	14.50%
Bose	25.50%
Bosch	18.50%
Bright Line	15.50%
Cables to Go	29.50%
CAD Audio	32.50%
Chief	29.50%
Christie Digital	17.50%
Cisco Video	40.50%
Cisco Telepresence Products	34.50%
ClearCom	11.50%
Clear One	29.50%
ClockAudio	27.50%
Crestron	47.50%
Cyviz	28.50%
Digital Projection	11.50%
Draper	38.50%
EAW	23.50%
Eiki	32.50%
Elmo	26.50%
Epson	18.50%
Extron	40.50%
FSR Inc.	10.50%
Furman	22.50%
Gator Cases	34.50%
Gefen	11.50%
HaiVision	13.50%
H.S.A. Inc.	11.50%

Products	Customer Discount % off MSRP
Hall Research	26.50%
Infocus / Promixa	33.50%
JBL (Harmon)	25.50%
Jupiter	13.50%
JVC	15.50%
Kramer	11.50%
Liberty Wire and Cable	39.50%
Lifesize Video	19.50%
Lifesize Accessories	9.50%
Listen Technologies	25.50%
Lowell Manufacturing	11.50%
Lutron	13.50%
Mackie	10.50%
Marshall Electronics	13.50%
Marshall Furniture	11.50%
Meyer Sound	13.50%
Mitsubishi	17.50%
NEC	10.50%
OWI	11.50%
Peerless Industries	10.75%
Polycom Real Presence Immersive Products	7.50%
Polycom Real Presence Room (HDX Systems)	40.50%
Polycom - Real Presence Mobile	11.50%
Polycom - Software License	3.50%
Polycom - Video Content Management	9.50%
Polycom - RealPresence Universal Collaboration Manager	27.50%
Polycom - Real Presence Firewall and Security	17.50%
Polycom - Voice Systems	24.50%
Polycom - Learning Center / Training	3.50%
Premier	15.50%
Proco / Rapco	20.50%
QSC	12.50%
Radio Design Labs	12.50%
Revolabs	11.50%
RGB Spectrum	12.50%
Sabine	22.50%
Samsung	21.50%
Scala	6.50%
Sennheiser	25.50%
Sharp	39.50% *
Shure	25.50%
SMART Technologies	18.50%
Sonic Foundry	7.50%
Sony	12.50%
Sound-craft Systems	5.50%
Stewart	17.50%
SVSI	11.50%

Products	Customer Discount % off MSRP
SVS Lifts	17.50%
Tannoy	11.50%
Tascam	17.50%
TOA	33.50%
Tecnec	5.50%
TV One	15.50%
Vaddio	24.50%
Vbrick	19.50%
VFI	24.50%
Vidyo	11.50%
VTEL	4.50%
Vutec	17.50%
Whirlwind	9.50%
Williams Sound	13.50%
Winsted	21.50%
Wireless Computing	16.50%
Wolfvision	19.50%
Xantech	21.50%
Related Services	
Cisco Technical Services / Maintenance	2.50%
Lifesize Technical Services / Maintenance	1.50%
Polycom Partner Branded Services	1.50%
Polycom Audio Maintenace	1.50%
Polycom Video Maintenance	10.50%
Polycom Video Maintenance Multi Year	13.50%
Vidyo Technical Services / Support Maintenance	1.50%
Vbrick Support	1.50%
Installation Services	
Whitlock Integration - (Senior Design/CAD hourly rate - \$90.00)	1.50%
Whitlock Integration (Programming Hourly Rate - \$120.00)	1.50%
Whitlock Installation (Normal Business Hours - Hourly Rate \$75.00)	1.50%
Whitlock Maintenance / Support (Normal Business Hours - Hourly Rate \$120 per hour, 2 hour min.)	1.50%
Whitlock Maintenance / Support (After Business Hours - Hourly Rate \$180 per hour, 2 hour min.)	1.50%