

**Appendix C - Pricing Index**  
**DIR Contract No. DIR-SDD-2105, Amendment Number 3**  
**Integrated A/V Systems, LLC**

<b>Hardware</b>	<b>Customer Discount % off MSRP</b>
<b>Projectors</b>	
Epson	55.00%
Christie Digital	34.50%
DWU600-G (140-004105-01)	47.83%
NEC	19.50%
7500LU Dual Lamp	47.40%
11000LU DLP (NP-PH1000U)	37.40%
14000LU Dual Lamp (NP-PH1400U)	49.37%
Long Throw Zoom Lens (NP29ZL)	28.60%
Mitsubishi	29.50%
Sharp	29.50%
Digital Projection	14.50%
<b>Document Camera</b>	
Samsung	17.50%
Aver Media	14.50%
Lumens	14.50%
WolfVision	14.50%
<b>Screens</b>	
Dalite	39.50%
Dalite Manual Screen	29.50%
Draper	28.50%
LUMA 8x8 (207006)	46.15%
Stewart	21.50%
<b>Services</b>	<b>Customer Discount % off MSRP</b>
<b>Installation Services</b>	
<b>Customer Discount % off MSRP</b>	
Planning and Design	5.00%
Designer	5.00%
Programmer	5.00%
Installation Labor	5.00%
<b>Lead Technician</b>	5.00%
Senior Technician	5.00%
Junior Technician	5.00%
Helper	5.00%
<b>Training</b>	
<b>Customer Discount % off MSRP</b>	
Account Leader	5.00%
Lead Technician	5.00%
Senior Technician	5.00%
<b>Maintenance and Support</b>	
<b>Customer Discount % off MSRP</b>	
Lead Technician	5.00%
Senior Technician	5.00%
Junior Technician	5.00%
<b>Repairs (out of warranty)</b>	
<b>Customer Discount % off MSRP</b>	
Senior Technician	5.00%
Junior Technician	5.00%

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