

**Appendix C- Pricing Index  
DIR-TSO-3281 Amendment 1  
Visual Innovations Company, Inc.**

<b>Manufacturer or Brand</b>	<b>Customer Discount % off MSRP</b>
<b>AMX</b>	<b>40.00%</b>
<b>ATLAS SOUND</b>	
Atlas Sound - Select Mounting Accessories	<b>45.00%</b>
Atlas Sound - Main Equipment	<b>39.00%</b>
Atlas Sound - Accessories	<b>25.00%</b>
Atlas Sound - Cable	<b>10.00%</b>
Atlas Sound - Cable Accessories	<b>5.00%</b>
<b>AVTEQ</b>	
AVTEQ - Select Accessories	<b>78.00%</b>
AVTEQ - General Lecterns	<b>43.00%</b>
AVTEQ - Customized Lecterns	<b>34.00%</b>
<b>BARCO</b>	
Barco - Software	<b>5.00%</b>
Barco - Clickshare	<b>10.00%</b>
Barco - Clickshare Accessories	<b>17.00%</b>
Barco - Conference/Class Projectors	<b>25.00%</b>
Barco - Large Venue Projectors	<b>35.00%</b>
Barco - Portable Projectors	<b>22.00%</b>
<b>BenQ</b>	
Benq - Select Accessories	<b>5.00%</b>
BenQ - Projector Accessories	<b>12.00%</b>
BenQ - Portable Projectors	<b>25.00%</b>
BenQ - Conference/Classroom Projectors	<b>40.00%</b>
BenQ - Large Venue	<b>38.00%</b>
BenQ - Select Extended Warranties	<b>55.00%</b>
<b>BiAmp</b>	<b>40.00%</b>
<b>CHIEF</b>	
Chief - Mount Accessories	<b>22.00%</b>
Chief - Projector Mounts (Small)	<b>37.00%</b>
Chief - Projector Mounts (Medium)	<b>41.50%</b>
Chief - Projector Mounts (Large)	<b>44.00%</b>
Chief - Display Mounts	<b>35.00%</b>
Chief - Select Accessories	<b>62.00%</b>

<b>Manufacturer or Brand</b>	<b>Customer Discount % off MSRP</b>
<b>CHRISTIE DIGITAL</b>	
Christie Digital - Projector Hardware	5.00%
Christie Digital - Projector Lighting	10.00%
Christie Digital - Projector Select Standard Lenses	20.00%
Christie Digital - Projector Select Long Throw Lenses	10.00%
Christie Digital - Microtile Accessories	40.00%
Christie Digital - Classroom/Conference Room Projectors	49.00%
Christie Digital - Large Venue Projectors	31.00%
Christie Digital - Portable Projectors	62.00%
<b>CLEAR ONE</b>	
ClearOne - Interact Bundles	25.00%
ClearOne - Converge Pro	20.00%
ClearOne - Select Accessories	5.00%
ClearOne - Camera/Mounting Accessories	40.00%
<b>CRESTRON</b>	
Crestron - Control Hardware	44.00%
Crestron - Accessories	10.00%
Crestron - Select Software	55.00%
Crestron - Lync Systems	15.00%
<b>Da-Lite</b>	28.00%
<b>Draper</b>	28.00%
<b>ELMO</b>	
Elmo - Select Visual Presenters	5.00%
Elmo - Software	10.00%
Elmo - Small Doc Cam	20.00%
Elmo - Medium Doc Cam	25.00%
Elmo - Select Carts	38.00%
<b>Extron</b>	40.00%
<b>Hiperwall</b>	10.00%
<b>HITACHI</b>	
Hitachi - Classroom/Conference Room Projectors	47.00%
Hitachi - Large Venue Projectors	45.00%
Hitachi - Select Software	55.00%
Hitachi - Legacy Projectors	50.00%
Hitachi - Select Filter Accessories	5.00%
Hitachi - Select Lamp Accessories	1.00%
Hitachi - Select Projector Accessories	20.00%

<b>Manufacturer or Brand</b>	<b>Customer Discount % off MSRP</b>
<b>JBL</b>	
JBL - Select Accessories	25.00%
JBL - Select Speakers	28.00%
<b>KRAMER</b>	
Kramer - Select Switchers	34.00%
Kramer - Select Cables/Accessories	46.00%
<b>Middle Atlantic</b>	40.00%
<b>PREMIER MOUNTS</b>	
Premier Mounts - Select Hardware	28.00%
Premier Mounts - Select Accessories	40.00%
<b>SAMSUNG</b>	
Samsung - Select Pro Displays	25.00%
Samsung - Select Tablets	52.50%
Samsung - Select Accessories	5.00%
<b>SCALA</b>	
Scala - Digital Signage Software	22.00%
Scala - Script Kits	5.00%
<b>SOUNDCRAFT</b>	
Soundcraft - Select Lecterns	28.00%
Soundcraft - Select Lectern Accessories	10.00%
Soundcraft - Select Base Lecterns	40.00%
Soundcraft - Select Laminates	5.00%
<b>SPECTRUM</b>	
Spectrum - Select Lecterns	46.00%
Spectrum - Select Custom Lecterns	40.00%
<b>VADDIO</b>	
Vaddio - Select Accessories	45.00%
Vaddio - Select Hardware	20.00%
Vaddio - Select Software	25.00%
Vaddio - Select Input Cards	5.00%
<b>VFI</b>	
VFI - Select Basic Carts	40.00%
VFI - Select Custom Carts	41.00%
VFI - Select Accessories	18.00%
<b>VIVITEK</b>	
Vivitek - Portable Projectors	40.00%
Vivitek - Legacy Projectors	38.00%

<b>Manufacturer or Brand</b>	<b>Customer Discount % off MSRP</b>
Vivitek - Classroom/Conference Room Projectors	<b>20.00%</b>
Vivitek - Novo	<b>15.00%</b>
Vivitek - Select Projector Accessories	<b>5.00%</b>
<b>VISUAL INNOVATIONS</b>	
Visual Innovations - Select Small Module	<b>10.00%</b>
Visual Innovations - Select Medium Module	<b>20.00%</b>
Visual Innovations - Select Large Module	<b>25.00%</b>
Visual Innovations - Select Standard Module	<b>30.00%</b>
Visual Innovations - Select Enterprise Module	<b>25.00%</b>
<b>Services</b>	
<b>Related Services Description - Labor Category</b>	<b>Customer Discount % off MSRP</b>
<b>Visual Innovations - Select Services</b>	<b>14.25%</b>
<p><b>NOTE: Vendor's quote to DIR Customers shall include the Administrative Fee. The Customer price is calculated as follows: Customer Price = (MSRP or List Price – Customer Discount ) x (1 + DIR Administrative Fee, as set forth in the Contract).</b></p>	