

**Appendix C Pricing Index
DIR-TSO-3344
Pathway Communications, Ltd.**

Product Description	Product Number	DIR Customer Discount % off MSRP
EPSON BrightLink 485Wi Interactive Projector w/Table Mount	V11H452520T	7%
EPSON BrightLink 485Wi Interactive Projector w/Wall Mount	V11H452520W	7%
EPSON BrightLink 475Wi Interactive Projector w/Table Mount	V11H453520T	7%
EPSON BrightLink 475Wi Interactive Projector w/Wall Mount	V11H453520W	7%
EPSON BrightLink 595Wi Projector, 3300 Lumens, WXGA	V11H599022	7%
EPSON BrightLink 585Wi Projector, 3300 Lumens, WXGA	V11H600022	7%
EPSON BrightLink 575Wi Projector, 2700 Lumens, WXGA	V11H601022	7%
EPSON BrightLink Pro 1410Wi Interactive Projector, WXGA 3100 Lumens	V11H480525	7%
EPSON Demo Kit BrightLink Pro 1410Wi Plus WorkForce 2540	V11H480525-D	7%
EPSON BrightLink Pro 1410Wi Interactive Projector w/Table Mount, WXGA 3100 Lumens	V11H480525T	7%
EPSON Demo Kit BrightLink Pro 1410Wi, Table Mount Plus WorkForce 2540	V11H480525TD	7%
EPSON BrightLink Pro 1410Wi Interactive Projector w/Wall Mount WXGA 3100 Lumens	V11H480525W	7%
EPSON Demo Kit BrightLink Pro 1410Wi, Wall Mount Plus WorkForce 2540	V11H480525WD	7%
EPSON BrightLink Pro 1430Wi Finger Touch Projector, WXGA 3200 Lumens, 2 Pens	V11H665520	7%
EPSON BrightLink Pro1430Wi Projector WXGA 3300 Lumens, 2 Pens, Finger Touch w/Table Mount	V11H665520T	7%
EPSON BrightLink Pro1430Wi Projector WXGA 3300 Lumens, 2 Pens, Finger Touch w/Wall Mount	V11H665520W	7%
Accessories, Miscellaneous - ViewSonic DVI-D Digital cable 1.8 meter	CB-00008187	25%
Accessories, Digital Signage, Software - Multiview Video Wall software. TAA Trade Compliant	SW-009	25%
Accessories, Privacy Filter Screen Protectors - ViewSonic 21.5" Privacy Filter Screen Protector for Widescreen (16:9) LCD Monitor Lightweight Anti-glare and Anti-scratch, Black.	VSPF2150	25%
Accessories, Projector Replacement Lamps - PJ358 Replacement Lamp Module	RLC-027	25%
Accessories, Wireless Peripherals - USB wireless adapter (802.11 b/g/n) for PLED-W500, PJD7383, PJD7383i, PJD7583w, PJD7583wi, PRO8400, PRO8450w, and PRO8500	WPD-100	25%
Desktop Virtualization, Multiprotocol Embedded Smart Client/Thin Client Display - 21.5" thin client display with embedded TI 1-GHz ARM® Cortex®-A8 and ARM Linux OS, optimized for all of the major remote networking protocols including Microsoft RDP with RemoteFX, Citrix ICA/HDX, and PCoIP for VMware View, VGA In and DVI-I out for Dual Monitor, 10/100/1000 Giga bit Ethernet (RJ45), Kensington Lock and VESA mountable	SD-T225_BK_US0	11%
Desktop Virtualization, Multiprotocol Smart Client/Thin Client - with TI DM8148 ARM processor for Virtualized computing, supported VDI Protocols include Citrix ICA/HDX, VMware, and MS RemoteFX, Dual 1080p Video Output with DVI, 10/100/1000 Giga bit Ethernet (RJ45), Kensington Lock and VESA mount, TAA Trade Compliant	SC-T35_BK_US_0	11%

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<u>Desktop Virtualization, ViewSonic Smart Display with Citrix - 23" LED XenMobile Smart Display Client, 1920x1080 Full HD resolution, nVidia Tegra 4 Processor and Citrix® XenMobile®, include HDMI, four full size USB and one micro USB port, SD Card Reader, RJ45, headphone jack, and 2M pixel webcam with integrated microphone. Wireless and Bluetooth network connections.</u>	SD-A235-BK-US0	11%
<u>Desktop Virtualization, ViewSonic Smart Displays - 23" IPS LED Smart Display 1920x1080 Full HD resolution, nVidia Tegra 4 CPU, 10 point projected capacitive touch screen, Android OS with Chrome browser.include HDMI, four full size USB and one micro USB port, SD Reader, RJ45, headphone jack, and 2M pixel webcam with integrated microphone . Wireless and Bluetooth network connections.</u>	VSD231-BKA-US0	11%
<u>Desktop Virtualization, VMWare Optimized Embedded Zero Client Monitor - 21.5" Zero Client Monitor with 1920x1080 full HD resolution, Teradici 2321 processor, Hardware Accelerated VMware PCoIP, VGA In and DVI-I out for Dual Monitor, 10/100/1000 Giga bit Ethernet (RJ45), Kensington Lock, VESA mount.</u>	SD-Z225_BK_US0	11%
<u>Desktop Virtualization, VMWare Optimized Zero Client - with Teradici Tera2321 processor for Virtualized computing, hardware accelerated Vmware PCoIP, Dual 1080p Digital Out with DVI-I and DVI-D, 10/100/1000 Giga bit Ethernet (RJ45), Kensington Lock and VESA mount, TAA Trade Compliant</u>	SC-Z55_BK_US_0	11%
<u>Digital Signage, Digital Media Players - ViewSonic's new NMP-570W full HD wireless media player provides extreme reliability and stunning 1080P video playback mixed with rich content harnessed live from the cloud. The NMP-570w utilizes the latest technologies - HTML5 for delivering dynamic information at the point of service over the web or from a network server.</u>	NMP-570W	12%
<u>Digital Signage, ePoster - 10.1" multi-touch digital ePoster, interactive "all-in-one" display featuring a built-in media player and Power Over Ethernet (POE) functionality, internal media player and 4GB internal storage, easy loading of content through USB or Network (RJ45) Ethernet or wireless 802.11b/g/n, signage manager express, supports video, photos, music and text - JPEG, MPEG 1, 2, 4, PNG, MP3, MPEG L2 audio, 2wx2 speakers.</u>	EP1032R-T	12%
<u>Digital Signage, Large Format Displays - 32" LED full HD Professional Display, 1920x1080p resolution, Energy saving LED panel technology, User programmable calibration, Automated RS232 control port, IR remote pass through, HDMI, VGA, YPbPr inputs, USB Multi-media port, Auto Clock feature, Energy star 5.3, 10Wx2, SRS TruSurround HD audio, 3-year limited warranty.</u>	CDE3200-L	12%
<u>Digital Signage, Touch - 70" (69.5" viewable) Full HD touch interactive commercial display with 1920x1080p panel resolution and 350 nits of brightness with 4000:1 contrast ratio and 7H hard protective anti- glare glass screen surface.</u>	CDE7051-TL	12%
<u>Monitors, TAA Compliant VA Series Monitors - GSA Trade Compliant Versions</u>	none today	25%
<u>Monitors, TAA Compliant VG Series Monitors - GSA Trade Compliant Version of VG2239M-LED. Made in Mexico.</u>	VG2239M-TAA	25%
<u>Monitors, TAA Compliant VP Series Monitors - GSA Trade Compliant Versions</u>	none today	25%
<u>Monitors, TD Series Touch Monitors - 22" Multi-touch LED Full HD LED backlit monitor with 1920x1080 resolution, Dual Optical Touch with 8H hardness, DVI and VGA inputs, 20,000,000:1 Dynamic contrast ratio, Stereo speakers with SRS premium sound, Energy Star and EPEAT Silver certified.</u>	TD2220	25%
<u>Monitors, VA Series Monitors - 17" 4:3 LED backlit monitor, 1280x1024 resolution, LED backlight for energy savings, 250 nits, 10,000,000:1 MEGA Contrast Ratio, 5ms response time, VGA input, Energy Star, RoHS, and TCO certified, matte finish.</u>	VA705-LED	25%

Product Description	Product Number	DIR Customer Discount % off MSRP
<u>Monitors, VG Series Monitors</u> - 19" 5:4 LED display, fully ergonomic, 1280 x 1024, 20M:1 Mega DCR, SuperClear IPS technology, pivot, height adjust, swivel, tilt. VGA, DVI, and USB hub. Integrated speakers, VESA-mountable, Energy Star, EPEAT certified.	VG939SM	25%
<u>Monitors, VP Series Monitors</u> - 23" Black Widescreen LED, 1920x1080, IPS Panel, 178/178 viewing angles, 250 nit, 1000:1 contrast ratio, w/ 4-port USB hub, pivot, tilt, swivel, and height adjust, matte finish.	VP2365-LED	25%
<u>Monitors, VX Series Monitors</u> - 22" (21.5" VIS) Full HD multimedia display, 1920x1080, 2ms ultra-fast response time, 50M:1 MEGA Dynamic Contrast Ratio, D-sub, DVI and HDMI inputs, built-in 2W x 2 stereo speakers, VESA-mountable design.	VX2252MH	25%
<u>Projector, Projector Peripherals</u> - Interactive Pen for PJD8353s and PJD8653ws	PJ-PEN-003	35%
<u>Projectors, PJD5xxx Series</u> - SVGA DLP Projector, 3000 lumens, 15,000:1 contrast ratio, 800x600, PC 3D ready, integrated speaker, dual VGA inputs, VGA out, composite, s-video, audio in/out, RS-232, 4500/6000/10000 hours lamp life (Normal/ECO/DynamicEco mode), 4.6 lbs net.	PJD5132	35%
<u>Projectors, PJD6xxx Series</u> - XGA DLP Projector, 3000 lumens, 15000:1 contrast ratio, 1024x768, 3D Blu-ray ready, integrated speaker 2w, HDMI, dual VGA in, composite, s-video, VGA out, RJ-45, Audio in/out, RS232, 1.1x manual Zoom and Focus, Throw Ratio 1.86-2.04, DynamicEco Technology, Apple Mac compatible, 4500/6000/10000 hours lamp life (Normal/ECO/DynamicEco mode), 4.6 lbs net.	PJD6235	35%
<u>Projectors, PJD7xxx Series</u> - WXGA DLP Network Projector, 4000 lumens, 15000:1 contrast ratio, Advanced Connect Technology, 1280x800, throw ratio 1.39-2.23, 3D blu-ray ready, mobile App, USB, LAN control, integrated speaker, dual VGA inputs, VGA out, HDMI, 3000 hours lamp life (ECO mode), DynamicECO, Crestron LAN controller, AMX certified, 6.7 lbs net.	PJD7533W	35%
<u>Projectors, PJD8xxx Series</u> - XGA Ultra Short Throw DLP Network Projector, 3000 lumens, 15000:1 contrast ratio, Advanced Connect Technology, 1024x768, throw ratio 0.468, 3D blu-ray ready, mobile App, USB, LAN control, dual VGA inputs, VGA out, HDMI, RS232, integrated speaker 16w, 5000 hours lamp life (ECO mode), DynamicECO, Apple Mac compatible, Crestron & AMX certified, 8 lbs net.	PJD8333S	35%
<u>Projectors, PLED Series</u> - Ultra-portable LED WXGA DLP projector, 600 ANSI lumens, 1280x800, built-in SonicMode sound system with 2W stereo speaker, MHL-enabled HDMI, 30,000 hour lamp life, SuperColor™ technology, 1.8 lbs net. TAA compliant	PLED-W600	35%
<u>Projectors, Pro Series Installation</u> - 1080p Full HD DLP Home Entertainment Projector, 2000 lumens, 4000:1 contrast ratio, 1920x1080, 20w integrated speaker, dual HDMI inputs, component video, dual VGA inputs, VGA out, 1.5x optical zoom, 6000 hours lamp life (ECO mode), 8.5 lbs net.	PRO8200	35%
SAFARI Montage T-640i Tower Server (includes SAFARI Montage Operating System)	SERV-T640i	8%
SAFARI Montage RM-540i Rackmount Server (includes SAFARI Montage Operating System)	SERV-RM540i	7%
SAFARI Montage RM-126X 12-Bay Rackmount Server (includes SAFARI Montage Operating System)	SERV-RM126X	12%
SAFARI Montage WAN-1212X 12- Bay Rackmount Server (includes SAFARI Montage Operating System)	SERV-WAN1212X	12%
SAFARI Montage 8 Bay Rackmount Server RM86 (includes SAFARI Montage Operating System)	SERV-RM86	12%
SAFARI Montage 12 Bay WAN 1212 Rackmount Server (includes SAFARI Montage Operating System)	SERV-WAN1212	13%
SAFARI Montage Network DVR 2-Stream Server	SERV-NDVR-2STREAM	7%
SAFARI Montage Network DVR 6-Stream Server	SERV-NDVR-6	12%
SAFARI Montage Network DVR 12-Stream Server	SERV-NDVR-12	9%

Product Description	Product Number	DIR Customer Discount % off MSRP
SAFARI Montage Mobile Broadcast Server	SERV-BROADCAST	8%
HARD DRIVES		
for T420, RM640, WAN1240 Servers (Replacement Drives)		
250GB OS Drive	ODRV-0025-E2-D	3%
500GB Hard Drive	CDRV-005-E-D	11%
1TB Hard Drive	CDRV-010-E-D	5%
2TB Standard Definition Content Drive	CDRV-020-E-D	5%
2TB High Resolution H.264 Content Drive	CDRV-020-E-D	5%
for T440X, RM440X, RM640X, WAN880X, RM126X, WAN1212X Servers		0%
300GB OS Drive	ODRV-0030-E1-D	3%
500GB Hard Drive	CDRV-005-E-D	11%
1TB Hard Drive	CDRV-010-E-D	5%
2TB Standard Definition Content Drive	CDRV-020-E-D	5%
2TB High Resolution H.264 Content Drive	CDRV-020-E-D	5%
for RM126X, WAN1212X Servers Only		0%
3TB High Resolution H.264 Content Drive	CDRV-030-E-D	5%
for T440i, T640i, RM440i, & RM540i Servers		0%
250GB OS Drive (for T440i, T640i, RM440i)	ODRV-0025-E2-Y	3%
250GB OS Drive (for RM540i)	ODRV-0025-E3-Y	3%
500GB Hard Drive	CDRV-005-S-Y	13%
1TB Drive	CDRV-010-S-Y	7%
2TB Standard Definition Content Drive	CDRV-020-S-Y	8%
2TB High Resolution H.264 Content Drive	CDRV-020-S-Y	8%
3TB High Resolution H.264 Content Drive	CDRV-030-S-Y	8%
for RM820, WAN840, RM840, RM86, WAN880, WAN1212 Servers		0%
250GB OS Drive	ODRV-0025-E2-Y	3%
500GB SATA Hard Drive	CDRV-050-E-Y	13%
1TB SATA Drive	CDRV-010-E-Y	6%
2TB Standard Definition Content Drive	CDRV-020-E-Y	6%
2TB High Resolution H.264 Content Drive	CDRV-020-E-Y	6%
for RM820, RM86, WAN840, WAN1212 Servers Only		0%
3TB High Resolution H.264 Content Drive	CDRV-030-E-Y	6%
Solid State OS Drives		0%
Solid State OS Drive - Selected Option (to upgrade the OS drives at time of server purchase)	ODRV-SSOPTION	5%
Solid State Hard Drive for Dell WAN or Rackmount Servers (to replace an OS drive on a server previously sold)	ODRV-0020-E1-D	5%
Solid State Hard Drive for SAFARI Montage (Non-Dell) WAN or Rackmount Servers (to replace an OS drive on a server previously sold)	ODRV-0020-E1-Y	5%
ENCODERS		
SAFARI Digital Encoder Chassis	SAF10842	10%
SAFARI Montage SD Encoder – Standalone	SAF10845HB	9%
SAFARI Montage SD Encoder – Rackmount	SAF12383HB	9%
SAFARI Montage HD Encoder – Standalone	SAF10845HD	7%
SAFARI Montage HD Encoder – Rackmount	SAF12383HD	7%
SAFARI Montage Encoder HD Upgrade	SAF13516	5%
SAFARI Montage SD/HD MPEG Encoder	G1571	10%
SAFARI Montage Quad SD/HD MPEG Encoder	G1572	11%
OTHER HARDWARE		
HD CMC/Kiosk (w/o Keypad)	CMC-HD-STD	8%
HD Solid State CMC/Kiosk (w/o Keypad)	CMC-HD-SSD	8%
Kiosk Keypad	SAF13072	7%
SOFTWARE		
Learning Object Repository Annual Enterprise License - price per student, per year	G9800N, G9800R	17%
Learning Object Repository Annual School License - price per school, per year (1)	G9801N, G9801R	17%
Interoperability Support Services - price per student, per year (2)	G9802N, G9802R	17%

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WAN Manager Annual License (incl MHA and SUP) - price per student, per year (3)	G9860N, G9860R	17%
Digital Learning Platform - price per student, per year	G9604N, G9604R	17%
Blended Learning module - price per student, per year (4)	G9861N, G9861R	17%
SAFARI Montage WAN Manager (Head-End License) (5)	G9852 -L	17%
SAFARI Montage WAN Manager (Head-End License) - Districts with 5 or fewer schools (5)	G9852 -S	17%
SAFARI Montage WAN Manager (Client Licenses, per school) (5)	G9853-L	17%
SAFARI Montage WAN Manager (Client Licenses, per school) - Districts with 5 or fewer schools (5)	G9853-S	17%
SAFARI Montage CreationStation Software (5)	G9780	17%
SAFARI Montage CreationStation School Licenses (per school) (5)	G9854	17%
SAFARI Montage Managed Home Access, per school per year (5)	G1207	17%
Multi-Format Auto-Converter - Standalone School License (5)	G2000	13%
Multi-Format Auto-Converter - District License (5)	G2001	13%
Selective Video Streaming (SVS) Head-end License	G9910	17%
Selective Video Streaming (SVS) School Licenses (per school)	G9943	17%
Pathways SM Software Head-end License	SAF13164	17%
Pathways SM Client Licenses (per school)	SAF13167	23%
SAFARI Montage NDVR Network Software	G1320	17%
SAFARI Montage NDVR Network Software (2 stream additional units)	G1320-2	17%
SAFARI Montage NDVR Network Software (6 stream additional units)	G1320-6	17%
SAFARI Montage NDVR Network Software (12 stream additional units)	G1320-12	17%
SAFARI Montage Mobile Broadcast Controller License	G9000	17%
SAFARI Montage Mobile Broadcast Server License	G9001	17%
SERVICE Description	Product Number	DIR Customer Discount % off MSRP
Service, Warranty Upgrade/Extension - Thin Client (SC-Txx) and Zero Client (SC-Zxx) Adapter Express Exchange During Standard 3-Year Warranty	SC-EE-01-03	25%
NORMAL BUSINESS HOURS (9am-5pm Monday through Friday excludes national holidays. Priced per hour)		
PROJECT MANAGER	PWPM1	25%
LEAD TECH	PWLT1	25%
PROGRAMING	PWPRG1	25%
DESIGN / ENGINEERING	PWDE1	25%
INSTALLATION TECH	PWITECH1	25%
GENERAL LABOR	PWGL	25%
AFTER BUSINESS HOURS		
LEAD TECH	PWLT1ABH	10%
PROGRAMING	PWPRG1ABH	10%
DESIGN / ENGINEERING	PWDE1ABH	10%
INSTALLATION TECH	PWITECH1ABH	10%
GENERAL LABOR	PWGLABH	10%
EMERGENCY SERVICE (Next business day response and holiday call outs are considered Emergency calls. Priced per hour)		
LEAD TECH	PWLT1EMR	5%
PROGRAMING	PWPRG1EMR	5%
DESIGN / ENGINEERING	PWDE1EMR	5%
INSTALLATION TECH	PWITECH1EMR	5%
GENERAL LABOR	PWGLEMR	5%
Phone Support	Priced per hour.	
NBH M-F 9am-5pm	PWPSUPNBH	25%
ABH M-F 5pm-9am	PWPSUPABH	25%
Site Survey	Priced per building.	
Site visit and Survey	PWSSRV	25%