

## Appendix C Pricing Index to DIR-TSO-3364 Hughes Network Systems, LLC

Product Description	Product Number / Detailed Description	Unit	DIR Customer Discount
<b>Digital Signage</b>			
Single Signage Server Package for Digital Bulletin Board	One MediaGate Signage Server (1503029-0001 up to 50 players) , Annual software maintenance for server , Professional installation of server ,Program Management, Professional training, configuring, background and template creation, and testing	Each	6.0199%
Redundant Signage Servers Package for Digital Bulletin Board	Two MediaGate Signage Servers (1503029-0001 up to 50 players) , Annual software maintenance for server , Professional installation of server ,Program Management, Professional training, configuring, background and template creation, and testing	Each	6.0088%
Single Enterprise Server Package for Digital Bulletin Board	One Enterprise Signage Server (1502926-0001), Professional installation of MediaGate server, Professional training, Program Management,configuring, background and template creation and testing	Each	6.0030%
Redundant Enterprise Signage Servers Package for Digital Bulletin Board	Two Enterprise Signage Servers (1502926-0001)Professional installation of MediaGate server, Program Management, Professional training, configuring, background and template creation and testing	Each	6.0036%
32" Customer Hosted Digital Bulletin Board Package	32" Commercial LCD HDTV Media Player(SST-1000 or equivalent) ANNUAL SW MAINT SST-1000 or equivalentUp to 100' of Ethernet Cable,Up to 6' of HDMI Cable,USB to Serial adapterProfessional Installation, installed at Sheetrock Wall with wall mount with Media Player compartment and necessary cablingNBD Onsite Field MaintenanceProgram Management	Each	6.0134%
37" Customer Hosted Digital Bulletin Board Package	37" Commercial LCD HDTV Media Player(SST-1000 or equivalent) ANNUAL SW MAINT SST-1000 or equivalentUp to 100' of Ethernet Cable,Up to 6' of HDMI Cable,USB to Serial adapterProfessional Installation, installed at Sheetrock Wall with wall mount with Media Player compartment and necessary cablingNBD Onsite Field MaintenanceProgram Management	Each	6.0406%
42" Customer Hosted Digital Bulletin Board Package	42" Commercial LCD HDTV Media Player(SST-1000 or equivalent) ANNUAL SW MAINT SST-1000 or equivalentUp to 100' of Ethernet Cable,Up to 6' of HDMI Cable,USB to Serial adapterProfessional Installation, installed at Sheetrock Wall with wall mount with Media Player compartment and necessary cablingNBD Onsite Field MaintenanceProgram Management	Each	6.0112%
47" Customer Hosted Digital Bulletin Board Package	47" Commercial LCD HDTV Media Player(SST-1000 or equivalent) ANNUAL SW MAINT SST-1000 or equivalentUp to 100' of Ethernet Cable,Up to 6' of HDMI Cable,USB to Serial adapterProfessional Installation, installed at Sheetrock Wall with wall mount with Media Player compartment and necessary cablingNBD Onsite Field MaintenanceProgram Management	Each	6.0168%
55" Customer Hosted Digital Bulletin Board Package	55" Commercial LCD HDTV Media Player(SST-1000 or equivalent) ANNUAL SW MAINT SST-1000 or equivalentUp to 100' of Ethernet Cable,Up to 6' of HDMI Cable,USB to Serial adapterProfessional Installation, installed at Sheetrock Wall with wall mount with Media Player compartment and necessary cablingNBD Onsite Field MaintenanceProgram Management	Each	6.1221%
32" Customer Hosted Digital Bulletin Board and TV Encoder Package	32" Commercial LCD HDTV Media Player(SST-1000 or equivalent) ANNUAL SW MAINT SST-1000 or equivalentTV Encoder(or Slingbox),Up to 100' of Ethernet Cable,Up to 6' of HDMI Cable,USB to Serial adapterProfessional Installation, installed at Sheetrock Wall with wall mount with Media Player compartment and necessary cablingNBD Onsite Field MaintenanceProgram Management	Each	6.0988%
37" Customer Hosted Digital Bulletin Board and TV Encoder Package	37" Commercial LCD HDTV Media Player(SST-1000 or equivalent) ANNUAL SW MAINT SST-1000 or equivalentTV Encoder(Slingbox),Up to 100' of Ethernet Cable,Up to 6' of HDMI Cable,USB to Serial adapterProfessional Installation, installed at Sheetrock Wall with wall mount with Media Player compartment and necessary cablingNBD Onsite Field MaintenanceProgram Management	Each	6.0255%
42" Customer Hosted Digital Bulletin Board and TV Encoder Package	42" Commercial LCD HDTV Media Player(SST-1000 or equivalent) ANNUAL SW MAINT SST-1000 or equivalentTV Encoder(or Slingbox),Up to 100' of Ethernet Cable,Up to 6' of HDMI Cable,USB to Serial adapterProfessional Installation, installed at Sheetrock Wall with wall mount with Media Player compartment and necessary cablingNBD Onsite Field MaintenanceProgram Management	Each	6.0206%

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47" Customer Hosted Digital Bulletin Board and TV Encoder Package	47" Commercial LCD HDTV Media Player(SST-1000 or equivalent) TV Encoder(or Slingbox),ANNUAL SW MAINT SST-1000 or equivalentTV Encoder(Slingbox),Up to 100' of Ethernet Cable,Up to 6' of HDMI Cable,USB to Serial adapterProfessional Installation, installed at Sheetrock Wall with wall mount with Media Player compartment and necessary cablingNBD Onsite Field MaintenanceProgram Management	Each	6.0547%
55" Customer Hosted Digital Bulletin Board and TV Encoder Package	55" Commercial LCD HDTV Media Player(SST-1000 or equivalent) TV Encoder(or Slingbox),ANNUAL SW MAINT SST-1000 or equivalentTV Encoder(Slingbox),Up to 100' of Ethernet Cable,Up to 6' of HDMI Cable,USB to Serial adapterProfessional Installation, installed at Sheetrock Wall with wall mount with Media Player compartment and necessary cablingNBD Onsite Field MaintenanceProgram Management	Each	6.0522%
Customer Hosted Digital Signage Package without HD Display	Media Player(SST-1000 or equivalent) ANNUAL SW MAINT SST-1000 or equivalentProfessional Media Player Installation, necessary cabling, Up to 100' of Ethernet Cable, Up to 6' of HDMI Cable, USB to Serial adapter,NBD Onsite Field MaintenanceProgram Management	Each	5.4369%
Customer Hosted Digital Signage and TV Encoder Package without HD Display	Media Player(SST-1000 or equivalent) ANNUAL SW MAINT SST-1000 or equivalentTV Encoder( or Slingbox),Professional Media Player Installation, necessary cabling, Up to 100' of Ethernet Cable, Up to 6' of HDMI Cable, USB to Serial adapter,NBD Onsite Field MaintenanceProgram Management	Each	5.3666%
MAKITO Encoder Appliance - HD/SD H.264 IP Video Encoder	MAKITO Encoder Appliance - HD/SD H.264 IP Video Encoder – Component Analog (Y,Pb,Pr/RGBHV) and Digital Video (DVI) input over DVI-I; up to 1080p60 HD Video or 1280x1024 60Hz Computer; 150 kbps to 15 Mbps; 2ch. analog audio input; 10/100/1000 Ethernet; 5VDC w/ 90-240 VAC External Power with Locking Connector. (HaiVision Part No. of S-290E-DVI or equivalent). Includes installation, configuration & program management. Installation must occur in conjunction with professional service.	Each	5.0028%
32" Hughes Hosted Digital Bulletin Board Package with HD Display	32" Commercial LCD HDTV Media Player(SST-1000 or equivalent) Annual Software Maintenance of SST-1000 or equivalentProfessional Installation, installed at Sheetrock Wall with wall mount with Media Player compartment and necessary cabling, Up to 100' of Ethernet Cable, Up to 6' of HDMI Cable, USB to Serial adapter12 months Teir1 Customer Support12 months Hosted Service Next Business Day On-site Field Maintenance for SST-1000 or equivalentAccess to Hughes Portal to Upload, Create and Manage the Content Requires Internet access in order to connect to the Hughes Digital Bulletin Board Host Server	Each	6.0576%
37" Hughes Hosted Digital Bulletin Board Package with HD Display	37" Commercial LCD HDTV Media Player(SST-1000 or equivalent) Annual Software Maintenance of SST-1000 or equivalentProfessional Installation, installed at Sheetrock Wall with wall mount with Media Player compartment and necessary cabling, Up to 100' of Ethernet Cable, Up to 6' of HDMI Cable, USB to Serial adapter12 months Teir1 Customer Support12 months Hosted Service Next Business Day On-site Field Maintenance for SST-1000 or equivalentAccess to Hughes Portal to Upload, Create and Manage the Content Requires Internet access in order to connect to the Hughes Digital Bulletin Board Host Server	Each	6.0762%
42" Hughes Hosted Digital Bulletin Board Package with HD Display	42" Commercial LCD HDTV Media Player(SST-1000 or equivalent) Annual Software Maintenance of SST-1000 or equivalentProfessional Installation, installed at Sheetrock Wall with wall mount with Media Player compartment and necessary cabling, Up to 100' of Ethernet Cable, Up to 6' of HDMI Cable, USB to Serial adapter12 months Teir1 Customer Support12 months Hosted Service Next Business Day On-site Field Maintenance for SST-1000 or equivalentAccess to Hughes Portal to Upload, Create and Manage the Content Requires Internet access in order to connect to the Hughes Digital Bulletin Board Host Server	Each	6.0501%
47" Hughes Hosted Digital Bulletin Board Package with HD Display	47" Commercial LCD HDTV Media Player(SST-1000 or equivalent) Annual Software Maintenance of SST-1000 or equivalentProfessional Installation, installed at Sheetrock Wall with wall mount with Media Player compartment and necessary cabling, Up to 100' of Ethernet Cable, Up to 6' of HDMI Cable, USB to Serial adapter12 months Teir1 Customer Support12 months Hosted Service Next Business Day On-site Field Maintenance for SST-1000 or equivalentAccess to Hughes Portal to Upload, Create and Manage the Content Requires Internet access in order to connect to the Hughes Digital Bulletin Board Host Server	Each	6.0278%

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55" Hughes Hosted Digital Bulletin Board Package with HD Display	55" Commercial LCD HDTV Media Player(SST-1000 or equivalent) Annual Software Maintenance of SST-1000 or equivalentProfessional Installation, installed at Sheetrock Wall with wall mount with Media Player compartment and necessary cabling, Up to 100' of Ethernet Cable, Up to 6' of HDMI Cable, USB to Serial adapter12 months Teir1 Customer Support12 months Hosted Service Next Business Day On-site Field Maintenance for SST-1000 or equivalentAccess to Hughes Portal to Upload, Create and Manage the Content Requires Internet access in order to connect to the Hughes Digital Bulletin Board Host Server	Each	5.2897%
32" Hughes Hosted Digital Bulletin Board with HD Display and TV Encoder Package	32" Commercial LCD HDTV Media Player(SST-1000 or equivalent) TV encoder (Slingbox)Annual Software Maintenance of SST-1000 or equivalentProfessional Installation, installed at Sheetrock Wall with wall mount with Media Player compartment and necessary cabling, Up to 100' of Ethernet Cable, Up to 6' of HDMI Cable, USB to Serial adapter12 months Teir1 Customer Support12 months Hosted Service Next Business Day On-site Field Maintenance for SST-1000 or equivalentAccess to Hughes Portal to Upload, Create and Manage the Content Requires Internet access in order to connect to the Hughes Digital Bulletin Board Host Server	Each	6.0317%
37" Hughes Hosted Digital Bulletin Board with HD Display and TV Encoder Package	37" Commercial LCD HDTV Media Player(SST-1000 or equivalent) TV encoder (Slingbox)Annual Software Maintenance of SST-1000 or equivalentProfessional Installation, installed at Sheetrock Wall with wall mount with Media Player compartment and necessary cabling, Up to 100' of Ethernet Cable, Up to 6' of HDMI Cable, USB to Serial adapter12 months Teir1 Customer Support12 months Hosted Service Next Business Day On-site Field Maintenance for SST-1000 or equivalentAccess to Hughes Portal to Upload, Create and Manage the Content Requires Internet access in order to connect to the Hughes Digital Bulletin Board Host Server	Each	6.0088%
42" Hughes Hosted Digital Bulletin Board with HD Display and TV Encoder Package	42" Commercial LCD HDTV Media Player(SST-1000 or equivalent) TV encoder (Slingbox)Annual Software Maintenance of SST-1000 or equivalentProfessional Installation, installed at Sheetrock Wall with wall mount with Media Player compartment and necessary cabling, Up to 100' of Ethernet Cable, Up to 6' of HDMI Cable, USB to Serial adapter12 months Teir1 Customer Support12 months Hosted Service Next Business Day On-site Field Maintenance for SST-1000 or equivalentAccess to Hughes Portal to Upload, Create and Manage the Content Requires Internet access in order to connect to the Hughes Digital Bulletin Board Host Server	Each	6.0660%
47" Hughes Hosted Digital Bulletin Board with HD Display and TV Encoder Package	47" Commercial LCD HDTV Media Player(SST-1000 or equivalent) TV encoder (Slingbox)Annual Software Maintenance of SST-1000 or equivalentProfessional Installation, installed at Sheetrock Wall with wall mount with Media Player compartment and necessary cabling, Up to 100' of Ethernet Cable, Up to 6' of HDMI Cable, USB to Serial adapter12 months Teir1 Customer Support12 months Hosted Service Next Business Day On-site Field Maintenance for SST-1000 or equivalentAccess to Hughes Portal to Upload, Create and Manage the Content Requires Internet access in order to connect to the Hughes Digital Bulletin Board Host Server	Each	6.0078%
55" Hughes Hosted Digital Bulletin Board with HD Display and TV Encoder Package	55" Commercial LCD HDTV Media Player(SST-1000 or equivalent) TV encoder (Slingbox)Annual Software Maintenance of SST-1000 or equivalentProfessional Installation, installed at Sheetrock Wall with wall mount with Media Player compartment and necessary cabling, Up to 100' of Ethernet Cable, Up to 6' of HDMI Cable, USB to Serial adapter12 months Teir1 Customer Support12 months Hosted Service Next Business Day On-site Field Maintenance for SST-1000 or equivalentAccess to Hughes Portal to Upload, Create and Manage the Content Requires Internet access in order to connect to the Hughes Digital Bulletin Board Host Server	Each	5.2897%
47" Hughes Touch Screen Digital Bulletin Board	Kit, Hughes, SST1000, Cable, USB 2.0 A Male to B Male 28/24 AWG 6', USB to Serial Adapter, Cable, Serial Null Modem 48 in., Cable Assy. HDMI to HDMI 3M, 47" LCD Touch Screen, Annual Software Maintenance of SSt1000, Professional Installation, Installed at Sheetrock Wall with wall mount with Media player compartment and necessary cabling up to 100' of Ethernet cable, Up to 6' of HDMI cable, USB to serial adapter, 12 months Tier 1 Customer Support, 12 months Hosted Service, Next Business Day On-Site Field Maintenance for SST1000, Access to Hughes Portal to upload, create and Manage the content.	Each	4.5549%

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42" Hughes Touch Screen Digital Bulletin Board	Kit, Hughes, SST1000, Cable, USB 2.0 A Male to B Male 28/24 AWG 6', USB to Serial Adapter, Cable, Serial Null Modem 48 in., Cable Assy. HDMI to HDMI 3M, 42" LCD Touch Screen, Annual Software Maintenance of SSt1000, Professional Installation, Installed at Sheetrock Wall with wall mount with Media player compartment and necessary cabling up to 100' of Ethernet cable, Up to 6' of HDMI cable, USB to serial adapter, 12 months Tier 1 Customer Support, 12 months Hosted Service, Next Business Day On-Site Field Maintenance for SST1000, Access to Hughes Portal to upload, create and Manage the content.	Each	4.3027%
32" Hughes Touch Screen Digital Bulletin Board	Kit, Hughes, SST1000, Cable, USB 2.0 A Male to B Male 28/24 AWG 6', USB to Serial Adapter, Cable, Serial Null Modem 48 in., Cable Assy. HDMI to HDMI 3M, 32" LCD Touch Screen, Annual Software Maintenance of SSt1000, Professional Installation, Installed at Sheetrock Wall with wall mount with Media player compartment and necessary cabling up to 100' of Ethernet cable, Up to 6' of HDMI cable, USB to serial adapter, 12 months Tier 1 Customer Support, 12 months Hosted Service, Next Business Day On-Site Field Maintenance for SST1000, Access to Hughes Portal to upload, create and Manage the content.	Each	4.9760%
Hughes Hosted Digital Bulletin Board Package without HD Display	Media Player(SST-1000 or equivalent) Annual Software Maintenance of SST-1000 or equivalentProfessional Media Player Installation, necessary cabling, Up to 100' of Ethernet Cable, Up to 6' of HDMI Cable, USB to Serial adapter12 months Teir1 Customer Support12 months Hosted Service Next Business Day On-site Field Maintenance for SST-1000 or equivalentAccess to Hughes Portal to Upload, Create and Manage the Content Requires Internet access in order to connect to the Hughes Digital Bulletin Board Host Server	Each	5.3613%
Hughes Hosted Digital Bulletin Board and TV Encoder Package without HD Display	Media Player(SST-1000 or equivalent) TV encoder (Slingbox)Annual Software Maintenance of SST-1000 or equivalentProfessional Media Player Installation, necessary cabling, Up to 100' of Ethernet Cable, Up to 6' of HDMI Cable, USB to Serial adapter, 12 months Teir1 Customer Support12 months Hosted Service Next Business Day On-site Field Maintenance for SST-1000 or equivalentAccess to Hughes Portal to Upload, Create and Manage the Content Requires Internet access in order to connect to the Hughes Digital Bulletin Board Host Server	Each	5.3362%
<b>Learning Management</b>			
Hughes Presenter (MS PowerPoint plug-in tool)	Hughes Presenter (MS PowerPoint plug-in tool)	Each	6.1228%
<b>WI-FI</b>			
Hughes Managed Guest Wi-Fi with One(1) Access Point	This includes professional installation of one(1) Aruba AP, Mount, POE injector, Program Management, Configuring AP, Testing & Shipping	Each	5.2892%
Hughes Managed Guest Wi-Fi with Two(2) Access Points	This includes professional installation of Two(2) Aruba APs, Mount, POE injector, Program Management, Configuring AP, Testing & Shipping	Each	5.2897%
Hughes Managed Guest Wi-Fi with Three(3) Access Points	This includes professional installation of Three(3) Aruba APs, Mount, POE injector, Program Management, Configuring AP, Testing & Shipping	Each	5.2898%

Service Description	Product Number / Detailed Description	Unit	DIR Customer Discount
<b>Digital Signage</b>			
Tier 1 Customer Support of MediaGate Signage Server for 12 months	Tier 1 Customer Support of MediaGate Signage Server for 12 months	/Server /month	6.7130%
NBD Onsite Field Maintenance for SST-1000 or equivalent	Next Business Day "NBD" Onsite Field Maintenance and Software support for SST-1000 or equivalent	/player/month	4.4612%
Digital Media Hosted Service	Digital Media Hosted Service	/player/month	5.2351%
Digital Media Server HW Maintenance, Advanced Warranty Replacement & SW Maintenance	Digital Media Server HW Maintenance, Advanced Warranty Replacement & SW Support	/Server /month	4.9528%
Tier 1 Customer Support of Digital Media Player for 12 months	Tier 1 Customer Support of Digital Media Player for 12 months	/player/month	6.2791%
Hughes Installation Service Fee - Server installation, Network setup, Configuration, Testing, includes Travel	Hughes Installation Service Fee - Server installation, Network setup, Configuration, Testing, includes Travel	Each	6.1224%
Digital Signage Background & Template Designs	Digital Signage Background & Template Designs	Each	6.1280%
Hughes Online Training, limited to 6 students	Hughes Online Training, limited to 6 students. Each training unit entitles the customer to web conference training. The training that is provided in conjunction with the Hughes Learning Portal service is delivered via web conference by a Hughes trainer. Those receiving the training will dial in to a Hughes-provided conference number. They will also watch live on their computer, via a Hughes-provided web link, as the Hughes trainer teaches how to use Hughes Learning Portal. Hughes does not record these sessions for later viewing.	Each	6.1225%
<b>Learning Management</b>			
Hughes PORTAL (Hosted) for initial 500 users	Hughes PORTAL (Hosted) for initial 500 users	Per Year	6.1224%
Hughes PORTAL (Hosted) for each additional 500 users	Hughes PORTAL (Hosted) for each additional 500 users	Per Year	6.1225%
<b>WI-FI</b>			
Hughes Managed Guest Wi-Fi Services with One(1) Access Point	Hughes Managed Wi-Fi Services Includes: - Network Infrastructure - Network Operations & Support - Access Point Support - Program Management - Call Center Support (Tier 3) - Call Center Support (Tier 1) - Guest Wi-Fi (Tier 1) - One AP Onsite Field Maintenance NBD	site/month	5.2830%
Hughes Managed Guest Wi-Fi Services with Two(2) Access Points	Hughes Managed Wi-Fi Services Includes: - Network Infrastructure - Network Operations & Support - Two (2) Access Points Support - Program Management - Call Center Support (Tier 3) - Call Center Support (Tier 1) - Guest Wi-Fi (Tier 1) - Two (2) APs Onsite Field Maintenance NBD	site/month	5.2875%
Hughes Managed Guest Wi-Fi Services with Three(3) Access Points	Hughes Managed Wi-Fi Services Includes: - Network Infrastructure - Network Operations & Support - Access Point Support - Program Management - Call Center Support (Tier 3) - Call Center Support (Tier 1) - Guest Wi-Fi (Tier 1) - Three (3) APs Onsite Field Maintenance NBD	site/month	5.2885%