

**Appendix C Pricing Index**  
**DIR-TSO-3789**  
**Apple, Inc.**

<b>APPLE BRANDED PRODUCTS</b>	
<b>Products</b>	<b>DIR Customer Discount % off MSRP**</b>
<b>Desktops</b>	
iMac	5.00%
Mac Mini	5.00%
Mac Pro	7.00%
<b>Laptops</b>	
MacBook Air	5.00%
MacBook Pro	8.00%
<b>Tablets</b>	
iPad Air 2	2.00%
iPad Mini 2	2.00%
iPad Mini 4	2.00%
<b>iPod</b>	
iPod Shuffle	3.00%
iPod Nano	3.00%
iPod Touch	3.00%
<b>Peripherals &amp; Accessories</b>	
Apple Branded Mac Accessories and Supplies	8.00%
<b>Related Services</b>	
<b>DIR Customer Discount % off MSRP**</b>	
1 Day Project Management Deployment*	5.00%
1 Day Architecture and Integration Services*	5.00%
1 Day Technical Assistance*	5.00%

\*Services include but are not limited to installation of standard equipment and products, training, imaging, and tagging of inventory

\*\*Important Note: Vendors quote to DIR customers shall include the DIR administrative fee. The fee will be added after discount off MSRP is applied.

## VOLUME DISCOUNTS

Minimum additional discounts for Volume Purchases: Apple will provide the following additional minimum discounts for DIR based on the overall dollar amounts of the purchase order. Discounts are applicable to Apple-branded desktops, laptops, and Mac accessories.

For the avoidance of doubt, these volume discounts exclude orders for Apple-branded iPad products, Apple-branded software and Apple maintenance on software. The minimum discounts are not stackable with other offers.

<b>Per Transaction (e.g. Purchase Order)</b>	
\$150k to \$249k	Additional 4.00% discount from list price
\$250K to \$499K	Additional 5.00% discount from list price
\$500K to \$999K	Additional 6.00% discount from list price
Over \$1M	Additional 7.00% discount from list price