

**Appendix C Pricing Index
DIR-TSO-3805
Complete Tablet Solutions, Ltd.**

APPLE BRANDED PRODUCTS	
Products	DIR Customer Discount % off MSRP*
Note: Education Customers must purchase Apple products directly from the manufacturer DIR-TSO-3789	
Mac Desktops: iMac, Mac Mini, Mac Pro	6.00%
Mac Laptops: MacBook, MacBook Air, MacBook Pro	6.00%
Tablets: iPad Air 2, iPad Mini 2, iPad Mini 4, iPad Pro	6.00%
iPod: iPod Shuffle, iPad Nano, iPod Touch	6.00%
Peripherals & Accessories	6.00%
AppleCare	15.00%

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

THIRD PARTY PRODUCTS	
Brand	DIR Customer Discount % off MSRP*
Peripherals (Printers, Scanners, Keyboards, Cables)	
Belkin	20.00%
IPC	5.00%
Kensington	35.00%
StarTech	30.00%
Western Digital	15.00%
Accessories (Cases, Kiosks, Mounts)	
Gadget Guard	15.00%
Griffin	20.00%
Gumdrop	5.00%
Otterbox	20.00%
RAM Mounts	25.00%
STM Bags	20.00%
Zagg	15.00%
Carts & Docking Stations	
Bretford	50.00%
Ergotron	30.00%
LapCabby	12.00%
Connectivity	
Cradlepoint	20.00%
Security & Endpoint Management	
Centrify	28.81%
Maas360	23.00%
Parallels	6.00%
Samsung SDS	5.00%
SOTI	8.00%
Application Software	
AetherPal	12.00%
Knomadix	5.00%
Thin Blue Line	5.00%
Services	
CTS	20.00%
Safeware	15.00%
Worth Avenue	15.00%

*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 DISCOUNT	
\$ Value of Order	DIR Customer Discount % off MSRP
<\$9,999.99	Minimum Discount
\$10,000.00 - \$49,999.99	Additional 1.0% discount
\$50,00.00 - \$99,999.99	Additional 1.5% discount
\$100,000.00 - \$249,999.99	Additional 2.0% discount
\$250,000.00 - \$499,999.99	Additional 2.5% discount
>\$500,000.00	Additional 3.0% discount
Bundle Discounts and Qualifications	
Discounts are progressive and follow OEM standard practices based on previously discounted	
for Mac products	
Average CTS services per device = \$40.00 or greater	Additional 1.0% discount
Average Accessories* per device = \$40.00 or greater	Additional 0.5% discount
Average Software** per device = \$40.00 or greater	Additional 0.5% discount
for iPad products	
Average CTS services per device = \$20.00 or greater	Additional 1.0% discount
Average Accessories* per device = \$40.00 or greater	Additional 0.5% discount
Average Software** per device = \$40.00 or greater	Additional 0.5% discount

The following brands are excluded from the Bundle Discounts:

* Accessories: Bretford

** Software: JAMF

Examples		
MacBook Air	Discount	DIR Price
13", 256 GB	MSRP	\$ 1,199.00
Standard Discount	6.0%	\$ 1,127.06
Volume discount for >\$500K	3.0%	\$ 1,093.25
Service Discount	1.0%	\$ 1,082.32
Accessory Discount	0.5%	\$ 1,076.90
Software Discount	0.5%	\$ 1,071.52
	Final Price	\$ 1,071.52
		<i>\$127.48 total Discount</i>
iPad Air 2	Discount	DIR Price
32 GB, WiFi + Cellular	MSRP	\$ 529.00
Standard Discount	6.0%	\$ 497.26
Volume discount for >\$500K	3.0%	\$ 482.34
Service Discount	1.0%	\$ 477.52
Accessory Discount	0.5%	\$ 475.13
Software Discount	0.5%	\$ 472.76
	Final Price	\$ 472.76
		<i>\$56.24 Total Discount</i>