

Appendix C Pricing Index
DIR-TSO-4010
Dailey and Wells Communications, Inc.

Brand	Product Category	DIR Customer Discount % off MSRP *
Dailey and Wells	Radio, Portable VHF w/ Battery, Microphone, Charger	51.00%
Dailey and Wells	Radio, Portable UHF w/ Battery, Microphone, Charger	51.00%
Dailey and Wells	Radio, Portable V/UHF w/ Battery, Microphone, Charger	51.00%
Dailey and Wells	Radio, Mobile/Portable not detailed above	51.00%
Dailey and Wells	Radio, Repeater w/ Duplexer and Unity Antenna 100' coax	41.00%
Dailey and Wells	Radio, Base and Unity Antenna 100' coax	41.00%
Dailey and Wells	Radio, Accessory	51.00%
Dailey and Wells	Static Command Center, DIRECTOR-IP w/Options	26.00%
Dailey and Wells	Mobile Command Center, DIRECTOR-IP w/Options	26.00%
HARRIS RFCD	Radio, Portable Momentum DMR Series	41.00%
HARRIS RFCD	Radio, Portable Momentum Accessory	35.00%
HARRIS RFCD	Radio, Portable P7100/P7200 Series	41.00%
HARRIS RFCD	Radio, Portable P7100/P7200 Accessory	35.00%
HARRIS RFCD	Radio, Portable XL-200P Series	31.00%
HARRIS RFCD	Radio, Portable All Other HARRIS LMR Series	31.00%
HARRIS RFCD	Radio, Portable Harris Manufactured Accessory Other	30.00%
HARRIS RFCD	Radio, Portable Flash Upgrade- Optional Features	20.00%
HARRIS RFCD	Radio, Repeater Trunking or Conventional	24.00%
HARRIS RFCD	Radio, Repeater Trunking or Conventional Options	24.00%
HARRIS RFCD	Radio, Repeater GPS and Controller Options	5.00%
HARRIS RFCD	Radio, Repeater Flash Upgrade- Optional Features	20.00%
HARRIS RFCD	Radio, Repeater, Microwave Systems	6.00%
HARRIS RFCD	Radio, Repeater Network Options	6.00%
HARRIS RFCD	Radio, Repeater, Antenna/Combining Systems	6.00%
HARRIS RFCD	Mobile Radio, Momentum DMR Series	41.00%
HARRIS RFCD	Mobile Radio Momentum Accessory	35.00%
HARRIS RFCD	Mobile Radio M7100/M7200 Series	41.00%
HARRIS RFCD	Mobile Radio, M7100/M7200 Accessory	35.00%
HARRIS RFCD	Mobile Radio XG-75/100M Series	31.00%
HARRIS RFCD	Mobile Radio, All Other HARRIS LMR Series	31.00%
HARRIS RFCD	Mobile Radio, Harris Manufactured Accessory Other	27.00%
HARRIS RFCD	Mobile Radio, Flash Upgrade- Optional Features	20.00%
HARRIS RFCD	Mobile Radio, Desktop Option	21.00%
HARRIS RFCD	Mobile Radio, Antennas	21.00%
HARRIS RFCD	Radio, Replacement Parts	26.00%

Brand	Product Category	DIR Customer Discount % off MSRP *
HARRIS RFCD	Radio, Extended Factory Warranty	0.00%
HARRIS RFCD	Static Command Center, Fixed VIDA Core w/software	17.00%
HARRIS RFCD	Static Command Center, Fixed Symphony Console w/software	17.00%
HARRIS RFCD	Static Command Center, Fixed Options w/software	17.00%
HARRIS RFCD	Mobile Command Center Package w/Software	17.00%
HARRIS RFCD	Mobile Emergency Portable Repeaters w/Options	26.00%
HARRIS RFCD	Command, Flash Upgrade- Optional Features	20.00%
HARRIS RFCD	Network/Software Options for Harris Hardware listed above	5.00%
HARRIS RFCD	Programming cables, adapters, RPM package, maintenance tools	5.00%
Related Services		DIR Customer Discount % off MSRP *
Project Management- Daily rate		11.00%
Network Design- Daily rate		11.00%
Network Sr. Technician- Daily rate		11.00%
Network Installer- Daily rate		11.00%
Training- Daily Rate		11.00%
Mobile radio Installation/Removal- Daily Rate		11.00%
Mileage charge for above services (To/From Dealer Shop)		10.00%
Other Travel Expenses (Pre-Approved by Client)		0.00%
*Daily Rates not to exceed 8 Hour day, 1.5 times after 8 hours per day		
Shop- Hourly Labor Rate		10.00%
Mobile radio Installation/Removal- Hourly Rate		10.00%
Portable Radio Programming- Each		10.00%
Mobile Radio Programming- Each		10.00%
Extended Warranty and Maintenance		10.00%
Extended Warranty and Maintenance		10.00%
24/7 Specialized Vehicle (4WD) and Technician/Test Equipment Response- Daily Rate		10.00%
Mileage charge for above services (To/From Dealer Shop)		10.00%
Other Travel Expenses (Pre-Approved by Client)		0.00%
Network Operations Center Monitoring- Daily Rate 24/7		11.00%
Network Operations Center Technical Assistance- Daily Rate 24/7		11.00%
Network Operations Center On-Site Reponse Standby- Daily Rate 24/7		11.00%
Network Operations Center Optional Features		11.00%

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

Additional Discount Based On Aggregate Sales

Contract Sales Threshold	Additional Discount
5,000,000.00	1.00%
10,000,000.00	2.00%
15,000,000.00	3.00%
20,000,000.00	4.00%
25,000,000.00	5.00%

Above are based upon annual aggregate sales

The Additional discounts will be applied to all sales that exceed the corresponding sales threshold

For Example: A Sale made when annual aggregate has accrued between \$20,000,000.00 to \$24,999,999.99 would have a 4% additional discount applied to the sales price

There would be no additional discount for aggregate sales of \$4,999,999.99 or less