

Appendix C Pricing Index

DIR-TSO-4025

Panasonic System Communications Company of North America

PANASONIC BRANDED PRODUCTS AND RELATED SERVICES	
Software	DIR Customer Discount % off MSRP *
Toughbook Supplementary Software	12.00%
Tablet Supplementary Software	12.00%
Handheld Mobile Supplementary Software	12.00%
Arbitrator / Body Worn Camera Supplementary Software	5.00%
Security Camera Supplementary Software	5.00%
Hardware	DIR Customer Discount % off MSRP *
Fully Rugged Toughbook	16.00%
Semi Rugged Toughbook	15.00%
Toughbook Tablet	13.00%
Handheld Mobile Device	9.00%
Arbitrator / Body Worn Camera	11.00%
Security Camera	38.00%
Scanner	20.00%
Display	22.00%
Projector	38.00%
Professional Audio Visual	3.00%
Unified Communications	5.00%
Intelligent Archive- Storage	25.00%
Accessories	DIR Customer Discount % off MSRP *
Toughbook Accessories	11.00%
Tablet Accessories	11.00%
Handheld Mobile Device Accessories	11.00%
Arbitrator / Body Worn Camera Accessories	11.00%
Security Camera Accessories	35.00%
Scanner Accessories	30.00%
Display Accessories	10.00%
Projector Accessories	5.00%
Professional Audio Visual Accessories	4.00%
Unified Communications Accessories	5.00%
Intelligent Archive- Storage Accessories	25.00%

Related Services	DIR Customer Discount % off MSRP *
Toughbook Services	2.00%
Tablet Services	2.00%
Handheld Mobile Device Services	2.00%
Arbitrator / Body Worn Camera Services	2.00%
Security Camera Services	2.00%
Scanner Services	2.00%
Display Services	2.00%
Projector Services	0.00%
Professional Audio Visual Services	0.00%
Unified Communications Services	0.00%
Intelligent Archive- Storage Services	0.00%

THIRD PARTY PRODUCTS		
Brand	Product Description	DIR Customer Discount % off MSRP *
Havis	Mobile Mounting Solutions for Panasonic Toughbook Laptops, Tablets, Handhelds, Arbitrator and Body Worn Cameras	12.00%
Gamber Johnson	Mobile Mounting Solutions for Panasonic Toughbook Laptops, Tablets, Handhelds, Arbitrator and Body Worn Cameras	12.00%
Lind	Rugged Mobile Power Solutions for Panasonic Toughbook Laptops, Tablets and Handhelds	12.00%
CradlePoint	Wireless connectivity for increased bandwidth optimization for Panasonic Toughbook Laptops, Tablets, Handhelds, Arbitrator and Body Worn Cameras to enhance customer experiences by delivering Broadband and LTE WAN networking solutions for the mobile worker	12.00%

Brother Mobile Printer	Rugged Mobile Printer for Panasonic Toughbook Laptops, Tablets and Handhelds	12.00%
InfoCase -Toughmate	Cases, Harnesses and protection solutions for Panasonic Toughbook Laptops, Tablets and Handhelds	12.00%
Antenna Plus	Antenna solutions for increased bandwidth optimization for Panasonic Toughbook Laptops, Tablets, Handhelds, Arbitrator and Body Worn Cameras	12.00%
I-Key	Mobile Detachable Keyboard	12.00%

VOLUME DISCOUNTS		
Type of Volume	Product Category	DIR Customer Discount % off MSRP *
Per Transaction (e.g. Purchase Order)		
1-49 Units**	Fully Rugged Toughbook	16.00%
50-100 Units**	Fully Rugged Toughbook	18.00%
100+ Units**	Fully Rugged Toughbook	20.00%
50+ Units**	Scanner	5.00%
50+ Units**	Security- iPro Main Hardware	3.00%
1-100 Units**	Arbitrator & Body Worn Main Units	11.00%
100-300 Units*	Arbitrator & Body Worn Main Units	11.50%
300 or more Units**	Arbitrator & Body Worn Main Units	12.00%

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

**This discount will be based on the per transaction volume by each specific end user customer. The discount is not calculated based on the volume for the entire State; nor based on the volume for the entire Texas DIR contract; this discount will be based on each end user customer on a per transaction basis.