

<b>APPENDIX C PRICING INDEX</b> <b>DIR-SDD-2019</b> <b>INTEGRATED AV SYSTEMS, LLC</b> <b>Amendment 3 (Draft)</b>	
<b>Products</b>	<b>Customer Discount % off MSRP</b>
<b>Presentation Equipment</b>	
NEC	30.00%
NEC XGA 6000LU Projector NP-Pa600x	34.00%
NEC XGA 5000LU Projector NP-P501x	34.00%
NEC Zoom Lens Np-13ZI	34.00%
Epson	51.44%
<del>Panasonic</del>	<del>49.48%</del>
Mitsubishi	10.00%
SMART Podium	20.00%
<b>Video Sources</b>	
Sony	5.00%
Midatlantic	40.00%
Altona	18.00%
Ergrotron	32.00%
Kramer	35.00%
<b>Control Systems</b>	
Crestron - All products except DMPS3-200-C & MPC-M10-B-T	41.00%
Crestron DMPS3-200-C	48.00%
Crestron MPC-M10-B-T	47.61%
AMX	41.00%
APC	31.00%
<b>Video Conferencing</b>	
Cisco	39.55%
Vaddio	10.00%
PolyCom	25.00%
LifeSize	10.00%
Kramer	35.00%
<b>Audio System</b>	
ClearOne	33.38%
JBL	20.00%
Revo Labs	15.00%
Atlas Sound	25.00%
Shure	15.00%
Crestron	41.00%
Biamp	41.00%

<b>Products</b>	<b>Customer Discount % off MSRP</b>
Crown	23.39%
<b>Rack Equipment</b>	
Chief	42.00%
Midatlantic	39.00%
APC	31.00%
<b>Hardware &amp; Cabling</b>	
Crestron	41.00%
Liberty - All products except ASW-WP	20.00%
Liberty ASW-WP	43.08%
Chief	42.00%
<b>Cameras</b>	
Vaddio	10.00%
Sony	5.00%
PolyCom	25.00%
Cisco	25.00%
LifeSize	10.00%
<b>Flat Panels</b>	
NEC	20.00%
Mitsubishi	10.00%
LG	10.00%
Samsung	36.00%
<b>Production Switches</b>	
Vaddio	10.00%
Kramer	35.00%
AMX	41.00%
Crestron	41.00%
Hall Research	10.00%
Altinex	30.00%
Vaddio	10.00%
<b>Software Packages</b>	
Crestron Roomview	41.00%
NEC	20.00%
AMX	41.00%
Epson	25.00%
<b>Screens</b>	
Dalite-manual	40.00%
Dalite-electric	30.00%
Draper	15.00%

<b>Products</b>	<b>Customer Discount % off MSRP</b>
<b>Related Services</b>	
Maintenance and Support	\$75/hour
Installation	\$75/hour
Training	\$75/hour
Programming/Configuration	\$95/hour
<b>Installation Services - Note: prices are per hour*</b>	
Planning and Design	
Designer	\$90
Programmer	\$80
Installation Labor	
Lead Technician	\$65
Senior Technician	\$60
Junior Technician	\$50
Helper	\$40
Testing/Calibration	
Lead Technician	\$65
Senior Technician	\$60
Junior Technician	\$50
Helper	\$40
<b>Training</b>	
<b>Account Leader</b>	\$90
<b>Lead Technician</b>	\$65
<b>Senior Technician</b>	\$60
<b>Maintenance and Support</b>	
Lead Technician	\$65
Senior Technician	\$60
Junior Technician	\$50
<b>Repairs (out of warranty)</b>	
Senior Technician	\$75
Junior Technician	\$65