

**Appendix C Pricing Index
DIR-TSO-4025
Amendment 2**

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%
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%
Scanner	20.00%
Display	22.00%
Projector	38.00%
Professional Audio Visual	3.00%
Unified Communications	5.00%
Accessories	DIR Customer Discount % off MSRP *
Toughbook Accessories	11.00%
Tablet Accessories	11.00%
Handheld Mobile Device Accessories	11.00%
Scanner Accessories	30.00%
Display Accessories	10.00%
Projector Accessories	5.00%
Professional Audio Visual Accessories	4.00%
Unified Communications Accessories	5.00%

Related Services	DIR Customer Discount % off MSRP *
Toughbook Services	2.00%
Tablet Services	2.00%
Handheld Mobile Device 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%

THIRD PARTY PRODUCTS		
Brand	Product Description	DIR Customer Discount % off MSRP *
Havis	Mobile Mounting Solutions for Panasonic Toughbook Laptops, Tablets, and Handhelds	12.00%
Gamber Johnson	Mobile Mounting Solutions for Panasonic Toughbook Laptops, Tablets, and Handhelds	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 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, and Handhelds	12.00%

I-Key	Mobile Detachable Keyboard	12.00%
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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%

***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.