

Appendix C Pricing Index
DIR-TSO-3632
Preferred Technologies Inc.

Brand	DIR Customer Discount % off MSRP *
AgentVI	12.50%
Aiphone	40.00%
Altronix	42.00%
Alvarado	15.00%
Arecont Vision	40.00%
Automatic Systems (Smartlane)	15.00%
Automatic Systems (Slimlane)	15.00%
Automatic Systems (Other)	10.00%
Axis Communications	24.50%
BCD Video	22.00%
Belden	20.00%
B.I.G. Enterprises, Inc.	0.75%
Boon Edam (Speed Lane, Tourlock, and Circlelock)	7.50%
Boon Edam (Other)	12.50%
Cablofil	20.00%
Cetacea Sound	1.00%
Clark Security Products	2.50%
Commend, Inc.	35.00%
DDB Unlimited	5.00%
Designed Security, Inc. (Full Height)	5.00%
Designed Security, Inc. (Other)	20.00%
Digital Acoustics	15.00%
DMSI	15.00%
DVTEL (Category A)	25.00%
DVTEL (Category B)	15.00%
DVTEL (Technical Services)	20.00%
Future Fibre Technologies (FFT)	15.00%
General Cable	35.00%
Guard RFID Solutions	5.00%
idSoftware	5.00%
inFRONT USA (AllClear Emergency Assembly Station Bundle)	10.00%
inFRONT USA (Emergency Activation Station)	3.00%
inFRONT USA (AllClear PACS API)	10.00%
inFRONT USA (Services and Maintenance Agreements)	0.75%
IoEworX (Hardware with Bundled Software Products)	2.50%
IoEworX (Support and Maintenance)	0.75%
IoEworX (Technical Services)	0.75%
KTI Networks	0.75%
LifeSafety Power, Inc.	30.00%
Oncam Grandeye (Standard Evo Cameras)	17.00%
Oncam Grandeye (Other)	9.00%
On-Net Surveillance Systems, Inc. (OnSSI)	20.00%
Pedestal CEO	3.00%
Phybridge (Hardware)	19.00%
Phybridge (Warranty)	6.00%

Preferred Technologies, Inc.	15.00%
Razberi Technologies Inc.	30.00%
Samsung Techwin America	42.50%
Senstar Inc	15.00%
Sentry360	25.00%
Sightlogix	15.00%
Siklu	15.00%
Smarter Security	10.00%
Southwest Dispatch Center	0.75%
Spectra Logic (Tape Library: T50e, T120, T200, T380, T950 and Tfinity Series)	20.00%
Spectra Logic (Tape Media)	7.50%
Spectra Logic (Other)	7.50%
SpotterRF LLC	10.50%
Superior Essex	32.50%
Sysorex	10.00%
Totus	12.50%
Vidsys	10.00%
Windy City Wire	30.00%
Services	DIR Customer Discount % off MSRP *
Install products and systems for surveillance, security, and monitoring. Pricing is per man hour.	25.00%
Review, inspect, test, and document the performance of an entire surveillance, security, or detection system to make sure the system meets all specifications, intent of the design, operation and functional requirements, and the requirements of the end user/owner. Pricing is per man hour.	25.00%
Conduct routine testing of systems and all component parts to the level and frequency stipulated by the Customer. Pricing is per man hour.	25.00%
Perform on-site training of Customer employees or designated third party employees in the operation and/or maintenance of the product offered, including providing operation and maintenance manuals, formal training classes and demonstration of operation of all equipment as specified by the Customer. Pricing is per man hour.	25.00%
Perform routine cleaning, maintenance, and repair (including emergency repair services) of systems and all component parts to the level and frequency stipulated by the Customer. Pricing is per man hour.	25.00%
Provide on/off-premises central station monitoring services for proposed system alarms, troubles or other events and calling of individuals on designated call list and dispatching fire, police or other emergency response when necessary, as specified by the Customer. Pricing is per man hour per standard site to be monitored.	25.00%
Build shop drawings, submittals, as-built documents, Operations and Maintenance manuals, and other documentation required by the Customer. Pricing is per man hour.	25.00%

Services	DIR Customer Discount % off MSRP *
Develop designs and engineered solutions for surveillance, security, and monitoring systems. Pricing is per man hour.	25.00%
Program and configure surveillance, security, and monitoring system software, firmware, operating systems, databases, etc., as required by the Customer. Pricing is per man hour.	25.00%
Develop software and software integrations, as required by the Customer. Pricing is per man hour.	25.00%
Provide Project Management services, to include but not limited to attending meetings, coordinating work, building and maintaining project schedules, conducting safety meetings, fulfilling contract compliance requirements, and developing applications for payment. Pricing is per man hour.	25.00%
Provide permit documents and inspections per the requirements of the Authority Having Jurisdiction. Pricing is per man hour.	25.00%
Perform surveys and audits of existing systems, to include developing associated reports. Pricing is per man hour.	25.00%
Provide rental and delivery of specialized equipment that must be rented to complete a scope of work efficiently and safely.	10.00%
Provide any of the services mentioned above between the hours of 6pm CST and 6am CST, Monday through Friday, excluding Federally-recognized holidays. Pricing is per man hour.	25.00%
Provide any of the services mentioned above on weekends or Federally-recognized holidays. Pricing is per man hour.	25.00%

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