

Appendix C Pricing Index
DIR-CPO-5061
I-2-I Technologies, LC

Manufacturer / Brand	Category	DIR Customer Discount % off MSRP
Atlona	Hardware	24.00%
Biamp	Hardware	34.00%
Discover Video	Software	10.00%
Discover Video	Hardware	10.00%
Discover Video	Service	5.00%
VDO360	Hardware	5.00%

Manufacturer / Brand	Category	Description	DIR Customer Discount % off MSRP
Lifesize			
	Software	Enterprise Knowledge Worker Host and Active Host (300 Minimum)	10.00%
		Lifesize Host Plus and Host Enterprise	5.00%
		Unlimited Audio Conferencing, Per Host, US/Canada Only	5.00%
		Unlimited Audio Conferencing, Per Host, Worldwide	5.00%
		Record and Share, Per Host	5.00%
		Lifesize Small Account, Medium Account, and Large Account	10.00%
		Lifesize Fast Start Account	1.00%
		Lifesize 50, 100, 300, 500 - Way Calling	10.00%
		Virtual Meeting Room	10.00%
		Lifesize SSO	10.00%
		Unlimited VMR - Small, Medium and Large	10.00%
		Lifesize Microsoft Integration - Small and Medium	10.00%
		Lifesize Record and Share	10.00%
		Lifesize Live Stream - 500 - 10,000 Viewers	10.00%
		Lifesize Dash Room License	10.00%
		Third Party Registration	10.00%
	Lifesize One-time Meetings - Small and Medium	10.00%	

Lifesize

	Service - Extreme Support	15.00%
Hardware	Lifesize Icon 300 - Phone HD	5.00%
Hardware	Lifesize Icon 300 - Micpod 3	10.00%
Service	Lifesize Icon 300 - DSS	10.00%
Service	Lifesize Icon 300 - Micpod 3 - DSS	20.00%
Hardware	Lifesize Icon 500 - Phone HD	10.00%
Service	Lifesize Icon 500 - DSS	20.00%
Hardware	Lifesize Icon 700 - Phone HD	10.00%
Service	Lifesize Icon 700 - DSS	20.00%
Hardware	Lifesize Icon 900 - Codec Only	10.00%
Service	Icon 900 - DSS	10.00%
Hardware	Lifesize Icon 450 - Phone HD	10.00%
Service	Lifesize Icon 450 - DSS	20.00%
Hardware	Lifesize Icon 600 - 10x Optical PTZ Camera - Phone HD, Single Display, 1080P	20.00%
Hardware	Lifesize Icon 600 - 10x Optical PTZ Camera - Phone HD, Single Display, 1080P - Non-AES	20.00%
Hardware	Lifesize Icon 600 - 10x Optical PTZ Camera - Phone HD, Dual Display, 1080P	20.00%
Hardware	Lifesize Icon 600 - 10x Optical PTZ Camera - Phone HD, Dual Display, 1080P - Non-AES	20.00%
Hardware	Lifesize Icon 600 - 10x Optical PTZ Camera - Digital MicPod, Single Display, 1080P	20.00%
Hardware	Lifesize Icon 600 - 10x Optical PTZ Camera - Digital MicPod, Single Display, 1080P - Non-AES	20.00%
Hardware	Lifesize Icon 600 - Codec Only, Single Display, 1080P	20.00%
Hardware	Lifesize Icon 600 - Codec Only, Single Display, 1080P - Non-AES	20.00%
Hardware	Lifesize Icon 600 - Dual Display license	10.00%
Service	Lifesize Icon 600 - DSS	20.00%
Hardware	Lifesize Icon 800 - 10x Optical PTZ Camera - Phone HD, Dual Display, 1080P (includes Link Adapter)	20.00%
Hardware	Lifesize Icon 800 - 10x Optical PTZ Camera - Phone HD, Dual Display, 1080P - Non-AES (includes Link Adapter)	20.00%
Hardware	Lifesize Icon 800 - 10x Optical PTZ Camera - Dual Display, 1080P	20.00%

Hardware	Lifesize Icon 800 - 10x Optical PTZ Camera - Dual Display, 1080P - Non-AES	20.00%
Hardware	Lifesize Icon 800 - Dual Display, 1080P - Codec Only	20.00%
Hardware	Lifesize Icon 800 - Dual Display, 1080P - Codec Only - Non-AES	10.00%
Service	Lifesize Icon 800 - DSS	10.00%
Service	Lifesize Room 220 - DSS	10.00%
Service	Lifesize Team 220 - DSS	10.00%
Service	Lifesize Express 220 - DSS	10.00%
Service	Lifesize Icon 400 - DSS	10.00%
Service	Lifesize Phone-2nd Gen - DSS	10.00%
Hardware	Lifesize Share	5.00%
Service	Lifesize Share - DSS	10.00%
Service	Lifesize Icon 300 - Phone HD - RaaS	10.00%
Service	Lifesize Icon 300 - Phone HD - RaaS Subscription & Support	10.00%
Service	Lifesize Icon 500 - Phone HD - RaaS	10.00%
Service	Lifesize Icon 500 - Phone HD - RaaS Subscription & Support	10.00%
Service	Lifesize Icon 700 - Phone HD - RaaS	10.00%
Service	Lifesize Icon 700 - Phone HD - RaaS Subscription & Support	10.00%
Hardware	Kaptivo Rooms Kaptivo Wall Mount Camera	10.00%
Software	Kaptivo Rooms - 1-Year Business subscription	10.00%
Software	Kaptivo Rooms - 3-Year Business subscription	10.00%
Software	Kaptivo Rooms - 5-Year Business subscription	10.00%
Software	Kaptivo Rooms - 1-Year Enterprise subscription	10.00%
Software	Kaptivo Rooms - 3-Year Enterprise subscription	10.00%
Software	Kaptivo Rooms - 5-Year Enterprise subscription	10.00%
Hardware	Kaptivo Rooms License Key - Wall Mount Camera Business License	10.00%
Hardware	Kaptivo Rooms License Key - Wall Mount Camera Enterprise License	10.00%
Software	Kaptivo Rooms License Key - Business to Enterprise (Upgrade)	10.00%
Hardware	Kaptivo Cast (HDMI)	10.00%
Hardware	Kaptivo HDMI to USB Adaptor	10.00%

Hardware	Extended Length Data Cable	10.00%
Hardware	Kaptivo Magnetic Mount	10.00%
Hardware	Kaptivo Arm Mount	10.00%
Hardware	Kaptivo Glassboard Mount	10.00%
Hardware	Kaptivo Compact Suction Mount	10.00%
Hardware	Kaptivo Extender Mount	10.00%
Software	Teams Gateway - Enterprise License - 1-249 Hosts*	0.00%
Software	Teams Gateway - Room Systems - Per Room (1-19 Rooms)*	0.00%
Software	Teams Gateway - Per Port (4 minimum)**	0.00%
Software	Teams Gateway - Per Port Overage - Per Port Per Day	0.00%
Software	Teams Gateway,1080P Video Support	0.00%
Hardware	Lifesize Phone HD (Icon Series)	20.00%
Hardware	Lifesize Phone HD - DSS	10.00%
Hardware	Lifesize Camera 10x	20.00%
Hardware	Lifesize Camera 10x - China	20.00%
Hardware	Lifesize Camera 10x - Japan	20.00%
Hardware	Lifesize Camera 10x - DSS	10.00%
Hardware	Lifesize Digital Micpod	20.00%
Service	Lifesize Digital MicPod - DSS	10.00%