

Appendix C Pricing Index DIR-TSO-4025
Panasonic System Solutions 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% |

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|------------------------|---|--------|
| 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, and 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% |

| 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.