

931 **15.9 DISCOUNT SCHEDULE – REQUIRED**

932 See Section 7

<b>Panasonic System Solutions Company of North America Discounts for Products and Services offered for ALJP2022</b>			Proposed Discount %
<b>Reserved</b>	<b>Single or Across-the-Board Discount</b>	<b>Applies to all product listed in the Product Line Product Offering and Base Pricing Source submitted</b>	N/A
<b>Categorical Discounts (If Applicable)</b>			
Category Identification	Title	Description	Proposed Discount %
Professional Audio/Visual Cameras	Professional Audio/Visual Camera	Panasonic Professional Audio/Visual Camera	5%
Professional Audio/Visual Camera Accessories	Professional Audio/Visual Camera Accessories	Panasonic Professional Audio/Visual Camera Accessories	5%
Professional Audio/Visual Camera Services	Professional Audio/Visual Camera Services	Panasonic Professional Audio/Visual Camera Services	5%
Professional Audio	Professional Audio	Panasonic Professional Audio Equipment	10%
Projector	Projector	Panasonic Projector	38%
Projector Accessories	Projector Accessories	Panasonic Projector Accessories	5%
Projector Services	Projector Services	Panasonic Projector Services	0%
Professional Display	Display Professional	Panasonic Multimedia Pro Displays	16%
Professional Display Accessories	Display Accessories	Panasonic Multimedia Pro Display Accessories	10%
Professional Display Services	Display Services	Panasonic Multimedia Pro Display Services	0%
Fully Rugged Laptop	Toughbook Fully Rugged Laptop	Panasonic Toughbook Fully Rugged Laptop	16%
Semi Rugged Laptop	Toughbook Semi Rugged Laptop	Panasonic Toughbook Semi Rugged Laptop	13%
Rugged Tablet	Rugged Tablet	Panasonic Rugged Tablet, Rugged Convertible and Rugged 2in1	12%
Toughbook Handheld	Toughbook Handheld	Panasonic Toughbook Handheld Devices	9%
Rugged Laptop, Semi-Rugged Laptop, Rugged Tablet Accessories	Rugged Laptop and Tablet Accessories	Panasonic Laptop and Tablet Accessories	11%
Rugged Laptop, Semi-Rugged Laptop, Rugged Tablet Services	Laptop and Tablet Services	Panasonic Laptop and Tablet Services	0%

933 Complete the Categorical Discounts section if and only if you are proposing categorical discounts on the  
934 products of the proposed product line list on the Product Line Offering and Base Pricing Source. Otherwise, if a  
935 single discount is proposed enter that amount in the reserved section above. Add an additional page if  
936 necessary.