

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%
Display	22.00%
Projector	38.00%
Professional Audio Visual	3.00%
Accessories	DIR Customer Discount % off MSRP *
TOUGHBOOK Accessories	11.00%
Tablet Accessories	11.00%
Handheld Mobile Device Accessories	11.00%
Display Accessories	10.00%
Projector Accessories	5.00%
Professional Audio Visual Accessories	4.00%
Related Services	DIR Customer Discount % off MSRP *
TOUGHBOOK Services	2.00%
Tablet Services	2.00%
Handheld Mobile Device Services	2.00%
Display Services	2.00%
Projector Services	0.00%
Professional Audio Visual 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, 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	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%

***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.