DIR-CPO-5225

Appendix C: Pricing Index
Panasonic Corporation of North America

PANASONIC BRANDED HARDWARE	
	DIR Customer
Product Category or SubCategory or Services	Discount % off
Fully Bugged TOLICHBOOK Leptons	MSRP 16.00%
Fully Rugged TOUGHBOOK Laptops Semi Rugged TOUGHBOOK Laptops	15.00%
Rugged TOUGHBOOK Tablets	13.00%
PANASONIC BRANDED ACCESSORIES, PERIPH	ERALS, ETC.
	DIR Customer
Product Category or SubCategory or Services	Discount % off MSRP
TOUGHBOOK Accessories	11.00%
Panasonic Displays	12.00%
Panasonic Display Accessories	10.00%
Panasonic Projectors - Fixed Installation	38.00%
Panasonic Projectors - Large Venue	38.00%
Panasonic Projectors - Portable	38.00%
Panasonic Projectors - Short Throw	38.00%
Panasonic Projector - Space Player	38.00%
Panasonic Projector Accessories	5.00%
Pro Video - Camcorder	10.00%
Pro Video - Kairos	10.00%
Pro Video - PTZ	10.00%
Pro Video - Studio Camera	10.00%
Pro Video - VariCam	10.00%
Pro Video Accessories	10.00%
Panasonic Pro Audio	3.00%
Panasonic Pro Audio Accessories	0.00%
Panasonic Pro Audio Accessories Panasonic Digital Signage - Media Players	0.00% 3.00%
Panasonic Pro Audio Accessories	0.00%
Panasonic Pro Audio Accessories Panasonic Digital Signage - Media Players	0.00% 3.00%
Panasonic Pro Audio Accessories Panasonic Digital Signage - Media Players Panasonic Lecture Capture Servers	0.00% 3.00% 2.00% DIR Customer Discount % off
Panasonic Pro Audio Accessories Panasonic Digital Signage - Media Players Panasonic Lecture Capture Servers RELATED SERVICES Product Category or SubCategory or Services	0.00% 3.00% 2.00% DIR Customer
Panasonic Pro Audio Accessories Panasonic Digital Signage - Media Players Panasonic Lecture Capture Servers RELATED SERVICES Product Category or SubCategory or Services TOUGHBOOK Services	0.00% 3.00% 2.00% DIR Customer Discount % off MSRP
Panasonic Pro Audio Accessories Panasonic Digital Signage - Media Players Panasonic Lecture Capture Servers RELATED SERVICES Product Category or SubCategory or Services TOUGHBOOK Services Panasonic Display Services	0.00% 3.00% 2.00% DIR Customer Discount % off MSRP 2.00%
Panasonic Pro Audio Accessories Panasonic Digital Signage - Media Players Panasonic Lecture Capture Servers RELATED SERVICES Product Category or SubCategory or Services TOUGHBOOK Services	0.00% 3.00% 2.00% DIR Customer Discount % off MSRP 2.00% 0.00%
Panasonic Pro Audio Accessories Panasonic Digital Signage - Media Players Panasonic Lecture Capture Servers RELATED SERVICES Product Category or SubCategory or Services TOUGHBOOK Services Panasonic Display Services Panasonic Projector Services	0.00% 3.00% 2.00% DIR Customer Discount % off MSRP 2.00% 0.00%
Panasonic Pro Audio Accessories Panasonic Digital Signage - Media Players Panasonic Lecture Capture Servers RELATED SERVICES Product Category or SubCategory or Services TOUGHBOOK Services Panasonic Display Services Panasonic Projector Services Pro Video Services Pro Audio Services	0.00% 3.00% 2.00% DIR Customer Discount % off MSRP 2.00% 0.00% 0.00%
Panasonic Pro Audio Accessories Panasonic Digital Signage - Media Players Panasonic Lecture Capture Servers RELATED SERVICES Product Category or SubCategory or Services TOUGHBOOK Services Panasonic Display Services Panasonic Projector Services Pro Video Services	0.00% 3.00% 2.00% DIR Customer Discount % off MSRP 2.00% 0.00% 0.00% 0.00%
Panasonic Pro Audio Accessories Panasonic Digital Signage - Media Players Panasonic Lecture Capture Servers RELATED SERVICES Product Category or SubCategory or Services TOUGHBOOK Services Panasonic Display Services Panasonic Projector Services Pro Video Services Pro Audio Services Digital Signage Services	0.00% 3.00% 2.00% DIR Customer Discount % off MSRP 2.00% 0.00% 0.00% 0.00% 0.00% 0.00% 0.00%
Panasonic Pro Audio Accessories Panasonic Digital Signage - Media Players Panasonic Lecture Capture Servers RELATED SERVICES Product Category or SubCategory or Services TOUGHBOOK Services Panasonic Display Services Panasonic Projector Services Pro Video Services Pro Audio Services Digital Signage Services Lecture Capture Services PANASONIC BRANDED CLOUD SERVICES	0.00% 3.00% 2.00% DIR Customer Discount % off MSRP 2.00% 0.00% 0.00% 0.00% 0.00% 0.00%
Panasonic Pro Audio Accessories Panasonic Digital Signage - Media Players Panasonic Lecture Capture Servers RELATED SERVICES Product Category or SubCategory or Services TOUGHBOOK Services Panasonic Display Services Panasonic Projector Services Pro Video Services Pro Audio Services Digital Signage Services Lecture Capture Services	0.00% 3.00% 2.00% DIR Customer Discount % off MSRP 2.00% 0.00% 0.00% 0.00% 0.00% 0.00% 0.00%
Panasonic Pro Audio Accessories Panasonic Digital Signage - Media Players Panasonic Lecture Capture Servers RELATED SERVICES Product Category or SubCategory or Services TOUGHBOOK Services Panasonic Display Services Panasonic Projector Services Pro Video Services Pro Audio Services Digital Signage Services Lecture Capture Services PANASONIC BRANDED CLOUD SERVICES Miscellaneous as a Services (MaaS) Sub-	0.00% 3.00% 2.00% DIR Customer Discount % off MSRP 2.00% 0.00% 0.00% 0.00% 0.00% 0.00% DIR Customer Discount % off
Panasonic Pro Audio Accessories Panasonic Digital Signage - Media Players Panasonic Lecture Capture Servers RELATED SERVICES Product Category or SubCategory or Services TOUGHBOOK Services Panasonic Display Services Panasonic Projector Services Pro Video Services Pro Audio Services Digital Signage Services Lecture Capture Services PANASONIC BRANDED CLOUD SERVICES Miscellaneous as a Services (MaaS) Sub-Category/Descriptor	0.00% 3.00% 2.00% DIR Customer Discount % off MSRP 2.00% 0.00% 0.00% 0.00% 0.00% 0.00% DIR Customer Discount % off MSRP 2.00% DIR Customer Discount % off MSRP 2.00%
Panasonic Pro Audio Accessories Panasonic Digital Signage - Media Players Panasonic Lecture Capture Servers RELATED SERVICES Product Category or SubCategory or Services TOUGHBOOK Services Panasonic Display Services Panasonic Projector Services Pro Video Services Pro Audio Services Digital Signage Services Lecture Capture Services PANASONIC BRANDED CLOUD SERVICES Panasonic CORE Asset Management Software as a Services (SaaS) Sub-Category/Descriptor	0.00% 3.00% 2.00% DIR Customer Discount % off MSRP 2.00% 0.00% 0.00% 0.00% 0.00% 0.00% DIR Customer Discount % off MSRP 2.00% DIR Customer Discount % off MSRP 2.00%
Panasonic Pro Audio Accessories Panasonic Digital Signage - Media Players Panasonic Lecture Capture Servers RELATED SERVICES Product Category or SubCategory or Services TOUGHBOOK Services Panasonic Display Services Panasonic Projector Services Pro Video Services Pro Audio Services Digital Signage Services Lecture Capture Services PANASONIC BRANDED CLOUD SERVICES PANASONIC BRANDED CLOUD SERVICES Category/Descriptor Panasonic CORE Asset Management	0.00% 3.00% 2.00% DIR Customer Discount % off MSRP 2.00% 0.00% 0.00% 0.00% 0.00% 0.00% DIR Customer Discount % off MSRP 2.00% DIR Customer Discount % off MSRP 2.00%

Panasonic SaaS - Absolute

2.00%