

**DIR Contract No. DIR-SDD-949**  
**Appendix C – Pricing Index**  
**Technology Based Conferencing Products**

| Product Line           | Customer Discount |
|------------------------|-------------------|
| Accom                  | 10.75%            |
| Accordent              | 12.75%            |
| Acoustical Solutions   | 7.75%             |
| ADC Telecommunications | 10.75%            |
| Adtec                  | 5.75%             |
| AKG Acoustics          | 15.75%            |
| Alcom McBride          | 8.75%             |
| Altec Lansing          | 22.75%            |
| Altinex                | 16.75%            |
| AMX                    | 40.75%            |
| Analog Way             | 16.75%            |
| Anchor                 | 26.75%            |
| Anton Bauer            | 10.75%            |
| Anvil Cases            | 10.75%            |
| Arri                   | 10.75%            |
| Ashly Audio            | 22.75%            |
| Aspen Electronics      | 15.75%            |
| ATI                    | 5.75%             |
| Atlas Soundolier       | 28.75%            |
| ATS                    | 10.75%            |
| Audio-Technica         | 18.75%            |
| Audiotrak              | 13.75-20.75%      |
| Aurora Multimedia      | 10.75%            |
| Australian Monitor     | 27.75%            |
| Autopatch              | 15.75%            |
| Avocent                | 10.75%            |
| AVTEQ                  | 20.75%            |
| Axis TV                | 10.75%            |
| Bag End                | 28.75%            |
| Barco                  | 10.75-23.75%      |
| BEI                    | 15.75-18.75%      |
| Belkin                 | 20.75%            |
| Beyer                  | 15.75%            |
| Biamp                  | 28.75-30.75%      |
| Bi-Tronics Inc.        | 15.75%            |
| Blonder Tongue         | 15.75%            |
| Blue Line              | 5.75%             |
| Bogen Communications   | 18.75%            |
| Bogen Photo Corp.      | 20.75%            |
| Bright Line            | 15.75%            |
| Brown Innovations      | 5.75%             |
| BUF                    | 5.75%             |
| Buhl/Navitar           | 12.75%            |

|                              |              |
|------------------------------|--------------|
| Calzone Cases                | 10.75%       |
| Camera Support International | 20.75%       |
| Complex                      | 5.75%        |
| Canon                        | 15.75-19.75% |
| Christie Digital             | 10.75-24.75% |
| Clarity                      | 10.75-21.75% |
| Clearcom                     | 5.75-22.75%  |
| ClearOne                     | 12.75-42.75% |
| Crestron                     | 40.75%       |
| Crown                        | 22.75-35.75% |
| Dalite                       | 25.75%       |
| DBX Professional Products    | 10.75%       |
| Denon/Marantz                | 16.75-25.75% |
| Digital Projection           | 10.75-12.75% |
| DNF Controls                 | 10.75%       |
| Dorrough Electronics         | 5.75%        |
| Draper                       | 15.75%       |
| EAW                          | 23.75%       |
| Echolab                      | 5.75%        |
| Eiki                         | 32.75%       |
| Electrovoice                 | 25.75%       |
| Elmo                         | 27.75-30.75% |
| Epson                        | 10.75-20.75% |
| ESE                          | 5.75%        |
| ETA Systems                  | 10.75%       |
| Evans                        | 8.75%        |
| Evertz                       | 6.75%        |
| Extron                       | 39.75%       |
| FEC                          | 7.75%        |
| Fiber Options Inc.           | 10.75%       |
| Fleetwood                    | 8.75%        |
| Focus Enhancements           | 15.75%       |
| FOR-A                        | 5.75%        |
| Force Inc.                   | 10.75%       |
| Forecast Consoles            | 5.75%        |
| Fostex Communications        | 15.75%       |
| Fred                         | 7.75%        |
| Freeburger Consoles          | 10.75%       |
| FSR Inc.                     | 10.75%       |
| Fujinon Inc.                 | 15.75%       |
| Fujitsu                      | 20.75%       |
| Furman                       | 22.75%       |
| Genelec                      | 5.75%        |
| Global Streams               | 10.75%       |
| HaiVision                    | 13.75%       |
| Hamlet                       | 5.75%        |

|  |              |
|--|--------------|
| Hardwood Concepts                            | 8.75%        |
| Hitcast                                      | 13.75%       |
| Horita                                       | 5.75%        |
| Hotronics                                    | 10.75%       |
| Hurley (Motorized & Fixed Frame wall mount)  | 15.75%       |
| IDX Technology                               | 15.75%       |
| Ikegami Broadcast Monitors                   | 10.75%       |
| InFocus/Proxima                              | 33.75%       |
| Inova  | 10.75%       |
| Inscriber                                    | 5.75%        |
| Interllink Electronics                       | 7.75%        |
| Ivie Technologies Inc.                       | 5.75%        |
| JBL  | 25.75%       |
| Jelco Inc.                                   | 10.75%       |
| Juice Goose                                  | 18.75%       |
| Jupiter                                      | 12.75%       |
| JVC  | 10.75-19.75% |
| K & H Products                               | 8.75%        |
| Kangaroo                                     | 5.75%        |
| Kata   | 5.75%        |
| Key West                                     | 10.75%       |
| Kodak  | 12%          |
| Kramer                                       | 10.75%       |
| KSI  | 31.75-33.75% |
| Laird  | 10.75%       |
| Leader Instruments                           | 7.75%        |
| Leightronix                                  | 5.75%        |
| Leitch                                       | 10.75%       |
| LG   | 36.75%       |
| Liebert Control Concepts                     | 7.75%        |
| Lifesize                                     | 16.75%       |
| Link Electronics                             | 10.75%       |
| Linksys                                      | 5.75%        |
| Lowell Manufacturing                         | 10.75%       |
| Lumens                                       | 21.75%       |
| Lutron                                       | 12.75%       |
| Luxor  | 15.75%       |
| Mackie                                       | 10.75%       |
| Magenta Research                             | 8.75%        |
| Magni  | 10.75%       |
| Marshall Electronics                         | 13.75%       |
| Marshall Furniture                           | 10.75%       |
| Matthews Studio Equipment                    | 10.75%       |
| Middle Atlantic Products Integration Devices | 11.75%       |
| Miller Fluid Heads                           | 10.75%       |
| Miranda                                      | 5.75%        |
| Mitsubishi                                   | 15.75-30.75% |
| Modulation Sciences                          | 10.75%       |
| Ncast  | 15.75%       |

|                        |              |
|------------------------|--------------|
| Nady Systems, Inc.     | 20.75%       |
| NEC                    | 7.75-35.75%  |
| Oconnor Camera Support | 15.75%       |
| Olympic Case Company   | 10.75%       |
| Omneon Video Networks  | 5.75%        |
| Omnivex                | 2.75%        |
| On-Air Systems         | 5.75%        |
| Onkyo                  | 17.75%       |
| Optelecom              | 20.75%       |
| Optibase               | 12.75%       |
| Opticomm               | 5.75%        |
| Optivision             | 5.75%        |
| Orban                  | 5.75%        |
| Panasonic              | 15.75-28.75% |
| Panorama DTV           | 10.75%       |
| Paso                   | 20.75%       |
| Peavey                 | 32.75%       |
| Peerless Industries    | 10.75%       |
| Pelco                  | 10.75%       |
| Pinnacle               | 5.75%        |
| Pioneer                | 24.75-30.75% |
| Polycom                |              |
| Tier 1                 | 3.75%        |
| Tier 2                 | 5.75%        |
| Tier 3                 | 3.75%        |
| Tier 4                 | 15.75%       |
| Tier 5                 | 20.75%       |
| Tier 6                 | 25.75%       |
| Tier 7                 | 30.75%       |
| Tier 8                 | 35.75%       |
| Tier 9                 | 35.75%       |
| Tier 10                | 41.75%       |
| Tier 11                | 45.75%       |
| Tier 12                | 0.75%        |
| Tier 13                | 55.75%       |
| Tier 99                | 2.75%        |
| Polyvision             | 5.75-10.75%  |
| Premier                | 15.75%       |
| Probel                 | 8.75%        |
| Proco                  | 20.75%       |
| Progressive Marketing  | 12.75%       |
| QSC                    | 12.75%       |
| QTV                    | 5.75%        |
| Quartet Manufacturing  | 10.75%       |
| Quickset International | 15.75%       |
| Radio Design Labs      | 12.75%       |
| Radvision              | 28.75%       |
| Rane Corporation       | 8.75%        |
| RCI                    | 5.75%        |

|                      |              |
|----------------------|--------------|
| RGB Spectrum         | 12.75%       |
| Ross Video Ltd.      | 10.75%       |
| Sabine               | 22.75%       |
| Sachtler             | 15.75%       |
| Samson Technologies  | 15.75-18.75% |
| Samsung              | 10.75-32.75% |
| Sanyo                | 10.75-29.75% |
| Scala                | 5.75%        |
| Sennheiser           | 22.75-27.75% |
| Sharp                | 10.75-25.75% |
| Shure                | 27.75-29.75% |
| Sigma Electronics    | 10.75%       |
| Sirtage, Inc.        | 12.75%       |
| Smart Technologies   | 15.75-25.75% |
| Sonic Alarm          | 10.75%       |
| Sonic Foundry        | 7.75-9.75%   |
| Sony                 | 12.75-29.75% |
| Sound-Craft Systems  | 5.75%        |
| SP Control           | 22.75%       |
| Spectrum             | 39.75%       |
| Starbak              | 12.75%       |
| Stewart              | 17.75%       |
| Sundance Digital     | 5.75%        |
| SurgeX               | 14.75%       |
| Symetrix             | 17.75%       |
| Tandberg             |              |
| Category A           | 32.75%       |
| Category B           | 30.75%       |
| Category EP          | 24.75%       |
| Category NW          | 31.75%       |
| Category H           | 20.75%       |
| Category D           | 42.75%       |
| Category FO          | 38.75%       |
| Category E           | 6.75%        |
| Category AC          | 12.75%       |
| Tannoy               | 11.75%       |
| Tascam               | 17.75-20.75% |
| Teac America         | 8.75%        |
| Tech Panel           | 7.75%        |
| TecNec               | 5.75%        |
| Tektronix            | 5.75%        |
| Telemetry            | 9.75%        |
| Telestream           | 5.75%        |
| Telex RTS            | 10.75%       |
| Tiffen Manufacturing | 20.75%       |
| TOA                  | 33.75%       |
| Toshiba              | 15.75-30.75% |
| Triad                | 30.75%       |

|                       |              |
|-----------------------|--------------|
| TV One                | 15.75%       |
| Ultimate              | 5.75%        |
| US Case               | 10.75%       |
| Ushio America         | 20.75%       |
| Vaddio                | 17.75%       |
| Vansan Corporation    | 10.75%       |
| VCON                  | 10.75%       |
| Velbon                | 10.75%       |
| VFI                   | 25.75-35.75% |
| Video Accessory Corp. | 10.75%       |
| Videotek              | 10.75%       |
| Viking Cases          | 10.75%       |
| Vinten                | 10.75%       |
| VTEL                  | 4.75%        |
| Wacom Technologies    | 5.75%        |
| Whirlwind             | 9.75%        |
| Wiko Ltd.             | 20.75%       |
| Winsted Corp.         | 12.75%       |
| Wireless Computing    | 15.75%       |
| Wohler                | 12.75%       |
| Wolf Vision           | 18.75%       |
| Xantech               | 20.75%       |
| Zandar                | 5.75%        |

### Related Services

| Service                          | Customer Discount          |
|----------------------------------|----------------------------|
| Polycom Partner Branded Services | 2.75%                      |
| Tandberg Professional Services   | 10.75%                     |
| Integration and Installation     | 0.75%                      |
| Maintenance and Support          | 0.75%                      |
| Customization                    | 0.75%                      |
| Training                         | Included in purchase price |

### Glowpoint Conferencing Services

| Product Line   | Customer Discount |
|--|-------------------|
| Glowpoint Connect - Public IP Registered Video Endpoint                                    | \$48.63           |
| Glowpoint Connect - Public IP Registered Video Endpoint Setup                              | \$396.01          |
| Glowpoint Connect - Public IP Registered Video Endpoint                                    | \$48.63           |
| Instant Video Everywhere (IVE) Professional - Software Based Video Codec (requires Webcam) | \$16.86           |
| Video Transport Service (VTS) - Customer Supplied Client Device                            | \$49.63           |
| VTS - Customer Supplied Client Device Setup  | \$991.50          |
| VTS - - GP Supplied Client Device  | \$197.51          |

|   |            |
|---|------------|
| VTS - GP Supplied Device Setup  | \$2954.02  |
| VTS Enabled Endpoint  | \$98.26    |
| VTS Enabled Endpoint Setup  | \$197.51   |
| Customer Branded End User Training - Instruction                                  | \$496.25   |
| Customer Branded End User Training - Material                                     | \$198.50   |
| Customer Branded In-room Materials  | \$99.25    |
| Customer Branded In-room Materials - 10 Rooms                                     | \$694.75   |
| Creative design for material and training guide (\$90 / hour – total of 32 hours) | \$1985.00  |
| Customer Connect Agent Site Subscription  | \$73.51    |
| Customer Connect Application Hosting Fee  | Custom     |
| Customer Connect Initial Application Development                                  | Custom     |
| Customer Connect Remote Site Subscription   | \$48.63    |
| Customer Connect Setup of Agent Site  | Custom     |
| Customer Connect Setup of Remote Site   | Custom     |
| Polycom RPX 200 Hosted Room   | \$ 2977.50 |
| Polycom RPX 200 Managed Room  | \$2196.40  |
| Polycom RPX 400 Hosted Room   | \$3970.00  |
| Polycom RPX 400 Managed Room  | \$2927.88  |
| Polycom TPX 300 Hosted Room   | \$3473.75  |
| Polycom TPX 300 Managed Room  | \$2562.64  |
| Tandberg Experia Managed Room   | \$2977.50  |
| Cisco CTS 3000 Managed Room   | \$2977.50  |
| Cisco CTS 1000 Managed Room   | \$2778.01  |
| Cisco CTS 500 Managed Room  | \$2778.01  |
| VNOC Video Endpoint Managed Services Traditional HD Endpoint - Managed            | \$794.00   |
| VNOC Traditional CIF / 4CIF / SD Endpoint - Managed                               | \$694.75   |
| VNOC Traditional HD Endpoint - Hosted   | \$1191.00  |
| VNOC Traditional CIF / 4CIF / SD Endpoint - Hosted                                | \$893.25   |
| VNOC Set-up Fee   | \$1985.00  |
| 000 Video Operator - Unlimited Calling  | \$7.94     |
| Bridging on Demand (BOD) - High Definition - 5 + 1                                | \$44.66    |
| BOD - High Definition - Quad Screen   | \$44.66    |
| BOD - High Definition - Voice Switched  | \$44.66    |
| BOD - High Rate - 5 + 1   | \$29.78    |
| BOD - High Rate - Quad Screen   | \$29.78    |
| BOD - High Rate - Voice Switched  | \$29.78    |
| BOD - Standard Definition - 5 + 1   | \$14.89    |
| BOD - Standard Definition - Quad Screen   | \$14.89    |
| BOD - Standard Definition - Voice Switched  | \$14.89    |
| BOD 10 Unlimited - Standard Definition  | \$1884.51  |
| BOD 9 Unlimited - Standard Definition   | \$1,696.06 |
| BOD 8 Unlimited - Standard Definition   | \$1,507.61 |
| BOD 7 Unlimited - Standard Definition   | \$1,319.16 |
| BOD 6 Unlimited - Standard Definition   | \$1,130.71 |
| BOD 5 Unlimited - Standard Definition   | \$942.26   |
| BOD 4 Unlimited - Standard Definition   | \$753.80   |

|  |            |
|--|------------|
| BOD Usage - Standard Definition                                    | \$14.89    |
| BOD 10 Unlimited - High Definition                                 | \$2,826.77 |
| BOD 9 Unlimited - High Definition                                  | \$2,544.10 |
| BOD 8 Unlimited - High Definition                                  | \$2,261.41 |
| BOD 7 Unlimited - High Definition                                  | \$1,978.74 |
| BOD 6 Unlimited - High Definition                                  | \$1696.06  |
| BOD 5 Unlimited - High Definition                                  | \$1,413.39 |
| BOD 4 Unlimited - High Definition                                  | \$1,130.71 |
| BOD Usage - High Definition  | \$44.66    |
| Managed Video Bridging Standard Definition - Internet              | \$52.40    |
| Managed Video Bridging Standard Definition - ISDN                  | \$43.67    |
| Managed Video Bridging Standard Definition - TEXAN                 | \$34.94    |
| Managed Video Bridging High Definition - Internet                  | \$89.13    |
| Managed Video Bridging High Definition - TEXAN                     | \$64.71    |
| Managed Video Bridging - Call Launching (Customer Owned MCU)       | \$173.69   |
| Managed video Bridging ISDN Dial-out Network Charges US            | \$32.16    |
| Managed video Bridging ISDN Dial-out Network Charges International | Custom     |
| Operator Attended Video Conference                                 | \$74.44    |
| Recorded video bridge call - VHS                                   | \$49.63    |
| Recorded video bridge call - DVD                                   | \$99.25    |
| Audio Add-on: Dial-in  | \$0.25     |
| Audio Add-on: Operator Assisted                                    | \$0.35     |
| Audio Add-on: Operator Dialed US                                   | \$0.45     |
| Audio Add-on: Operator Dialed International                        | Custom     |
| Web Conferencing data collaboration                                | \$0.16     |
| Audio Streaming with Slides up to 100 viewers                      | \$2,282.75 |
| Audio Streaming with Slides up to 500 viewers                      | \$3,176    |
| Audio Streaming with Slides 500+ viewers                           | Custom     |
| Video Streaming with slides up to 100 viewers                      | \$4,565.50 |
| Video Streaming with slides up to 500 viewers                      | \$6,154.50 |
| Video Streaming with Slides 500+ viewers                           | Custom     |