

Visual Innovations / Appendix C Pricing		
Brand Name/Product Category	Customer Discount	Description of MSRP
Smart Technologies		
Interactive Whiteboards	16.25%	Factory Set MSRP
Interactive Classroom	12.75%	Factory Set MSRP
Interactive Pen Displays	13.00%	Factory Set MSRP
Interactive Response/Amplification	12.50%	Factory Set MSRP
Interactive Digital Signage	15.00%	Factory Set MSRP
Polyvision		
Interactive CopyCam	48.25%	Factory Set LIST Price (not MSRP)
Interactive Whiteboards	48.25%	Factory Set LIST Price (not MSRP)
Interactive LTX Multimedia	48.25%	Factory Set LIST Price (not MSRP)
Interactive RoomWizard	38.75%	Factory Set LIST Price (not MSRP)
Interactive Panel	48.25%	Factory Set LIST Price (not MSRP)
3M		
Interactive Digital Board	20.75%	Factory Set MSRP
Interactive Digital Wall Display	19.75%	Factory Set MSRP
SCP Systems	19.75%	Factory Set MSRP
Services		
Product Installation	8.25%	Visual Innovations MSRP
Maintenance and support	15.75%	Visual Innovations MSRP
Product Training/hr	28.75%	Visual Innovations MSRP