

APPENDIX C, PRICING INDEX
DIR-TSO-3969
ELECTRA LINK, INC.

Technology Based Recording Equipment, Software and Conferencing Products		
PRODUCT MANUFACTURER/BRAND	PRODUCT DESCRIPTION	Discount % off MSRP
Conferencing Products		
AMX	All	25.00%
Atlas Sound	All	25.00%
Biamp	All	30.00%
BenQ	All	10.00%
BSS Audio	All	15.00%
Cambridge	All	30.00%
Chief	All	35.00%
ClearOne	All	25.00%
Clock Audio	All	45.00%
Community	All	20.00%
Crestron	All	45.00%
Crown Audio	All	25.00%
Da-Lite	All	35.00%
Draper	All	25.00%
FSR Inc	All	15.00%
Infocus	All	20.00%
JBL	All	30.00%
Lab Guppen	All	15.00%
Liberty AV	All	40.00%
Listen Tech	All	20.00%
Middle Atlantic	All	15.00%
Polycom	All	3.00%
Premier Mounts	All	30.00%
Sharp	All	35.00%
Sound Control Technologies	All	20.00%
Total Channel	All	15.00%
Williams Sound	All	30.00%
TV One	All	10.00%
Tekvox	All	5.00%
Samsung	All	20.00%
QSC	All	5.00%
Peerless	All	8.00%
Panasonic	All	15.00%

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Extron	All	35.00%

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Related Services		
RELATED SERVICE NAME	SERVICE DESCRIPTION	Discount % off MSRP
Services	Design/Installation	10.00%
Services	Technical Service	10.00%
Services	Project Management	5.00%
Services	Programming	5.00%