

Piraino Consulting, Inc. APPENDIX C – PRICING INDEX DIR-CPO-5110		
Brand	Category	DIR Customer Discount % off MSRP
Audio Enhancement	Hardware/Sound Amplification	35.00%
AVTEQ	Hardware	10.00%
Boxlight	Software/License	25.00%
Boxlight	Hardware/Interactive Boards	25.00%
Boxlight	Hardware/Accessory	20.00%
Casio	Hardware/Projector	15.00%
Chief	Hardware	25.00%
Epson	Hardware/Projector & Cameras	5.00%
FrontRow	Hardware/Sound Amplification	10.00%
Liberty AV Solutions	Hardware/Room Connectivity	40.00%
Lightspeed	Hardware/Classroom Audio Systems	15.00%
Lumens	Hardware/Cameras	20.00%
Lumens	Hardware/Document Camera Accessories	10.00%
Pro-LIFT	Hardware	10.00%
Recordex	Hardware/ Accessories	20.00%
Recordex	Hardware/Document Cameras	35.00%
Recordex	Hardware/Interactive Boards	50.00%
Sharp	Hardware/Monitors	15.00%
Smart	Hardware/Interactive Displays/Accessories	20.00%
ViewSonic	Accessories	25.00%
ViewSonic	Commercial Displays and IFP	12.00%
ViewSonic	Desktop Virtualization	11.00%
ViewSonic	Extended Warranties	25.00%
ViewSonic	Monitors	25.00%
ViewSonic	Projectors	35.00%
Vivitek	Digital Signage	20.00%
Vivitek	Interactive Display	25.00%
Vivitek	Projector	45.00%
Vivitek	Wireless Presentation	20.00%
Services		
Type of Volume	Product Category	DIR Customer Discount % off
QTY		
1-99 units	Services (Instructional Technology Intergration Training)	20.00%
100-500 units	Services (Instructional Technology Intergration Training)	20.00%

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Brand	Category	DIR Customer Discount % off MSRP
500+ units	Services (Instructional Technology Intergration Training)	20%+
QTY	MSRP	Discounted Price
1-99 licenses	\$99/SMART Learning Suite License	\$79.20
100-500 licenses	\$89/SMART Learning Suite license	\$71.20
500+ units	*Custom Pricing*	*Custom Pricing*