

**Appendix C Pricing Index**

**DIR-TSO-3917**

**5205 Limited Partnership dba Houston Communications Inc.**

<b>Brand</b>	<b>Product Description</b>	<b>DIR Customer Discount % off MSRP *</b>
<b>Hardware</b>		
Motorola	Portable & Mobile Radios - Analog	30.00%
Motorola	Portable & Mobile Radios - Digital	26.00%
Motorola	Portable & Mobile Radios - Digital P25	5.00%
Motorola	Radio Repeaters - Analog	24.00%
Motorola	Radio Repeaters - MotoTRBO/Digital	27.00%
Motorola	Minitor Paging Equipment	15.00%
Motorola	Batteries	26.00%
Motorola	Miscellaneous Parts, Equip. & Accessories	15.00%
Motorola	Warranty Services	5.00%
Motorola	Modems, Data Sets, Accessories - Mobile Data	10.00%
Motorola	Test Equipment	0.00%
Vertex Standard	Radios - Portable/Mobile - Analog/Digital	27.00%
Vertex Standard	Repeaters	21.00%
Vertex Standard	Accessories, Parts, Other Equip.	20.00%
ICOM	Radios/Repeaters - Analog/Digital	20.00%
ICOM	Accessories, Parts, Other Equip.	14.00%
Creative Switching Design	Alliance / All	7.00%
EM Wave	Antennas / All	20.50%
Impact Power	ALL	15.00%
Larsen	Antennas / All	28.00%
Laird	Antennas / All	18.00%
Power Products	Batteries	25.00%
Power Products	Chargers & Accessories	20.00%
PCTEL/Maxrad	Antennas / All - Category 1	25.00%
PCTEL/Maxrad	Antennas / All - Category 2	11.00%
PCTEL/Maxrad	Antennas / All - Category 3	16.00%
PCTEL/Maxrad	Antennas / All - Category 4	20.00%
PCTEL/Maxrad	Antennas / All - Category 5	12.00%
Bosch/ Telex	Consoles, Desksets, Equip.	12.00%
Bosch	Accessories, Parts, Other Equip.	2.50%
BEE	Cases and Accessories	10.00%
Extreme Networks	ALL	9.00%
Visiplex	Intercom & Emergency Alerts	4.00%
Digital Watchdog	Cameras, NVR's, Other Equip. & Accessories	8.50%
Axis	Cameras, NVR's, Other Equip. & Accessories	8.00%
Vitek	Cameras, Other Equip. & Accessories	9.00%
HCI	Equip., Parts & Accessories	8.00%
HCI	Wire & Cable, Cable Assemblies	4.00%
HCI	Rental Equipment & Service	10.00%
Maxon	Radio, Repeaters, other Equipment	25.00%
Maxon	Accessories & Parts	15.00%
Tri-Ed	Equipment, Parts, Wire, and Accessories	5.00%
<b>Software</b>		
Digital Watchdog	NVR and Client Software	8.00%
Axis	Cameras, NVR's, Other Equip. & Accessories	8.00%
Bosch	ALL	5.00%
Tri-Ed	ALL	3.00%
Extreme Networks	ALL	3.00%
Visiplex	ALL	3.00%

Related Services	DIR Customer Discount % off MSRP *
Motorola Flat-Rate Repair - Depot T1,4,5,6,40	4.00%
Motorola Flat-Rate Repair - Depot T2,3,25,40a	8.00%
Planning, Design, Licensing & Logistics	12.00%
Installation- Field or In-House	25.00%
HCI Maintenance & Support - Service Contracts	25.00%
Programming: Radios, Repeaters, etc.	30.00%
Engraving: Radios & Other Equip.	30.00%
Repair: Equipment	30.00%
Training	30.00%
Project Management	20.00%
Licensing Fees: (FCC/Etc.)	6.00%

**DIR Note: Vendors quote to DIR customers shall include the DIR administrative fee. The fee will be added after discount off MSRP is applied.**