

Appendix C Pricing Index
DIR-CPO-4472
Visual Innovations Company, Inc

Brand	Category	DIR Customer Discount % off MSRP
AMX	Hardware	40.00%
Atlas Sound	Hardware	39.00%
BiAmp	Hardware	44.50%
Chief Mfg.	Hardware	35.00%
Crestron	Hardware	44.00%
Da-Lite	Hardware	28.00%
Digital Touch Systems	Hardware	20.00%
Digital Touch Systems	Software	5.00%
Draper	Hardware	28.00%
Elmo	Hardware	20.00%
JBL	Hardware	28.00%
Scala	Software	22.00%
Spectrum	Hardware	46.00%
Related Services	Category	DIR Customer Discount % off MSRP
Visual Innovations	Installation	25.00%