

**Appendix C Pricing Index  
DIR-TSO-3980  
E.F. Johnson Company**

<b>Brand</b>		<b>DIR Customer Discount % off MSRP *</b>
EFJohnson		20.00%
<b>Related Services</b>	<b>Part Number</b>	<b>DIR Customer Discount % off MSRP *</b>
Product Management (Hourly Rate)	3391101001	20.00%
Application Engineering (Hourly Rate)	3391103001	20.00%
System Engineering(Hourly Rate)	3391102001	20.00%
Staging (Hourly Rate)	3391105001	20.00%
Network Engineering (Hourly Rate)	3391104001	20.00%
Coverage Testing (Hourly Rate)	339-TBD	20.00%
System Installation (Hourly Rate)	3391202001	20.00%
Subscriber Installation (Hourly Rate)	3391201001	20.00%
Tower Climb Does not include Air Fare or Per Diem	3391203001	20.00%
Air Fare Per Technician, Per Trip	3391301001	20.00%
Per Diem	3391302001	20.00%
On-site Services (Hourly Rate)	339-TBD	20.00%
Remote (telephone) Technical Support (Hourly Rate)	339-TBD	20.00%
At EFJohnson Training Center; training for up to 10 students (subscribers). Total price will be based on number of students, number of days, & training package desired. Does not include customer travel, lodging, or per diem expenses.	3396205001	20.00%
At EFJohnson Training Center; training for up to 4 students (systems). Total price will be based on number of students, number of days, & training package desired. Does not include customer travel, lodging, or per diem expenses.	3396205001	20.00%

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