

Appendix C Pricing Index

DIR-TSO-4021

Alpha Omega Wireless, Inc.

Brand	Product Description	DIR Customer Discount % off MSRP *
Magnacurve	Magnetic Antenna Tri-Pod Mount - Lite	22.00%
Magnacurve	Magnetic Antenna Tri-Pod Mount - Standard	22.00%
Magnacurve	Magnetic Antenna Tri-Pod Mount - Heavey Duty	22.00%
Magnacurve	Magnetic Cable / Fiber Hangers	40.00%
Siklu	All Products	16.00%
Radwin	All Products	21.00%
Alcoma	All Products	20.00%
Xirrus	All Wi-Fi Access Point Arrays	25.00%
Xirrus	Wi-Fi Rapid Deployment Kits for Field Comm	25.00%
Xirrus	Software	15.00%
Siemens	All Wi-Max Products	15.00%
Siemens	All Switch Products	15.00%
Alliance Corp	All Antenna Mounting HW & Brackets	15.00%
Alliance Corp	All Antenna Masts / Tripods / Standoffs	12.00%
Alliance Corp	All Cabling / Fiber / Connectors	15.00%
Alliance Corp	All Antennas	17.00%
Alliance Corp	All Cambium Products	15.00%
Alliance Corp	All ICT Products	15.00%
Alliance Corp	All Ceragon Products	17.00%
Alliance Corp	All Power Suplly Products	12.00%
Alliance Corp	All Products - Tower Lighting	12.00%
Alliance Corp	All Tower Products	15.00%
Alliance Corp	All Products Weather Proofing	12.00%
Related Services		DIR Customer Discount % off MSRP *
Installation Technician (Ground Work Hourly Rate)		30.00%
Tower Climbing (tower work and antenna repair Hourly Rate)		30.00%
Wireless Installation Crew (2 Certified Tower Climbers - Hourly Rate)		25.00%
Wireless Installation Crew (4 Certified Tower Climbers - Hourly Rate)		25.00%
Technical Network Troubelshooting Hourly Rate		20.00%
Wireless RF Engineering and Desing Services (Hourly)		30.00%
FCC Frequency Coordination and Licensing - Per Path		15.00%
Project Management		30.00%

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

Additional Discount Based On Aggregate Sales

Brand	Contract Sales Threshold	Original Discount	Additional Discount	Total Discount
Xirrus	WiFi Access Points Arrays Qty 10 - 49	25%	2%	27.00%
Xirrus	WiFi Access Points Arrays Qty 50 - 99	25%	4%	29.00%
Xirrus	WiFi Access Points Arrays Qty 100+	25%	5%	30.00%
Alcoma	Point to Point Broadband Radio Link (Licensed) Qty 5 to 10	20%	5%	25.00%
Alcoma	Point to Point Broadband Radio Link (Licensed) Qty 10+	20%	10%	30.00%
Siklu	Point to Point Broadband Radio Link (1-10Gbps) Qty 5 to 10	16%	3%	19.00%
Siklu	Point to Point Broadband Radio Link (1-10Gbps) Qty 10+	16%	5%	21.00%
Siemens	Hardened WiMax Radios Qty 10 to 49	15%	3%	18.00%
Siemens	Hardened WiMax Radios Qty 50+	15%	5%	20.00%