

**Appendix C Pricing Index**

**DIR-TSO-4122**

**Electro Systems Engineers, Inc.**

| <b>CATEGORY</b>                 | <b>Brand</b>  | <b>Product Description</b>  | <b>DIR Customer Discount % off MSRP</b> |
|---------------------------------|---|---|---|
| Emergency Preparedness Hardware | Aviat Networks  | Eclipse IRU600 Microwave Radio - for 6 GHz, 11 GHz, 18 GHz Licensed Operation in MHSB, NP, SD, EHP, indoor, outdoor, and split configurations. Network cards and protection units. Capacity and high power licensing software                     | 50.00%                                  |
| Emergency Preparedness Hardware | Aviat Networks  | Antenna & Accessories for Eclipse IRU600 - 6GHz, 11 GHz, and 18 GHz radio frequencies including mounts, roof mounts, brackets, waveguide, connectors, boots, hanger kits, installation hardware, dehydrator, and manifolds.                       | 25.00%                                  |
| Emergency Preparedness Hardware | Aviat Networks  | Eclipse IRU600 Radio - rack and accessories for installation, i.e. aluminum racks, breaker panels, breakers, alarm I/O and cables, Ethernet cables, power rectifiers and battery chargers, back-up batteries, DC-to-DC converters, and DC cables. | 25.00%                                  |
| Emergency Preparedness Hardware | Trango Systems  | Giga Lynx, Apex Lynx, Giga Orion, Apex Orion Licensed point-to-point microwave radios for 4..5 to 42 GHz bands including patch cables, patch panels, and poe injectors.   | 25.00%                                  |
| Emergency Preparedness Hardware | Trango Systems  | Antenna (all sizes), accessories, mounts, and brackets.   | 25.00%                                  |
| Emergency Preparedness Hardware | Radwin  | All unlicensed radios, antennas, cables, and accessories.   | 20.00%                                  |
| Disaster Recovery Software      | StorageCraft  | Back-up Disaster Recovery Software - licenses - on-site installation  | 21.00%                                  |
| Disaster Recovery Software      | StorageCraft  | Disaster Recovery as a Service  | 21.00%                                  |
| <b>SERVICE CATEGORY</b>         | <b>Detailed Service Description</b>   |   | <b>DIR Customer Discount % off MSRP</b> |
| Project Management              | Our Project Management service ensures the planning and execution of the wireless projects is successful by following a clear line of communications between our client and our technical team. In addition, our Project Managers oversees timelines, budgets, and potential risks during the entire project life cycle.  |   | 15.00%                                  |
| Radio Design and Configuration  | Our Radio Design and Configuration services ensure the proper design of point-to-point and point-to-multipoint radio links taken into account prevailing propagation conditions in the area of operation. The radio design services also include the design of the physical infrastructure to ensure antennas and radio equipment are properly installed. Once the radio is installed and tested, our engineers will configure link parameters to properly support the operation. |   | 15.00%                                  |
| Radio Repair and Maintenance    | Through our Radio Repair and Maintenance Services, we ensure our customer's wireless infrastructure is reliable and available when needed the most. Our trained technical staff will periodically monitor radio equipment, document signal levels, and perform trend analysis. In addition, we will inspect radio battery systems, antenna and waveguides to ensure proper operation of the system.   |   | 15.00%                                  |

| SERVICE CATEGORY                                    | Detailed Service Description  | DIR Customer Discount % off MSRP |
|---|---|----------------------------------|
| Radio & Antenna Installation                        | Our radio installation services are meant to install the wireless system components without the need for site re-visits. Our installers will set antennas and radio equipment, run power to the device, run and terminate cables and align antennas for optimum performance. All of this done while following industry standards and best practices.  | 15.00%                           |
| Network Engineering                                 | Our Network Engineers will ensure that our Emergency Preparedness and Disaster Recovery solutions are interfaced into client's network consistent with their design and security criteria. Our Network Engineers will develop and maintain network diagrams outlining every aspect of network configuration down to the connector level; configure disaster recovery appliances, network switches, routers, and other communications devices as needed to ensure Disaster Recovery systems operate as needed.                                 | 15.00%                           |
| Network Administration                              | Our Network Administrators will work with Clients to identify and resolve potential issues with the LAN/WAN/MAN associated with our Emergency Preparedness and Disaster Recovery solutions. Our Network Administrators will troubleshoot with our Client, all server, email, applications, and network problems as reported to our Help Desk or discovered through monitoring and/or maintenance. In addition, Network Administrators will ensure all network attached devices are configured correctly for proper operation of our solution. | 15.00%                           |
| Disaster Recovery Planning                          | Our Disaster Recovery planners will work with clients to develop the optimum Emergency Preparedness and Disaster Recovery solution. Starting with the client's Recovery Point Objective (RPO) and Recovery Time Objective(RTO), our planners will design a system that will restore systems within the parameters identified.   | 15.00%                           |
| Disaster Recovery Software Installation             | Our Disaster Recovery specialist will install our solution in the client server or computer systems to be protected. The installation of the solution will include the configuration of the location where the image will be stored for the client.   | 15.00%                           |
| Disaster Recovery System Monitoring and Maintenance | When required by our client, we will monitor the performance of our Disaster Recovery solution to ensure the images are being created and stored correctly ensuring they will be available if and when needed. As part of the service, we will inform the client of the performance and status of the back-up images.   | 15.00%                           |
| Disaster Recovery Software Maintenance              | We support our clients with the maintenance of the software to include upgrades and patching. As part of the service, we will ensure the upgrade or patch was properly installed and the Disaster Recovery solution continues to operate as when first installed.   | 15.00%                           |
| Disaster Recovery Help Desk Support                 | Through our Disaster Recovery Help Desk services we support clients when issues surface. Our Help Desk personnel are trained in the installation, configuration, and maintenance of our Disaster Recovery solutions. Our Help Desk services are available on an as needed basis or under specific Service Level Agreements.   | 15.00%                           |