

SOUTHERN COMPUTER WAREHOUSE, INC.

APPENDIX C – PRICING INDEX

DIR-CPO-6135

RFO-594 Law Enforcement, Surveillance, and Security Monitoring Technology Products and Services

Brand	Category	DISCOUNT OF MSRP/List Price	DISCOUNT OF MSRP/List Price
1-Software			
APC	Software	30.00%	EA
Barracuda	Software	5.00%	EA
Barracuda	SAAS	5.00%	EA
Cisco Meraki	Software	35.00%	EA
Cisco Meraki	SAAS	35.00%	EA
Eaton	Software	17.00%	EA
Fortinet	SAAS	30.00%	EA
Getac	SAAS	6.00%	EA
i-Pro	Software	30.00%	EA
i-Pro	SAAS	15.00%	EA
Milestone	Software	20.00%	EA
Sophos	Software	8.00%	EA
Sophos	SAAS	8.00%	EA
Viewsonic	Software	30.00%	EA
Viewsonic	SAAS	30.00%	EA
Wasp	Software	10.00%	EA
Zebra	Software	25.00%	EA
Zebra	SAAS	15.00%	EA
2. Hardware			
Adesso	AV Products	12.00%	EA
Adesso	Components & Accessories	20.00%	EA
Adesso	POS Equipment	25.00%	EA
Adesso	All other products	10.00%	EA
APC	Cables (System, Power, Network, AV, & other cables)	25.00%	EA
APC	Power Equipment	25.00%	EA
APC	Networking Devices	30.00%	EA
APC	Accessories	30.00%	EA
AXIS	Security & Surveillance Equipment	4.00%	EA

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Brand	Category	DISCOUNT OF MSRP/List Price	DISCOUNT OF MSRP/List Price
Barracuda	Network Security	6.00%	EA
BlackBox	Accessories (Cabling & Accessories)	25.00%	EA
BlackBox	Power Equipment	20.00%	EA
BlackBox	Networking Devices	9.00%	EA
BlackBox	Networking Accessories	15.00%	EA
Bosch	Security & Surveillance Equipment	35.00%	EA
Bretford	Device Storage	18.00%	EA
Brother	Mobile Printers & Accessories	17.00%	EA
C2G	AV Cables	48.00%	EA
C2G	Network Cables	48.00%	EA
C2G	System & Power Cables	45.00%	EA
C2G	AV Accessories	45.00%	EA
C2G	System Accessories	35.00%	EA
Chief	Mounting Solutions	30.00%	EA
Cisco Meraki	Networking Equipment	35.00%	EA
Cisco Meraki	Security Cameras, Sensors	38.00%	EA
CyberPower	Power Equipment	30.00%	EA
Datamation	Device Storage	5.00%	EA
Eaton	Power Equipment	35.00%	EA
Ergotron	Device Storage (Charging & Secure Storage)	15.00%	EA
Ergotron	Mounting Solutions	25.00%	EA
Ergotron	Device Storage (Notebook/PC Mobile carts)	20.00%	EA
Exagrid	Network Storage	38.00%	EA
Fortinet	Networking Accessories	20.00%	EA
Fortinet	Network Devices	30.00%	EA
Gamber Johnson	Rugged Mounting Solutions	40.00%	EA
Garmin	GPS Equipment	4.00%	EA
Getac	Rugged Mounting Solutions	12.00%	EA

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Brand	Category	DISCOUNT OF MSRP/List Price	DISCOUNT OF MSRP/List Price
Getac	Rugged Notebooks	19.00%	EA
Getac	Rugged Tablets	12.00%	EA
Getac	Body Cameras	8.00%	EA
Getac	In car Cameras	15.00%	EA
Getac	Storage (DVR Security Storage)	30.00%	EA
Getac	Rugged Mounting Solutions (Vehicle Docks)	35.00%	EA
Hanwha	Security & Surveillance Equipment	31.00%	EA
Havis	Mounting Solutions	18.00%	EA
Honeywell	POS Equipment	38.00%	EA
i-Pro	Surveillance Camera	36.00%	EA
i-Pro	Surveillance Vehicle Camer System	25.00%	EA
i-Pro	Surveillance Body Cameras	20.00%	EA
i-Pro	Storage (Network Video Recorder)	35.00%	EA
i-Pro	Accessories	15.00%	EA
Lind	Power Accessories	15.00%	EA
MagTek	POS Equipment	40.00%	EA
Middle Atlantic	Storage (Rack/Storage Hardware)	38.00%	EA
Milestone	Storage (Network Video Recorder)	20.00%	EA
Pelco	Security & Surveillance Equipment	43.00%	EA
Pelican	Rugged Cases	7.00%	EA
Promise	Storage (Storage enclosures & accessories)	35.00%	EA
Promise	Storage (Network Attached Storage (NAS))	35.00%	EA
Promise	Storage (Hard drives)	35.00%	EA
Promise	Storage (Video Surveillance Storage NVR)	40.00%	EA
Sophos	Network Security	15.00%	EA
Topaz	POS Equipment	15.00%	EA
Vaddio	Camera (PTZ Cameras)	20.00%	EA
Vaddio	Accessories	20.00%	EA
Verkada	Security & Surveillance Equipment	18.00%	EA
Viewsonic	Displays (Interactive Displays)	40.00%	EA

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Brand	Category	DISCOUNT OF MSRP/List Price	DISCOUNT OF MSRP/List Price
Viewsonic	Displays (Monitors)	28.00%	EA
Viewsonic	Displays (Digital Signage)	35.00%	EA
Viewsonic	Displays (Televisions/Large Format Displays)	35.00%	EA
Viewsonic	Audio Visual Conferencing	35.00%	EA
Viewsonic	Accessories	35.00%	EA
Viewsonic	Projectors	38.00%	EA
Wacom	POS Equipment (Signature Pads)	30.00%	EA
Wacom	POS Equipment (Pen Displays)	7.00%	EA
Wacom	POS Equipment (Additional Products & Accessories)	10.00%	EA
Wasp	POS Equipment (label, receipt)	15.00%	EA
Wasp	POS Equipment (Consumables)	10.00%	EA
Wasp	POS Equipment (Additional Products & Accessories)	15.00%	EA
Wasp	POS Equipment (barcode scanners/readers)	15.00%	EA
Wasp	Tablet (Rugged data collection terminal)	15.00%	EA
Zebra	POS Equipment (Printers)	30.00%	EA
Zebra	POS Equipment (barcode scanners/readers)	35.00%	EA
Zebra	POS Equipment (Consumables)	28.00%	EA
Zebra	Tablet (Mobile collection terminal)	30.00%	EA
Zebra	Tablet (Rugged vehicle mount computer)	15.00%	EA
Zebra	Accessories (Additional Products & Accessories)	12.00%	EA
Zebra	POS Equipment (Docks/Port Expansion)	25.00%	EA
Zebra	Kiosks	10.00%	EA
Zebra	Accessories (batteries)	28.00%	EA

3. Related Services Provided by Manufacturer

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Brand	Category	DISCOUNT OF MSRP/List Price	DISCOUNT OF MSRP/List Price
APC	Service & Support	30.00%	Varies - Monthly/Annually
APC	Installation & Service	30.00%	Varies - per incident
Barracuda	Hardware Service & Support	5.00%	Monthly
Barracuda	Software Service & Support	5.00%	Varies - Hourly/Monthly
Eaton	Service & Support	12.00%	Annually
Fortinet	Service & Support	25.00%	Annually
Fortinet	Training	3.00%	Per Student
Fortinet	Software Service & Support	20.00%	Annually
Getac	Service & Support	8.00%	Annually
i-Pro	Installation & Service	30.00%	Per Incident
Milestone	Service & Support - Hardware/Software Support on HUSKY NVR	20.00%	Varies - Daily/Annually
Milestone	Service & Support - Software Support & Updates	20.00%	Varies - Monthly/Annually
Promise	Service Support - Extended Warranties & Upgrades	15.00%	Annually
Promise	Service & Support - Service Plus Support	7.00%	Annually
Sophos	Service & Support	8.00%	Varies - Monthly/Annually
ViewSonic	Service & Support	20.00%	Annually
Wacom	Service & Support	10.00%	Annually
Wasp	Service & Support	10.00%	Annually
Zebra	Service & Support - Extended Warranties & Upgrades	25.00%	Annually
Zebra	Software Service & Support - Subscription Tech Support/Phone Support	12.00%	Annually