

CATEGORY	SUBCATEGORY	BRAND	PRODUCT DESCRIPTION	SERVICE DESCRIPTION	SERVICE CATEGORY	PRODUCT/SERVICE PART NUMBER	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price*	AVERAGE BRAND DISCOUNT
Collaboration Conferencing Equipment	Video	AVer	Aver RS-232 Din6 to D-Sub 9 cable for TR320, TR530	N/A	N/A	COMVCC232	\$ 9.00	8.00%	\$ 8.34	
Collaboration Conferencing Equipment	Video	AVer	Aver CAM520 Pro 2 Conference Camera Zoom Rooms Certified, MS Teams Certified	N/A	N/A	COM520PR2	\$ 999.99	8.00%	\$ 926.89	
Collaboration Conferencing Equipment	Video	AVer	Aver PTZ310 Professional 1080p Camera -	N/A	N/A	PAPTZ310	\$ 1,599.00	8.00%	\$ 1,482.11	
Collaboration Conferencing Equipment	Video	AVer	Aver RS-232 Din8 to D-Sub 9 cable for	N/A	N/A	PTDIN8PT1	\$ 9.99	8.00%	\$ 9.26	
Collaboration Conferencing Equipment	Video	AVer	Aver Camera Mount L-Type for Wall for PTZ & PTC/TR Series	N/A	N/A	COMSVCMT	\$ 99.00	8.00%	\$ 91.76	
Collaboration Conferencing Equipment	Video	AVer	Aver TR311 Auto Tracking PTZ Camera	N/A	N/A	PAVPTR311	\$ 2,199.99	8.00%	\$ 2,039.17	
Collaboration Conferencing Equipment	Video	AVer	Aver TR313 Auto Tracking PTZ Camera	N/A	N/A	PAVPTR313	\$ 2,499.99	8.00%	\$ 2,317.24	
Collaboration Conferencing Equipment	Video	AVer	Aver TR331 Auto Tracking PTZ Camera	N/A	N/A	PAVPTR331	\$ 2,499.99	8.00%	\$ 2,317.24	
Collaboration Conferencing Equipment	Video	AVer	CAM340+ USB 4K conference came	N/A	N/A	COMMIC34+	\$ 499.99	8.00%	\$ 463.44	
Collaboration Conferencing Equipment	Video	AVer	CAM130 Conference Camera	N/A	N/A	COMCAM130	\$ 399.99	8.00%	\$ 370.75	
Collaboration Conferencing Equipment	Video	AVer	VB130 Conference Videobar	N/A	N/A	COMMBV130	\$ 899.99	8.00%	\$ 834.20	
Collaboration Conferencing Equipment	Video	AVer	CAM520 Pro2 Conference Camera	N/A	N/A	COM520PR2	\$ 999.99	8.00%	\$ 926.89	
Collaboration Conferencing Equipment	Video	AVer	CAM520 12x PTZ USB conference	N/A	N/A	COMSCA52B	\$ 899.99	8.00%	\$ 834.20	
Collaboration Conferencing Equipment	Video	AVer	VC520 Pro2 Conference Camera a	N/A	N/A	COMVCPRO2	\$ 1,399.99	8.00%	\$ 1,297.65	
Collaboration Conferencing Equipment	Video	AVer	VB342 expansion microphone	N/A	N/A	COMVBEMIC	\$ 199.99	8.00%	\$ 185.37	
Collaboration Conferencing Equipment	Video	AVer	VB342 expansion microphone w/	N/A	N/A	COMVBM20M	\$ 250.00	8.00%	\$ 231.73	
Collaboration Conferencing Equipment	Video	AVer	CP10 Collaboration Controller	N/A	N/A	COMCOCP10	\$ 799.99	8.00%	\$ 741.51	
Collaboration Conferencing Equipment	Video	AVer	VB130 Series TV Mount	N/A	N/A	COMVBMNT2	\$ 64.00	8.00%	\$ 59.32	
Collaboration Conferencing Equipment	Video	AVer	VB130/VB130E/VB350 Bluetooth W	N/A	N/A	COMVBTDON	\$ 36.00	8.00%	\$ 33.37	
Collaboration Conferencing Equipment	Video	AVer	VB130 Wall Mount	N/A	N/A	COMVBMNT1	\$ 24.00	8.00%	\$ 22.25	
Collaboration Conferencing Equipment	Video	AVer	VB342 TV Mount	N/A	N/A	COMVBTMNT	\$ 80.00	8.00%	\$ 74.15	
Collaboration Conferencing Equipment	Video	AVer	VB soundbar series power adapt	N/A	N/A	CPWRVB342	\$ 43.00	8.00%	\$ 39.86	
Collaboration Conferencing Equipment	Video	AVer	VC520+ daisy-chain speakerphon	N/A	N/A	COMVCSPK2	\$ 399.99	8.00%	\$ 370.75	
Collaboration Conferencing Equipment	Video	AVer	VC520+ speakerphone cable 20M	N/A	N/A	COMVCS520	\$ 52.00	8.00%	\$ 48.20	
Collaboration Conferencing Equipment	Video	AVer	Camera mount for VC5xx CAM5xx	N/A	N/A	COMVCMNT2	\$ 80.00	8.00%	\$ 74.15	
Collaboration Conferencing Equipment	Video	AVer	VC5xx, CAM5xx power adapter	N/A	N/A	COMPWREVC	\$ 43.00	8.00%	\$ 39.86	
Collaboration Conferencing Equipment	Video	AVer	VC520 PRO - Expansion Speakerp	N/A	N/A	COMEXPSPK	\$ 449.00	8.00%	\$ 416.18	
Collaboration Conferencing Equipment	Video	AVer	VC520 PRO Expansion Microphone	N/A	N/A	COMEXPMIC	\$ 399.00	8.00%	\$ 369.83	
Collaboration Conferencing Equipment	Video	AVer	CAM520 PRO Advanced USB confer	N/A	N/A	COM520PRA	\$ 1,399.99	8.00%	\$ 1,297.65	
Collaboration Conferencing Equipment	Video	AVer	RS232 Adapter for PRO Series	N/A	N/A	COMPRO232	\$ 17.00	8.00%	\$ 15.76	
Collaboration Conferencing Equipment	Video	AVer	CAM3xx/VC3xx camera adjustable	N/A	N/A	COMVCMNT3	\$ 30.00	8.00%	\$ 27.81	
Collaboration Conferencing Equipment	Video	AVer	CAM520 PRO Wall Mount	N/A	N/A	COMVCMNT6	\$ 21.00	8.00%	\$ 19.46	
Collaboration Conferencing Equipment	Video	AVer	CAM540 L-shaped mount	N/A	N/A	COMVCMNT5	\$ 80.00	8.00%	\$ 74.15	
Collaboration Conferencing Equipment	Video	AVer	CAM540 power adapter	N/A	N/A	CPWRCA540	\$ 43.00	8.00%	\$ 39.86	
Collaboration Conferencing Equipment	Video	AVer	VB130 Series Power Adapter	N/A	N/A	CPWRVB130	\$ 26.00	8.00%	\$ 24.10	

Collaboration Conferencing Equipment	Video	AVer	FONE540 Conference Speakerphon	N/A	N/A	COMFON540	\$ 449.99	8.00%	\$ 417.10	
Collaboration Conferencing Equipment	Video	AVer	Remote Control for VB130 & CAM	N/A	N/A	COMREMOT	\$ 12.00	8.00%	\$ 11.12	
Collaboration Conferencing Equipment	Video	AVer	CAM340/CAM340+ Power Adapter	N/A	N/A	CPWRA5V2A	\$ 25.00	8.00%	\$ 23.17	
Collaboration Conferencing Equipment	Video	AVer	VC5xx CAM5xx remote control	N/A	N/A	COMVREMOT	\$ 20.00	8.00%	\$ 18.54	
Collaboration Conferencing Equipment	Video	AVer	VC5xx/CAM5xx RS232 cable	N/A	N/A	COMVCC232	\$ 9.00	8.00%	\$ 8.34	
Collaboration Conferencing Equipment	Video	AVer	30X Optical PRO Auto Tracking	N/A	N/A	PAVPTR530	\$ 3,249.99	8.00%	\$ 3,012.42	
Collaboration Conferencing Equipment	Video	AVer	AVer TR311 Auto Tracking PTZ C	N/A	N/A	PAVPTR311	\$ 2,199.99	8.00%	\$ 2,039.17	
Collaboration Conferencing Equipment	Video	AVer	AVer TR313 12x Auto Tracking P	N/A	N/A	PAVPTR313	\$ 2,499.99	8.00%	\$ 2,317.24	
Collaboration Conferencing Equipment	Video	AVer	22X Optical PRO Auto Tracking	N/A	N/A	PAVPTR320	\$ 2,699.99	8.00%	\$ 2,502.62	
Collaboration Conferencing Equipment	Video	AVer	TR311 Auto Tracking PTZ HD Cam	N/A	N/A	PAVPTR331	\$ 2,499.99	8.00%	\$ 2,317.24	
Collaboration Conferencing Equipment	Video	AVer	AVer TR311HN Auto Tracking PTZ	N/A	N/A	PATR311HN	\$ 2,199.99	8.00%	\$ 2,039.17	
Collaboration Conferencing Equipment	Video	AVer	AVer PTZ330N Professional Live	N/A	N/A	PAPTZ330N	\$ 2,349.99	8.00%	\$ 2,178.21	
Collaboration Conferencing Equipment	Video	AVer	AVer PTZ310N Professional Live	N/A	N/A	PAPTZ310N	\$ 1,899.99	8.00%	\$ 1,761.10	
Collaboration Conferencing Equipment	Video	AVer	AVer PTZ310W 12X PTZ Camera	N/A	N/A	PAPTZ310W	\$ 1,599.99	8.00%	\$ 1,483.03	
Collaboration Conferencing Equipment	Video	AVer	AVer PTZ330W PTZ Camera 30X -	N/A	N/A	PAPTZ330W	\$ 2,099.99	8.00%	\$ 1,946.48	
Collaboration Conferencing Equipment	Video	AVer	12X Optical PRO PTZ Camera, 4	N/A	N/A	PAVPPTZ310	\$ 1,599.99	8.00%	\$ 1,483.03	
Collaboration Conferencing Equipment	Video	AVer	30X Optical PRO PTZ Camera, 4	N/A	N/A	PAVPPTZ330	\$ 2,099.99	8.00%	\$ 1,946.48	
Collaboration Conferencing Equipment	Video	AVer	AVer CL01 IP PTZ Camera Contro	N/A	N/A	PTCAMCTRL	\$ 1,199.99	8.00%	\$ 1,112.27	
Collaboration Conferencing Equipment	Video	AVer	Camera Mount L-Type for Wall f	N/A	N/A	PTMLTWA01	\$ 80.00	8.00%	\$ 74.15	
Collaboration Conferencing Equipment	Video	AVer	AVerMedia BU110 HDMI to USB3.0	N/A	N/A	PTCVBU110	\$ 239.99	8.00%	\$ 222.45	
Collaboration Conferencing Equipment	Video	AVer	AVerMedia BU111 SDI to USB3.0	N/A	N/A	PTCVBU111	\$ 239.99	8.00%	\$ 222.45	
Collaboration Conferencing Equipment	Video	AVer	AVer RS-232 Din8 to D-Sub 9 ca	N/A	N/A	PTDIN8PT1	\$ 9.99	8.00%	\$ 9.26	
Collaboration Conferencing Equipment	Video	AVer	Camera Mount L-Type for Wall &	N/A	N/A	PTMLTWC01	\$ 108.00	8.00%	\$ 100.11	
Collaboration Conferencing Equipment	Video	AVer	AVer Camera Ceiling Mount for	N/A	N/A	PTMLTCM01	\$ 89.00	8.00%	\$ 82.49	
Collaboration Conferencing Equipment	Video	AVer	AVer Camera Mount L-Type for W	N/A	N/A	COMSVCMNT	\$ 99.00	8.00%	\$ 91.76	
Collaboration Conferencing Equipment	Video	AVer	AVer Remote Control for TR320,	N/A	N/A	PTRCTRS01	\$ 29.99	8.00%	\$ 27.80	
Collaboration Conferencing Equipment	Video	AVer	AVer Remote Control for PTZ310	N/A	N/A	PTRCPTZ01	\$ 29.99	8.00%	\$ 27.80	
Collaboration Conferencing Equipment	Video	AVer	AVer Remote Control for TR311/	N/A	N/A	PTRCPTZ02	\$ 29.99	8.00%	\$ 27.80	
Collaboration Conferencing Equipment	Video	AVer	AVer RS232 In/Out cable for PT	N/A	N/A	PTRSINOUT	\$ 18.99	8.00%	\$ 17.60	
Collaboration Conferencing Equipment	Video	AVer	AVer 12V 5A Power Adapater for	N/A	N/A	PTTR12V5A	\$ 39.99	8.00%	\$ 37.07	
Collaboration Conferencing Equipment	Video	AVer	AVer AW200 4K Wireless Present	N/A	N/A	AAW200WPK	\$ 999.99	8.00%	\$ 926.89	
Collaboration Conferencing Equipment	Video	AVer	AVer AP200 4K Wireless Pod	N/A	N/A	AAWPOD200	\$ 329.99	8.00%	\$ 305.87	