

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
Web and Collaboration Conferencing Equipment	Audio	Biamp	Biamp - TesiraFORTÉ - DSP / microphone mixer with echo cancellation, USB and AVB port for expansion, channel VoIP and standard FXO telephone interface. 4	N/A	N/A	TesiraFORTÉ AVB VT4	\$ 2,798.00	40.00%	\$ 1,691.39	
Web and Collaboration Conferencing Equipment	Audio	Biamp	Biamp - TesiraFORTÉ - DSP / microphone mixer with echo cancellation, USB and Dante port for expansion channel VoIP	N/A	N/A	TesiraFORTÉ DAN VT4	\$ 2,998.00	40.00%	\$ 1,812.29	
Web and Collaboration Conferencing Equipment	Audio	Biamp	Biamp - TesiraFORTÉ - Meeting Room DSP with 4 integrated PoE+ ports. AVB & Dante, 2x2 analog I/O, Stereo USB and 4	N/A	N/A	TesiraFORTÉ X 400	\$ 4,000.00	40.00%	\$ 2,418.00	
Web and Collaboration Conferencing Equipment	Audio	Biamp	Biamp - TesiraFORTÉ - Meeting Room DSP with 4 integrated PoE+ ports. AVB & Dante, 2x2 analog I/O, Stereo USB and 8	N/A	N/A	TesiraFORTÉ X 800	\$ 5,000.00	40.00%	\$ 3,022.50	
Web and Collaboration Conferencing Equipment	Audio	Biamp	Biamp - Meeting Room DSP with 4 integrated PoE+ ports. AVB & Dante, 2x2 analog I/O, Stereo USB and 16 channels of	N/A	N/A	TesiraFORTÉ X 1600	\$ 5,800.00	40.00%	\$ 3,506.10	
Web and Collaboration Conferencing Equipment	Audio	Biamp	Biamp - AVB Beamtracking™ ceiling microphone, primary	N/A	N/A	Tesira TCM-1	\$ 1,598.00	40.00%	\$ 965.99	
Web and Collaboration Conferencing Equipment	Audio	Biamp	Biamp - AVB Beamtracking™ ceiling microphone with PoE+ amplifier	N/A	N/A	Tesira TCM-1A	\$ 1,998.00	40.00%	\$ 1,207.79	
Web and Collaboration Conferencing Equipment	Audio	Biamp	Biamp - Expansion AVB Beamtracking ceiling microphone	N/A	N/A	Tesira TCM-1EX	\$ 850.00	40.00%	\$ 513.83	
Web and Collaboration Conferencing Equipment	Audio	Biamp	Biamp Parlé TCM-X (White) AVB low-profile ceiling microphone for use in Tesira® systems. Comprises a network	N/A	N/A	Parlé TCM-X	\$ 1,998.00	40.00%	\$ 1,207.79	
Web and Collaboration Conferencing Equipment	Audio	Biamp	Biamp Parlé TCM-XEX (White) expansion AVB low-profile ceiling microphone for	N/A	N/A	Parlé TCM-XEX	\$ 1,250.00	40.00%	\$ 755.63	
Web and Collaboration Conferencing Equipment	Audio	Biamp	Biamp - TesiraFORTÉ - 4 channel PoE+ conferencing amplifier	N/A	N/A	Tesira AMP-450P	\$ 798.00	40.00%	\$ 482.39	
Web and Collaboration Conferencing Equipment	Audio	Biamp	Biamp - TesiraFORTÉ - DSP / microphone mixer with echo cancellation, USB and hard codec interface with AVB port for	N/A	N/A	TesiraFORTÉ AVB CI	\$ 3,698.00	40.00%	\$ 2,235.44	
Web and Collaboration Conferencing Equipment	Audio	Biamp	Biamp - TesiraFORTÉ - DSP / microphone mixer with echo cancellation, USB and hard codec interface with Dante port for	N/A	N/A	TesiraFORTÉ DAN CI	\$ 3,898.00	40.00%	\$ 2,356.34	
Web and Collaboration Conferencing Equipment	Audio	Biamp	Biamp - TesiraFORTÉ - DSP / microphone mixer with echo cancellation, USB and Analog and VOIP telephone interface with	N/A	N/A	TesiraFORTÉ AVB VT	\$ 3,998.00	40.00%	\$ 2,416.79	
Web and Collaboration Conferencing Equipment	Audio	Biamp	Biamp - TesiraFORTÉ - DSP / microphone mixer with echo cancellation, USB and Analog and VOIP telephone interface with	N/A	N/A	TesiraFORTÉ DAN VT	\$ 4,198.00	40.00%	\$ 2,537.69	
Web and Collaboration Conferencing Equipment	Audio	Biamp	Biamp - Tesira 4 channel mic/line input expander PoE+	N/A	N/A	TesiraFORTÉ EX-IN	\$ 1,398.00	40.00%	\$ 845.09	
Web and Collaboration Conferencing Equipment	Audio	Biamp	Biamp - Tesira 4 channel mic/line input expander with AEC and PoE+	N/A	N/A	TesiraFORTÉ EX-AEC	\$ 1,778.00	40.00%	\$ 1,074.80	
Web and Collaboration Conferencing Equipment	Audio	Biamp	Biamp - Tesira 4 channel mic/line output expander PoE+	N/A	N/A	TesiraFORTÉ EX-OUT	\$ 1,398.00	40.00%	\$ 845.09	
Web and Collaboration Conferencing Equipment	Audio	Biamp	Biamp - Tesira HD-1 Desktop Dialing Physical Interface *Requires PoE	N/A	N/A	Tesira HD-1	\$ 840.00	40.00%	\$ 507.78	
Web and Collaboration Conferencing Equipment	Audio	Biamp	56V Power Over Ethernet (POE) 1 Port Midspan Injector 10/100/1000 Mbps Data Rate - for powering Biamp Tesira expansion units	N/A	N/A	993-POE60U-18TE-R-ND	\$ 86.99	40.00%	\$ 52.59	
Web and Collaboration Conferencing Equipment	Audio	Biamp	Biamp - 5-port expansion device. Four of the five Gigabit RJ-45 ports provide PoE+ power (IEEE 802.3at Class 4, 30W) to connected endpoints, while the remaining RJ-45 port is used for DSP connection or daisy chaining TesiraCONNECT devices together	N/A	N/A	TesiraCONNECT TC-5	\$ 1,200.00	40.00%	\$ 725.40	
Web and Collaboration Conferencing Equipment	Audio	Biamp	Biamp - 24 Port Gigabit Smart Switch with AVB software loaded, 2 SFP GBIC fiber slots, and rack mount kit for Tesira AVB network	N/A	N/A	NG GS724T AVB V4	\$ 1,398.00	40.00%	\$ 845.09	

Web and Collaboration Conferencing Equipment	Audio	Biamp	Biamp - Nexia - DSP / microphone mixer with echo cancellation (Necessary for voice reinforcement in local room sound system)	N/A	N/A	Nexia VC	\$ 2,998.00	40.00%	\$ 1,812.29	
Web and Collaboration Conferencing Equipment	Audio	Biamp	Biamp - Nexia - DSP / microphone mixer with echo cancellation and telephone interface (Necessary for voice reinforcement in local room sound system, phone dialing)	N/A	N/A	Nexia TC	\$ 2,998.00	40.00%	\$ 1,812.29	