

Department of Information Resources
Request for Offer DIR-CPO-TMP-559
Technology-Based Recording and Conferencing Products and Related Services

EXHIBIT H - PRICING SHEET

IF VENDOR IS PROVIDING THE ENTIRE LINE FOR A SPECIFIC BRAND, PROVIDE CATALOGUE LINK AND LIST HERE MOST SOLD PRODUCTS

* For Vendor reference: DIR CUSTOMER PRICE contains 0.75% DIR Administrative Fee and it will be AUTOMATICALLY calculated once all other cells are filled.
For reference purposes, the formula to calculate DIR Customer Price is: DIR Customer Price = MSRP x (1-DIR Discount%) x (1+0.75%)
DO NOT make any changes to the format of the grids. Insert additional rows as needed.

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	Display	Spectrum	Spectrum 41" Link Lectern, with Overbridge and Twin Wheels (Specify Color & options)	N/A	N/A	55115-Custom	\$ 6,518.00	44.50%	\$ 3,644.62	
Web and Collaboration Conferencing Equipment	Display	Spectrum	Spectrum Elite Lectern - Media Manager Series steel chassis with integral ventilation, optional rack cube with front and rear access, large locking document camera drawer, Overbridge Split Panel	N/A	N/A	55153-Custom	\$ 6,518.00	44.50%	\$ 3,644.62	
Web and Collaboration	Display	Spectrum	Spectrum - Slide in Rack Cube 12RU	N/A	N/A	55197-B	\$ 408.00	44.50%	\$ 228.14	
Web and Collaboration	Display	Spectrum	Spectrum - Flip up Shelf for Elite or	N/A	N/A	55539	\$ 516.00	44.50%	\$ 288.53	
Web and Collaboration Conferencing Equipment	Display	Spectrum	Spectrum - Director Lectern w/Surround Twin Wheels Metal Side Panels No cutout (Specify options)	N/A	N/A	55213-S10010	\$ 4,792.00	44.50%	\$ 2,679.51	