



**VISIONALITY**  
DESIGNSTHATCOMPUTE

**Video Conferencing, Web Conferencing & Webcasting**



**MSRP BASED ON MANUFACTURERES PUBLISHED PRICE LIST**

POLYCOM			
CATEGORY	CODE	PRODUCT	DIR DISCOUNT
	AUD.5	Soundstation	32.40%
	VID.4/TIER.8	HDX Series Systems, Software, Cameras & Modules, VSX Series Systems, Software, Cameras & Modules, V Series Systems, Software, Cameras & Modules, Media Cart & Display Solutions	25.93%
	AUD.4	Vortex	31.26%
	VID.2	PVX Conferencing Application	25.72%
	ACC	Accessories	5.12%

RADVISION			
CATEGORY	CODE	PRODUCT	DIR DISCOUNT
	A	SCOPIA Systems, Enterprise 3G Gateway, SCOPIA PathFinder Firewall Traversal, iVIEW Suite, ECS	33.77%
	B	CTM Server Software,	16.94%
	C	Service & Support Solutions	0.00%

TANDBERG			
CATEGORY	CODE	PRODUCT	DIR DISCOUNT
Core Product	A	150 MXP, 1700MXP, 2000MXP, Movi Edge 95 MXP, Edge 85 MXP, Edge 75 MXP 550 MXP, 770 MXP, 1000 MXP 550 MXP for CallManager, 770 MXP for CallManager, 1000 MXP for CallManager, 2000 MXP for CallManager, 8000 MXP, 7000 MXP, 6000 MXP Profile, 3000 MXP Profile, Director MXP, Presenter Module MXP, Intern MXP, Media Place MXP 770, Tactical MXP, Compass MXP, Utility MXP, FieldView 3000 MXP HD Integrator Package, 6000 MXP HD Integrator Package	22.29%
	B	Maestro, 3000 MXP Portable, 6000 MXP Portable, 880 MXP, 990 MXP, Educator MXP, Media Place MXP 880, Media Place MXP 990	25.82%
	C	6000 MXP Codec, 3000 MXP Codec, MPS, MPS Options, MCU, MCU Options, Video Communication Server Border Controller, Gateway, Entry point, Gatekeeper, TMS, See and Share, Content Server Product Packages ***PROMOTIONAL Edge 95 MXP	22.00%
	H	Experia Telepresence	2.58%
Software and Bandwidth Options Spare	D	Natural Presenter Package (NPP) Presenter Package (PP), MultiSite (MS) Bandwidth Options, Software & Bandwidth Upgrades	36.25%
	E	Video Switch, Cables, Cameras, All other	2.58%
Add-ons	F	Hardware add-ons, System Peripherals and Accessories	14.04%

	I	Software Upgrades	21.54%
<b>Professional Services</b>	G	Professional Services	0.00%
<b>Service</b>	V04		10.00%

LIFESIZE			
CATEGOR	CODE	PRODUCT	DIR
	A	Lifesize Video Systems & Warranty, Lifesize Audio Systems & Warranty, Lifesize Infrastructure (Networker and Transit) & Warranty Lifesize Management (control), Networker Warranty, Transit Warranty & Lifesize Control Warranty, Assurance Services	18.00%
	B	Lifesize Infrastructure (Miltipoint and Gateway), & Warranty Lifesize Management (Gatekeeper) Lifesize Accessories & Warranty	10.00%
	C	Training Services / Infrastructure extended maintenance	5.00%
	D	Lifesize Support Services	0.00%
	E	Lifesize Accessories	10.00%