

**Appendix C Pricing Index
DIR-TSO-3934
BearCom Group, Inc.**

Brand	Product Description	DIR Customer Discount % off MSRP *
Mobile Units		
Motorola	Project 25 Digital Mobile Radios	10.00%
Motorola	Project 25 Digital Mobile Radio Options and Accessories	10.00%
Motorola	Commercial Digital Mobiles Radios	32.00%
Motorola	Commercial Digital Mobile Radios Options and Accessories	19.00%
Motorola	Commercial Analog Mobile Radios	32.00%
Motorola	Commercial Analog Mobile Radios Options and Accessories	19.00%
Motorola	Mobile Unit Accessories	19.00%
Vertex	Project 25 Digital Mobile Radios	20.00%
Vertex	Project 25 Digital Mobile Radio Options and Accessories	20.00%
Vertex	Commercial Digital Mobiles Radios	32.00%
Vertex	Commercial Digital Mobile Radios Options and Accessories	19.00%
Vertex	Commercial Analog Mobile Radios	32.00%
Vertex	Commercial Analog Mobile Radios Options and Accessories	19.00%
Vertex	Mobile Unit Accessories	19.00%
ICOM	Project 25 Digital Mobile Radios	20.00%
ICOM	Project 25 Digital Mobile Radio Options and Accessories	20.00%
ICOM	Commercial Digital Mobiles Radios	32.00%
ICOM	Commercial Digital Mobile Radios Options and Accessories	19.00%
ICOM	Commercial Analog Mobile Radios	32.00%
ICOM	Commercial Analog Mobile Radios Options and Accessories	19.00%
ICOM	Mobile Unit Accessories	19.00%
Portable Units		
Motorola	Project 25 Digital Portable Radios	10.00%
Motorola	Project 25 Digital Portable Radio Options and Accessories	10.00%
Motorola	Commercial Digital Portable Radios	32.00%
Motorola	Commercial Digital Portable Radios Options and Accessories	19.00%
Motorola	Commercial Analog Portable Radios	32.00%
Motorola	Commercial Analog Portables Radios Options and Accessories	19.00%
Motorola	Portable Unit Accessories	19.00%
Vertex	Project 25 Digital Portable Radios	18.00%
Vertex	Project 25 Digital Portable Radio Options and Accessories	18.00%
Vertex	Commercial Digital Portable Radios	32.00%
Vertex	Commercial Digital Portable Radios Options and Accessories	19.00%
Vertex	Commercial Analog Portable Radios	32.00%
Vertex	Commercial Analog Portables Radios Options and Accessories	19.00%
Vertex	Portable Unit Accessories	19.00%
ICOM	Project 25 Digital Portable Radios	18.00%
ICOM	Project 25 Digital Portable Radio Options and Accessories	18.00%
ICOM	Commercial Digital Portable Radios	32.00%
ICOM	Commercial Digital Portable Radios Options and Accessories	19.00%
ICOM	Commercial Analog Portable Radios	32.00%
ICOM	Commercial Analog Portables Radios Options and Accessories	19.00%
ICOM	Portable Unit Accessories	19.00%
BearCom	Commercial Digital Portable Radios	32.00%
BearCom	Commercial Digital Portable Radios Options and Accessories	19.00%
BearCom	Commercial Analog Portable Radios	32.00%
BearCom	Commercial Analog Portables Radios Options and Accessories	19.00%
BearCom	Portable Unit Accessories	19.00%

Brand	Product Description	DIR Customer Discount % off MSRP *
Mobile & Portable Unit Accessories		
David Clark	Headsets - Wired & Wireless Intercom System	10.00%
Sonetics / Firecom	Headsets - Wired & Wireless Intercom System	15.00%
IMPACT Radio Accessories	Headsets - Speaker Microphones - Audio Accys - Chargers	16.00%
Pryme Radio Products	Headsets - Speaker Microphones - Audio Accessoriess	16.00%
Wireless Accessories Unlimited - WAU	Headsets - Speaker Microphones - Audio Accys - Chargers	16.00%
Atlantic Signal	Custom Headsets - Speaker Microphones - Audio Accessories	5.00%
Panorama	Mobile and Portable Unit Antenna Systems	18.00%
STI-CO	Mobile Antennas - Disguised Antenna Systems	10.00%
American International Radio - AIR	Wireless Microphone Systems and Accessories	10.00%
Collcomm, Inc.	NCS Radio Switchers - Transportable Interoperability Systems	18.00%
Power Products	Portable Unit Batteries and Battery Chargers	28.00%
Pagers / Receivers		
Motorola	Pager / Receiver	10.00%
Base Station & Repeater Stations		
Motorola	Project 25 Digital Base/Repeater Station	12.00%
Motorola	Project 25 Digital Base/Repeater Station Options & Accessories	12.00%
Motorola	Commercial Digital Base/Repeater Station	32.00%
Motorola	Commercial Digital Base/Repeater Station Options & Accessories	19.00%
Motorola	Commercial Analog Base/Repeater Station	32.00%
Motorola	Commercial Analog Base/Repeater Station Options & Accessories	19.00%
Vertex	Commercial Digital Base/Repeater Station	32.00%
Vertex	Commercial Digital Base/Repeater Station Options & Accessories	19.00%
Vertex	Commercial Analog Base/Repeater Station	32.00%
Vertex	Commercial Analog Base/Repeater Station Options & Accessories	19.00%
ICOM	Commercial Digital Base/Repeater Station	29.50%
ICOM	Commercial Digital Base/Repeater Station Options & Accessories	19.00%
ICOM	Commercial Analog Base/Repeater Station	32.00%
ICOM	Commercial Analog Base/Repeater Station Options & Accessories	19.00%
Base/Repeater Station Ancillary Equipment		
Comprod	Duplexers - Combiners - Receiver Multicouplers - Cavities - Filters Antennas	20.00%
EMR	Duplexers - Combiners - Receiver Multicouplers - Cavities - Filters	18.00%
Tessco	Antennas - Transmission Line - Connectors - Site Materials Miscellaneous Materials and Supplies	15.00%
Hutton	Antennas - Transmission Line - Connectors - Site Materials Miscellaneous Materials and Supplies	15.00%
Farallon Electronics	HF/SSB Radio Modems and Options and Accessories	5.00%
Dispatch Console Systems - Interoperability Solutions		
Motorola	Dispatch Console - Standard	15.00%
Motorola	Dispatch Console - IP	15.00%
Motorola	Dispatch Console Options and Accessories	10.00%
Motorola	IP Interoperability Gateway	13.00%
Motorola	IP Interoperability Options and Accessories	8.00%

Brand	Product Description	DIR Customer Discount % off MSRP *
Dispatch Console Systems - Interoperability Solutions		
JPS	IP Interoperability Systems	12.00%
JPS	IP Interoperability Systems Options and Accessories	8.00%
BearCom	IP Interoperability Systems - Radio Enclosure - Mobile Enclosures	12.00%
Microwave Systems		
Winncomm Technologies	Point to Point Licensed and Unlicensed Microwave	15.00%
Winncomm Technologies	Point-Multi- Point	15.00%
Winncomm Technologies	Options and Accessories	15.00%
Public Safety LTE Mission Critical Solutions		
Motorola	PS LTE Mission Critical Data Solutions, Networks, Modems,	8.00%
Broadband Antenna Tracking Systems - BATS	WWAN Optimized Broadband Technology - Controller - Positioning	21.50%
Broadband Antenna Tracking Systems - BATS	Options and Accessories	15.00%
GET Wireless	Wireless Vehicle Modems	5.00%
Alarm & Control Systems		
Motorola	Wired and Wireless Monitoring, Alarm and Control Systems	10.00%
Federal Signal	Public Warning Systems	10.00%
Other Solutions		
TWR Lighting	Hazard Lighting, Aviation Obstruction Lighting, Hark Site Monitor	10.00%
Radio Rentals - Per Radio		
BearCom	Analog Portable - Daily \$10.00 - Weekly \$32.00 - Monthly \$75.00	5.00%
BearCom	Surv Earpiece - Daily \$7.00 - Weekly \$18.00 - Monthly \$50.00	5.00%
BearCom	Earpiece W/PTT - Daily \$2.00 - Weekly \$10.00 - Monthly \$15.00	5.00%
BearCom	Speaker Mic - Daily \$3.00 - Weekly \$12.00 - Monthly \$30.00	5.00%
BearCom	Headsets - Daily \$5.00 - Weekly \$15.00 - Monthly \$40.00	5.00%
BearCom	Comm Digital Portable - Daily \$12.00 - Weekly \$42.00 - Month \$95.00	5.00%
BearCom	Surv Earpiece - Daily \$6.00 - Weekly \$18.00 - Monthly \$50.00	5.00%
BearCom	Earpiece W/PTT - Daily \$2.00 - Weekly \$10.00 - Monthly \$15.00	5.00%
BearCom	Speaker Mic - Daily \$4.00 - Weekly \$16.00 - Monthly \$35.00	5.00%
BearCom	Headsets - Daily \$5.00 - Weekly \$15.00 - Monthly \$35.00	5.00%
	* No Charge for Chargers and 20% spare batteries*	
BearComm - Services		
BearCom	Project Manager - Hourly Rate \$150.00	10.00%
BearCom	Project Supervisor- Hourly Rate \$110.00	10.00%
BearCom	System Technologist - Hourly Rate \$200.00	10.00%
BearCom	Technician Services & Advanced Programming - Hourly Rate \$150.00	10.00%
BearCom	Installation and Basic Programming - Hourly Rate - \$100.00	10.00%
BearCom	Project Manager - Daily Rate \$1,600.00 - Plus Travel	10.00%
BearCom	Project Supervisor- Daily Rate \$1,200.00 - plus Travel	10.00%
BearCom	System Technologist - Daily Rate \$1,600.00 - plus Travel	10.00%
BearCom	Technician Services - Daily Rate \$1,200.00 - plus Travel	10.00%
BearCom	Installation Services - Daily Rate - \$800.00 plus Travel	10.00%
BearCom	Programming Services - Daily Rate \$800.00 plus Travel	10.00%
Related Services		DIR Customer Discount % off MSRP *
Maintenance - Typical preventative maintenance inspections, test equipment to meet factory specifications, provide report identifying items that failed testing. Repair - troubleshoot system, or unit, based on customer description of problem, identify system assembly or component that needs replacement. Assembly replacement may also go through a factory depot repair as an alternate option to replacement.		10.00%

***Important Note: Vendors quote to DIR customers shall include the DIR administrative fee. The fee will be added after discount off MSRP is applied.**