

## Calence Physical Security Solutions

### *DIR-SDD-1876 Hardware, Software and Related Services for Surveillance, Security and Monitoring Pricing Discount Structure*

| <b>Products</b>                 | <b>Discount %</b> | <b>Products Continued</b>                        | <b>Discount %</b> |
|---------------------------------|-------------------|--|-------------------|
| Cisco Systems Inc.              | 44.00%            | Security Door Controls                           | 37.00%            |
| Allied Telesis                  | 38.00%            | BBV Omnivision                                   | 28.00%            |
| KBC Network                     | 44.00%            | BBV Keyboards                                    | 25.00%            |
| Vbrick Systems                  | 21.50%            | BBV Core products, media converters              | 30.00%            |
| APC – American Power Conversion | 36.00%            | HID  | 42.00%            |
| Ortronics                       | 37.00%            | Bosch  | 41.00%            |
| Panduit                         | 35.50%            | PoE Technologies                                 | 20.00%            |
| Leviton                         | 35.00%            | Tamron USA Inc.                                  | 45.00%            |
| Superior Essex                  | 39.00%            | Luxon  | 35.50%            |
| Commscope                       | 36.25%            | <b>Maintenance</b>                               |                   |
| Chatsworth (CPI)                | 28.00%            | Cisco Smartnet (Government)                      | 18.50%            |
| General Cable                   | 37.75%            | Cisco Smartnet (K-12 and Higher Ed)              | 30.50%            |
| Mohawk Cable                    | 37.75%            | Vbrick Systems Maintenance                       | 5.50%             |
| Cooper B-Line                   | 20.00%            | APC (American Power Conversion)                  | 36.00%            |
| Ingersoll Rand – Von Durpin     | 37.50%            | <b>Technical Services</b>                        |                   |
| Ingersoll Rand – Falcon         | 37.50%            | Insight Cabling Services                         | 29.25%            |
| Sony                            | 38.00%            | Insight Installation & Configuration             | 29.25%            |
| Moog Videolarm                  | 22.00%            | Insight Project Management                       | 29.25%            |
| Aigis/Linear                    | 40.00%            | Insight Professional Services                    | 29.25%            |
| Altronix                        | 40.00%            | Insight Camera Mounting Services                 | 29.25%            |
| EverFocus                       | 40.00%            | Insight Training Services                        | 29.25%            |
| Pelco                           | 43.50%            | APC (American Power Conversion) on site services | 18.00%            |

*Please contact your sales team for configuration and quoting assistance.*