

**Appendix C Pricing Index**  
**DIR-TSO-3965**  
**Johnston Technical Services, Inc.**

<b>Brand</b>	<b>DIR Customer Discount % off MSRP *</b>
Cambium Networks	20.00%
DragonWave	16.00%
Mimosa	5.00%
Microwave Networks	22.00%
Radwin	21.00%
SIAE Microelettronica	21.00%
LightPointe	10.00%
Siklu	15.00%
Signal Inside	37.00%
Dialight	5.00%
Hughey & Phillips	5.00%
Flash Technologies	10.00%
Drake Lighting	2.00%
Sabre Industries	12.00%
Trylon	11.00%
Rohn	11.00%
AllTech Communications	2.00%
Radiflow	16.00%
<b>Related Services</b>	<b>DIR Customer Discount % off MSRP *</b>
Cabling	5.00%
Patch Cords	5.00%
Connectors	5.00%
Power Supplies	5.00%
Protectors	5.00%
etc.)	5.00%
Grounding Kits	5.00%
Weatherproofing Material	5.00%
Antennas	5.00%
Enclosures	5.00%
SFP Modules	5.00%
Rebar	5.00%
Concrete	5.00%
1-Man Installation & Maintenance Crew, Hourly	12.00%
2-Man Installation & Maintenance Crew, Hourly	12.00%

<b>Related Services</b>	<b>DIR Customer Discount % off MSRP *</b>
3-Man Installation & Maintenance Crew, Hourly	12.00%
4-Man Installation & Maintenance Crew, Hourly	12.00%
2-Man Installation & Maintenance Crew, Daily (10 hours)	12.00%
3-Man Installation & Maintenance Crew, Daily (10 hours)	12.00%
4-Man Installation & Maintenance Crew, Daily (10 hours)	12.00%
Project Management Services, Hourly	12.00%
Training Services (Daily)	12.00%
Project Management (Hourly)	12.00%
Systems Engineering (Hourly)	12.00%
Radio Provisioning (Hourly)	12.00%
Acceptance Testing/System Commissioning, Hourly (2-man crew)	12.00%
FCC License Coordination Fee (70-90 GHz, Single Link)	12.00%
FCC License Coordination Fee (6-38 GHz, Single Link)	12.00%
Truck Fee (Daily Rate)	12.00%
Site Survey (per site)	12.00%
Spectrum Analysis (per site)	12.00%
Test Equipment Fee (Daily Rate)	12.00%
External Resource Lease - Backhoe	12.00%
External Resource Lease - Crane	12.00%
External Resource Lease - Bucket Truck	12.00%
External Resource Lease - Towable Boom	12.00%
External Resource Lease - SkyTrak	12.00%
External Resource Lease - Towable Boom	12.00%
Portable Rental Tower (Weekly Rate)	12.00%
Portable Rental Tower (Daily Rate)	12.00%
Annual Maintenance Agreement	12.00%
Tower Construction Services (Day Rate)	12.00%
Tower Inspection (per tower)	12.00%
Tower Engineering (Geotechnical and PE Reports)	12.00%
General Technical Services, Hourly	12.00%

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