

Manufacturer	Part Number	Description	MSRP US\$	DIR Discount	Final Price
Scala	SW-CMS	Scala Content Manager <sup>i</sup>	\$950.00	22.00%	\$746.56
Scala	SW-CMS-DL	Scala Content Manager -Dongleless	\$950.00	22.00%	\$746.56
Scala	SW-CMDTODL	Scala Content Manager -Dongle to Dongleless Conversion	\$250.00	22.00%	\$196.46
Scala	SW-CAL-1	Network size 1-9	\$125.00	22.00%	\$98.23
Scala	SW-CAL-1	Network size 10-99	\$95.00	22.00%	\$74.66
Scala	SW-CAL-1	Network size 100-999	\$65.00	22.00%	\$51.08
Scala	SW-CAL-1	Network size 1000+	\$40.00	22.00%	\$31.43
Scala	SW-XBR	Scala Broadcast Server	\$950.00	22.00%	\$746.56
Scala	SW-IDE	Scala Designer <sup>n</sup>	\$950.00	22.00%	\$746.56
Scala	SW-PLAD	Scala PC Player License* <sup>n</sup>	\$725.00	22.00%	\$569.74
Scala	SW-PLAD-AOP	Scala PC Audio Only Player License	\$125.00	22.00%	\$98.23
Scala	SW-ADP-SF	Scala Android Player	\$175.00	22.00%	\$137.52
Scala	SW-ADP-SFH	Scala Android HTML Player	\$250.00	22.00%	\$196.46
Scala	SW-ADP-MFH	Scala Android HTML Enhanced Player	\$375.00	22.00%	\$294.69
Scala	SW-IAdea-SDP-NS	IAdea SD Player License	\$250.00	22.00%	\$196.46
Scala	SW-IAdea-HDP-NS	IAdea HD Player License	\$375.00	22.00%	\$294.69
Scala	SW-IAdea-SSB-NS	IAdea Digital Signboard Player License	\$175.00	22.00%	\$137.52
Scala	SW-IAdea-PSB-NS	IAdea Digital Premium Signboard Player License	\$375.00	22.00%	\$294.69
Scala	SW-IAdea-AOP-NS	IAdea Audio Only Player License	\$125.00	22.00%	\$98.23
Scala	SW-SSP-SFH	Scala Samsung SSP Player	\$375.00	22.00%	\$294.69
Scala	SW-XPU	Publish Automation Module	\$850.00	22.00%	\$667.97
Scala	SW-XLV	Local Verification EX Module	\$50.00	22.00%	\$39.29
Scala	RM-CMS	Scala Maintenance Scala Content Manager <sup>i</sup>	\$190.00	22.00%	\$149.31
Scala	RM-CAL-1	Network size 1-9	\$25.00	20.00%	\$20.15
Scala	RM-CAL-1	Network size 10-99	\$19.00	20.00%	\$15.31
Scala	RM-CAL-1	Network size 100-999	\$13.00	20.00%	\$10.48
Scala	RM-CAL-1	Network size 1000+	\$8.00	10.00%	\$7.25
Scala	RM-XBR	Scala Maintenance Scala Broadcast Server	\$190.00	22.00%	\$149.31
Scala	RM-IDE	Scala Maintenance Scala Designer <sup>n</sup>	\$190.00	22.00%	\$149.31
Scala	RM-PLAD	Scala Maintenance Scala PC Player License* <sup>n</sup>	\$145.00	22.00%	\$113.95
Scala	RM-PLAD-AOP	Scala Maintenance Scala PC Audio Only Player License	\$25.00	19.00%	\$20.40
Scala	RM-ADP-SF	Scala Maintenance Scala Android Player	\$35.00	21.00%	\$27.86
Scala	RM-ADP-SFH	Scala Maintenance Scala Android HTML Player	\$50.00	21.00%	\$39.80
Scala	RM-ADP-MFH	Scala Maintenance Scala Android HTML Enhanced Player	\$75.00	22.00%	\$58.94
Scala	RM-IAdea-SDP-NS	Scala Maintenance IAdea SD Player License	\$50.00	21.00%	\$39.80
Scala	RM-IAdea-HDP-NS	Scala Maintenance IAdea HD Player License	\$75.00	22.00%	\$58.94
Scala	RM-IAdea-SSB-NS	Scala Maintenance IAdea Digital Signboard Player License	\$35.00	21.00%	\$27.86

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Scala	RM-IAdea-PSB-NS	Scala Maintenance IAdea Digital Premium Signboard Player Lic	\$75.00	22.00%	\$58.94
Scala	RM-IAdea-AOP-NS	Scala Maintenance IAdea Audio Only Player License	\$25.00	19.00%	\$20.40
Scala	RM-SPP-SFH	Scala Maintenance Samsung SSP Player	\$75.00	22.00%	\$58.94
Scala	RM-XPU	Scala Maintenance Publish Automation Module	\$170.00	22.00%	\$133.59
Scala	SV-SKSUB	Scala Script Kit	\$ 1,500	5.00%	\$1,435.69
Scala	TR-EU	Scala End User Class - Per Attendee (2-day class)	\$ 1,200	5.00%	\$1,148.55
Scala	TR-AGD	Advanced Scala Graphic Designer Class - Per Attendee (2-day c	\$ 1,200	5.00%	\$1,148.55
Scala	TR-PROG	Advanced Scala Programmer Class - Per Attendee (2-day class)	\$ 1,200	5.00%	\$1,148.55
Scala	TR-PTNR	Certified Scala Technician Class - Per Attendee (2 day class)	\$ 1,500	5.00%	\$1,435.69
Scala	TR-GS	Get Started - Per Attendee (1 day class)	\$ 750	5.00%	\$717.84
Scala	TR-GI	Get Installed - Per Attendee (1 day class)	\$ 750	5.00%	\$717.84
Scala	TR-GC	Get Creative - Per Attendee (1 day class)	\$ 750	5.00%	\$717.84
Scala	TR-P4NP	Programming for Non-Programmers - Per Attendee (2-day clas	\$ 1,200	5.00%	\$1,148.55
Scala	TR-ONSITE	Customized Training mimimum 2 attendees (priced per person	\$ 1,500	5.00%	\$1,435.69
Scala	SV-CONSULTD	General Consulting (per consultant per 8 hour day)	\$ 1,500	5.00%	\$1,435.69
Scala	SV-CONSULTH	General Consulting (per hour)	\$ 225	5.00%	\$215.35
Scala	SV-CSPASD	Customized Software Programming & Advanced Scripting (per	\$ 2,000	5.00%	\$1,914.25
Scala	SV-CSPASH	Customized Software Programming & Advanced Scripting (per	\$ 300	5.00%	\$287.14
Scala	SV-PROMAND	Project Management (per 8 hour day)	\$ 2,000	5.00%	\$1,914.25
Scala	SV-PROMANH	Project Management (per hour)	\$ 300	5.00%	\$287.14
Scala	SV-CONCRED	Content Development (per 8 hour day)	\$ 2,000	5.00%	\$1,914.25
Scala	SV-CONCREH	Content Development (per hour)	\$ 300	5.00%	\$287.14
Scala	SV-HDSK-STD	Scala Standard Helpdesk (Monthly per player - Billed QTR in Adv	\$ 30	5.00%	\$28.71
Scala	SV-PNS	Scala Standard Helpdesk per incident (phone support Scala pro	\$ 100	5.00%	\$95.71
Scala	SAAS-NETMON	<b>Network Monitoring (Monthly per player - Billed QTR in Adv)</b>	\$ 20	5.00%	\$19.14
Scala	SAAS-APMT-PLYR	Player Application Maintenance (Monthly per player - Billed Q	\$ 15	5.00%	\$14.36
Scala	SAAS-SSCM-NETSET	SaaS Network Account Setup Fee Shared Content Manager	\$ 500	5.00%	\$478.56
Scala	SAAS-SSCM-PLYRSET	SaaS Player Setup Fee -Shared Content Manager - per player	\$ 30	5.00%	\$28.71
Scala	SAAS-SSCM-PLAD	<b>Quarterly SaaS PC Player -Shared Content Manager</b>	\$ 150	5.00%	\$143.57
Scala	SAAS-SSCM-PLAD-AOP	Quarterly SaaS PC Audio Only Player -Shared Content Manager	\$ 25	5.00%	\$23.93
Scala	SAAS-SSCM-ADP-SF	Quarterly SaaS Scala Android Player -Shared Content Manager	\$ 35	5.00%	\$33.50
Scala	SAAS-SSCM-ADP-SFH	Quarterly SaaS Scala Android HTML Player -Shared Content Ma	\$ 50	5.00%	\$47.86
Scala	SAAS-SSCM-ADP-MFH	Quarterly SaaS Scala Android HTML Enhanced Player -Shared C	\$ 75	5.00%	\$71.78
Scala	SAAS-SSCM-SSP-SFH	Quarterly Scala Samsung SSP Player - Shared Content Manager	\$ 75	5.00%	\$71.78
Scala	SAAS-SS10GB-ST	Quarterly Shared Server additional 10 GB storage	\$ 75	5.00%	\$71.78
Scala	SAAS-SSCM-PLAD-1YR	<b>1 Year SaaS PC Player -Shared Content Manager</b>	\$ 600	5.00%	\$574.28
Scala	AAS-SSCM-PLAD-AOP-1Y	1 Year SaaS PC Audio Only Player -Shared Content Manager	\$ 100	5.00%	\$95.71

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Scala	SAAS-SSCM-ADP-SF-1YR	1 Year SaaS Scala Android Player -Shared Content Manager	\$ 140	5.00%	\$134.00
Scala	SAAS-SSCM-ADP-SFH-1YR	1 Year SaaS Scala Android HTML Player -Shared Content Mana	\$ 200	5.00%	\$191.43
Scala	AAS-SSCM-ADP-MFH-1Y	1 Year SaaS Scala Android HTML Enhanced Player -Shared Cont	\$ 300	5.00%	\$287.14
Scala	SAAS-SSCM-SSP-SFH-1YR	1 Year Scala Samsung SSP HTML Player - Shared Content Mana	\$ 300	5.00%	\$287.14
Scala	SAAS-SSCM-PLAD-2YR	<b>2 year SaaS PC Player -Shared Content Manager</b>	\$ 1,200	5.00%	\$1,148.55
Scala	AAS-SSCM-PLAD-AOP-2Y	2 year SaaS PC Audio Only Player -Shared Content Manager	\$ 200	5.00%	\$191.43
Scala	SAAS-SSCM-ADP-SF-2YR	2 year SaaS Scala Android Player -Shared Content Manager	\$ 280	5.00%	\$268.00
Scala	SAAS-SSCM-ADP-SFH-2YR	2 year SaaS Scala Android HTML Player -Shared Content Mana	\$ 400	5.00%	\$382.85
Scala	AAS-SSCM-ADP-MFH-2Y	2 year SaaS Scala Android HTML Enhanced Player -Shared Cont	\$ 600	5.00%	\$574.28
Scala	SAAS-SSCM-SSP-SFH-2YR	2 year Scala Samsung SSP HTML Player - Shared Content Mana	\$ 600	5.00%	\$574.28
Scala	SV-SKSUB	Scala Script Kit	\$1,500.00	10.00%	\$1,360.13
Scala	TR-EU	Scala End User Class - Per Attendee (2-day class)	\$1,200.00	10.00%	\$1,088.10
Scala	TR-AGD	Advanced Scala Graphic Designer Class - Per Attendee (2-day class)	\$1,200.00	10.00%	\$1,088.10
Scala	TR-PROG	Advanced Scala Programmer Class - Per Attendee (2-day class)	\$1,200.00	10.00%	\$1,088.10
Scala	TR-PTNR	Certified Scala Technician Class - Per Attendee (2 day class)	\$1,500.00	10.00%	\$1,360.13
Scala	TR-GS	Get Started - Per Attendee (1 day class)	\$750.00	10.00%	\$680.06
Scala	TR-GI	Get Installed - Per Attendee (1 day class)	\$750.00	10.00%	\$680.06
Scala	TR-GC	Get Creative - Per Attendee (1 day class)	\$750.00	10.00%	\$680.06
Scala	TR-P4NP	Programming for Non-Programmers - Per Attendee (2-day class)	\$1,200.00	10.00%	\$1,088.10
Scala	TR-ONSITE	Customized Training mimimum 2 attendees (priced per person, per d	\$1,500.00	10.00%	\$1,360.13
Scala	SV-CONSULTD	General Consulting (per consultant per 8 hour day)	\$1,500.00	10.00%	\$1,360.13
Scala	SV-CONSULTH	General Consulting (per hour)	\$225.00	10.00%	\$204.02
Scala	SV-CSPASD	Customized Software Programming & Advanced Scripting (per 8 hou	\$2,000.00	10.00%	\$1,813.50
Scala	SV-CSPASH	Customized Software Programming & Advanced Scripting (per hour)	\$300.00	10.00%	\$272.03
Scala	SV-PROMAND	Project Management (per 8 hour day)	\$2,000.00	10.00%	\$1,813.50
Scala	SV-PROMANH	Project Management (per hour)	\$300.00	10.00%	\$272.03
Scala	SV-CONCRED	Content Development (per 8 hour day)	\$2,000.00	10.00%	\$1,813.50
Scala	SV-CONCREH	Content Development (per hour)	\$300.00	10.00%	\$272.03
Scala	SV-HDSK-STD	Scala Standard Helpdesk (Monthly per player - Billed QTR in Adv)	\$30.00	10.00%	\$27.20
Scala	SV-PNS	Scala Standard Helpdesk per incident (phone support Scala products	\$100.00	10.00%	\$90.68
Scala	SAAS-NETMON	<b>Network Monitoring (Monthly per player - Billed QTR in Adv)</b>	\$20.00	10.00%	\$18.14
Scala	SAAS-APMT-PLYR	Player Application Maintenance (Monthly per player - Billed QTR in A	\$15.00	10.00%	\$13.60
Scala	SAAS-SSCM-NETSET	SaaS Network Account Setup Fee Shared Content Manager	\$500.00	10.00%	\$453.38
Scala	SAAS-SSCM-PLYRSET	SaaS Player Setup Fee -Shared Content Manager - per player	\$30.00	10.00%	\$27.20
Scala	SAAS-SSCM-PLAD	<b>Quarterly SaaS PC Player -Shared Content Manager</b>	\$150.00	10.00%	\$136.01
Scala	SAAS-SSCM-PLAD-AOP	Quarterly SaaS PC Audio Only Player -Shared Content Manager	\$25.00	10.00%	\$22.67
Scala	SAAS-SSCM-ADP-SF	Quarterly SaaS Scala Android Player -Shared Content Manager	\$35.00	10.00%	\$31.74

Manufacturer	Part Number	Description	MSRP US\$	DIR Discount	Final Price
Scala	SAAS-SSCM-ADP-SFH	Quarterly SaaS Scala Android HTML Player -Shared Content Manager	\$50.00	10.00%	\$45.34
Scala	SAAS-SSCM-ADP-MFH	Quarterly SaaS Scala Android HTML Enhanced Player -Shared Content	\$75.00	10.00%	\$68.01
Scala	SAAS-SSCM-SSP-SFH	Quarterly Scala Samsung SSP Player - Shared Content Manager	\$75.00	10.00%	\$68.01
Scala	SAAS-SS10GB-ST	Quarterly Shared Server additional 10 GB storage	\$75.00	10.00%	\$68.01
Scala	SAAS-SSCM-PLAD-1YR	<b>1 Year SaaS PC Player -Shared Content Manager</b>	\$600.00	10.00%	\$544.05
Scala	SAAS-SSCM-PLAD-AOP-1YR	1 Year SaaS PC Audio Only Player -Shared Content Manager	\$100.00	10.00%	\$90.68
Scala	SAAS-SSCM-ADP-SF-1YR	1 Year SaaS Scala Android Player -Shared Content Manager	\$140.00	10.00%	\$126.95
Scala	SAAS-SSCM-ADP-SFH-1YR	1 Year SaaS Scala Android HTML Player -Shared Content Manager	\$200.00	10.00%	\$181.35
Scala	SAAS-SSCM-ADP-MFH-1YR	1 Year SaaS Scala Android HTML Enhanced Player -Shared Content M	\$300.00	10.00%	\$272.03
Scala	SAAS-SSCM-SSP-SFH-1YR	1 Year Scala Samsung SSP HTML Player - Shared Content Manager	\$300.00	10.00%	\$272.03
Scala	SAAS-SSCM-PLAD-2YR	<b>2 year SaaS PC Player -Shared Content Manager</b>	\$1,200.00	10.00%	\$1,088.10
Scala	SAAS-SSCM-PLAD-AOP-2YR	2 year SaaS PC Audio Only Player -Shared Content Manager	\$200.00	10.00%	\$181.35
Scala	SAAS-SSCM-ADP-SF-2YR	2 year SaaS Scala Android Player -Shared Content Manager	\$280.00	10.00%	\$253.89
Scala	SAAS-SSCM-ADP-SFH-2YR	2 year SaaS Scala Android HTML Player -Shared Content Manager	\$400.00	10.00%	\$362.70
Scala	SAAS-SSCM-ADP-MFH-2YR	2 year SaaS Scala Android HTML Enhanced Player -Shared Content M	\$600.00	10.00%	\$544.05
Scala	SAAS-SSCM-SSP-SFH-2YR	2 year Scala Samsung SSP HTML Player - Shared Content Manager	\$600.00	10.00%	\$544.05